

**Sigma Phi Epsilon Fraternity  
Meeting of the National Board of Directors  
August 3, 2016  
Conference Call**

**National Directors in attendance:**

Richard W. Bennet III, Central Missouri '74	Grand President	2017
Christopher L. Bittman, Colorado '85	Grand Treasurer	2017
Thomas B. Jelke, Ph.D., Florida International '90	Grand Secretary	2017
David R. Calderon, CalPoly-Pomona '88	National Director	2017
Garry C. Kief, Southern California '70	National Director	2019
Cynthia Love, Ph.D.	National Director	2017
Billy D. Maddalon, North Carolina State '90	National Director	2021
Daniel W. McVeigh, Texas Wesleyan '90	National Director	2017
Bradley C. Nahrstadt, Monmouth '89	National Director	2021
Victor K. Wilson, Georgia Renaissance	National Director	2017
Jeffrey A. Back, Cincinnati '18	National Director	2017
John L. Emery, Arizona '17	National Director	2017
Riley D. Shearer, Montana State '17	National Director	2017

**Headquarters staff in attendance:**

Brian C. Warren Jr., Virginia '04	Chief Executive Officer
Nicolaus J. Collins, San Diego '14	Director of Annual Giving
Laura C. Curzi	Leadership Events Manager
Emily D. Lowry	Donor Relations Manager
Orman W. Messersmith, Samford '99	Director of Volunteer Services & Campus Engagement
Andrew J. Parrish, Georgia '13	Strategic Communications Director
Matthew S. Parrish, Georgia '07	Director of Advancement
James W. Poole, Virginