

The Corporation of Alpha Zeta Delta of Chi Psi

Full Membership Meeting - September 18, 2021

Attendance: Doser, Hess, Mason, McConville, M. Murphy, T. Fouts, Hastings, Abel, Riehs, N. Jon (#1), Z. Junk, Wall, S. Hoffman, E. Fouts, B. Levin-O'Leary (#3), J. Murphy, Devang Ghela, Jacob Rubin, Alex Saloot, Roland, Anthony Rebello, Novak (Hess proxy), Rivkin, Quinn Dellinger, Alejandro, Carter Hian, Hong (#4)

Quorum

Reading of the minutes - motion to dispense, second. Passes unanimously

Alpha Report: N. Jon, #1

Recap of past two years - Fall 2019 pledge class, 8 brothers; 5 in Spring 2020; 8 in Fall 2020; and 3 in Spring 2021. Covid has caused recruitment difficulties.

Avg. GPA - 3.72, second highest among fraternities on campus. Goodbody Award win. No Brothers were dropped from the rolls in order to obtain that GPA. We help Brothers who are struggling academically, we do not drop them.

Covid made social events difficult, so focus was on the Brotherhood and internal affairs. Brothers remained engaged and dedicated. A lot of recruitment done via Zoom, but great guys.

24 guys living in this year. Fall 2021 recruitment went very well. Matty B did a great job as recruitment chair. 13 accepted bids as of yesterday, 2 more are still possible. (1 sophomore, 1 junior, 1 senior, the rest are freshmen).

All Brothers are fully vaccinated, Alpha following all U of I guidelines.

Sam Hoffman is the new alumni relations chair. He is also the QB of the Chi Psi football team. Carter is also a QB.

Events with sororities being planned. Philanthropy events also in the works, and the Alpha is also focusing on volunteer work.

Excited to kick off this year. Recruitment has been stressful, but focus will now be on developing Brotherhood and maintaining high academic standards. Guys are excited to interact with alumni again.

Last year, we voted not to be certified housing anymore. Discussion held re: the fact that certified housing status is no longer needed, especially in light of new fees being imposed by the University in order to be certified. New restrictions always being added by the University as well.

1 Brother recently deactivated. It was based on conduct.

Alumni Report: See attached report from Paul Parks.

What is break-even in the Lodge? 24 guys living in is tight, difficult to build a reserve with 24.

Corporate book is available for anyone to inspect if they would like to do so.

Elections:

Nominations:

President	Matt Hess
Vice-President	Jerney Doser
Secretary	Bobby Ennesser
Treasurer	Randy Mason
Trustee:	John McKinney, Chip McConville, Michael Rivkin, Kaleb Sather, Sam Kluber

(2 open 2-year terms; 2 open 1-year terms to fill vacancies left by Randy Mason and Colin Johnson)

Results:	Matt Hess - President
	Jeremy Doser - VP
	Bobby Ennesser - Secretary
	Randy Mason - Treasurer
	Trustees (2 yr terms) Michel Rivkin
	Chip McConville
	Trustees (1 yr terms) John McKinney
	Kaleb Sather

Adjourned 12:04 p.m.

Corporation Report

It has been a wild ride since the entire brotherhood last convened at the Lodge. Since the 2019 Fall initiation, we have been forced to communicate, conduct business, and enjoy our time together as a brotherhood from afar due to the COVID 19 Pandemic. I am deeply saddened that I am unable to attend the events this weekend; there are so many success stories that I have been excited to share with everyone in person but have been forced to do so via email or Zoom. In my absence, I want you to know I am fully aware that attention spans last only as long as your butt allows, and brevity is everyone's friend. So you don't have to sit and stare at Jeremy for too long while he reads, I will hit the high points and the board members before you can answer any questions you have. I will be speaking in terms of the Alpha as a whole, both the undergraduates and the Corporation Board, as it is important to point out that we now know more than ever how greatly one affects the other. Let's talk about where we've been, where we are, and where we are going.

Where We've Been

As you are aware from the last time we gathered in the Fall of 2019, we had recently moved into the new Lodge with approximately 19 undergraduate brothers living in. Although the number of guys living in wasn't ideal, the Corporation Board was prepared to take a minor hit financially the first year in anticipation of higher numbers the following years. The undergraduate's grades were slightly below average, but they had an underclassman group that was extremely close and very energetic. Armed with new Rush ideals and techniques, this eager and enthusiastic group drew in an incredibly talented group of 8 pledges, two of which are the current #1 and #4. The Corporation Board, in collaboration with the undergrads, compiled a talented pool of Buell Scholarship applicants from which one individual pledged in the Spring 2020 semester. The new pledge classes GPA bumped the Lodge's overall average into the upper half of the grade report.

Meanwhile, the Corporation Board and the Capital Campaign Committee began the launch of Phase II of the Campaign while simultaneously discovering what maintenance and finances were required to operate the new Lodge. To date, we still **HAVE NOT** resided in the Lodge for a "normal" full year, so certain numbers (i.e. utilities, etc.) you see in the budget are subject to potentially deviate more than normal. The Corporation Board recognized how impactful guidance had been to the undergraduates, so an emphasis was placed on education and mentorship.

The COVID 19 Pandemic hit and put many things on hold completely. The Corp. Board provided written guidance for the undergraduates to follow daily as well as contingency plans in the event the virus spread throughout the Lodge. The undergrads have done an unbelievable job staying healthy recording only two positive cases in three semesters. The undergraduates did an even better job holding the brotherhood together through regular Zoom meetings and online chat forums in order to stay actively engaged in each other's lives. A few brothers were lost along the way due in large part to inactivity, but they came out stronger on the other end.

Due to worries about the Pandemic, only approximately 18 undergraduates lived in the Lodge during the 2020-2021 academic year creating another difficult year financially for the Corporation Board.

On the alum side, all business was conducted via Zoom and events were cancelled. Thankfully we were able to operationally stay afloat due to the extreme generosity of various brothers. The Corporation Board was able to use these tough times as an opportunity to continue engaging with the undergraduates on a regular basis forming a trusting relationship that has benefited both entities. Through this trust, a sense of duty has been planted and the undergraduate's no grasp the gravity of the expectation to live in the Lodge and be productive members of Chi Psi. As of the current academic year, we have 24 undergraduates living in with the understanding that it's one of the many expectations set forth during their time at the Lodge.

The undergraduates have won countless awards from IFC for scholarship, philanthropy, and membership, as well as being finalists for national Chi Psi awards two years in a row with the latest being awarded the Goodbody Trophy two months ago for the first time since circa 1954.

Where We Are

If you look at your copy of the budget you will see that our finances are trending in the direction we need them to be going, up. It's tight at the moment, but we are able to meet the demands of maintenance and soon will be able to build a much-needed reserve for future expenses. The more successful the Campaign is, the lower the mortgage will be making living in the Lodge even more attractive to undergraduates and their parents.

Once again, we have an alum living in the Lodge as an alumni advisor assisting with boots-on-the-ground support for the undergraduates. This has been an invaluable tool for which we hope to leverage for years to come.

The physical Lodge is in great shape for its age. I can't speak well enough for what Brother Rushforth has done to turn this place into the palace it is today. The Property committee is in regular contact with the undergraduates doing everything possible to meet their needs. The undergraduates respect the property and all that is in it; we haven't had any issues since we moved in. The only major ticket item that will need to be addressed sooner than later will be the roof. The board has worked to get in front of the issue and will begin devising a plan once pending quotes are received.

The Central Office created what we've always known as our Educational Trust for each Alpha of Chi Psi called DF's. The 10-million-dollar donation with a 10-million-dollar match by Brother Denny Sanford from Alpha Nu (Minnesota) made this possible. Thanks to everyone's generosity, we have built our DF back up to approximately 119K. For every 20K raised the CO awards 5K free dollars to an Alpha's DF up to a maximum of 25K.

We have a fantastic working relationship with an undergraduate group that truly does everything the right way. That attitude coupled with a very competent and driven Corporation Board have created a long-lasting path for excellence.

Where We Are Going

Zeta Delta's most recent success has literally hinged on the silver cord that binds us together. If the past has proven anything, it has shown we will not succeed as an Alpha if we don't continue to drive towards a top priority, supporting the undergraduates. It doesn't do the Alpha any good if we have an active and productive Alumni core but a poor performing undergraduate base and vice a versa. Going forward we need to continue getting even better at providing guidance to the undergraduates by continuing to train them how to perform Alpha functions at a high level, and be quality Chi Psi's.

I have stated before in previous articles, and I'll say it a million more times, we cannot expect the undergraduates to succeed without providing them with the tools to do so. The tools I'm referring to are money, guidance and mentorship when it comes to all aspects of Lodge life to include everything from duties of office, conflict resolution, rituals, and being good examples as Alums for all of the above. It should not be a surprise that the best example so far has been Rush education leads to rushing quality men, quality men earn good grades which in turn brings in more quality men with good grades and so on. It's simple guidance such as this that we can't expect an 18 y/o to instinctively know or a 21 y/o to pass along.

Outside of volunteering our time as alums to work with the undergraduates, we need to understand that as property owners once again, we must contribute financially what and when we can. We will need to fundraise early and often to make sure we protect the property we have worked so hard to obtain.

On behalf of the Corporation Board we cannot thank everyone enough for all that you have done for Zeta Delta, especially in the last few years. By coming together as a group, spanning many generations, we have accomplished what seemed to be an impossible task.

I'm honored that you all allowed me to be a part of it. When elected President two years ago, one of the goals was to help the undergraduates win the Thayer trophy within 5 years. I'll be damned if we aren't well on our way and I plan on doing everything I can to help make it possible.

Thank you all for your time and dedication and I look forward to physically being present in the near future. Have fun and be safe!

AZD of Chi Psi Corp.
Income Statement

	FYE 2019A	FYE 2020E (3)	FYE 2021B
Revenue			
Rental Income	\$ 105,023	\$ 153,217	\$ 198,000 (5)
Education Trust	-	7,760	11,000
Alumni Dues	1,192	1,958	2,000
Donations	10,000	6,000 (4)	-
Misc/Other	8,529	4	-
Total Revenue	\$ 124,743	\$ 168,938	\$ 211,000
Expenses			
<u>Lodge-Related</u>			
Electricity	\$ (15,802)	\$ (18,184)	\$ (20,912)
Sewage	(2,143)	(2,965)	(3,113)
Water	(2,399)	(2,877)	(3,164)
Waste Disposal	(1,312)	(1,119)	(1,231)
Internet	(5,218)	(5,221)	(5,317)
Pest Control	(95)	(295)	(380)
Security / Alarm Monitoring	(744)	(744)	(744)
Landscaping	-	-	(3,400) (6)
Utilities Total	\$ (27,712)	\$ (31,405)	\$ (38,262)
Mortgage	(78,526)	(77,486) (4)	(72,486)
Property Insurance	(8,626)	(10,110)	(11,627)
Property Taxes	(32,048)	(38,062)	(43,771)
Certified Housing / Inspections	(653)	(300)	(300)
Repairs and Maintenance	(4,545)	(2,695)	(2,697)
Improvements	-	-	(6,500) (7)
Building Reserve	-	-	(24,000)
Lodge-Related Total	\$ (152,110)	\$ (160,058)	\$ (199,642)
<u>Admin</u>			
Software	(196)	(480)	(480)
Alumni Communication	(125)	-	-
Scholarships - Buell	(844)	(3,020)	(3,500) (8)
Scholarships - Undergrads	-	-	(4,500)
Social	-	-	(500)
Nationals	-	(3,785)	(275)
Misc.	(2,664)	(298)	(1,800)
Admin Total	\$ (3,829)	\$ (7,583)	\$ (11,055)
Total Expenses	\$ (155,939)	\$ (167,641)	\$ (210,697)
Net Surplus / (Deficit)	\$ (31,196)	\$ 1,297	\$ 303

Notes:

- (1): Fiscal year is November 1 - October 31
- (2): Cash basis accounting
- (3): FY 2020 is actual for November - July 2021 and budget for August - October 2021
- (4): Includes one-time \$5,000 donation applied to mortgage
- (5): Monthly rent increases from \$13,667 to \$16,500 starting November 2021
- (6): Corp takes over responsibility for landscaping starting in FY 2021
- (7): Education equipment and technology with funds from education trust
- (8): Funds received from education trust in FY 2020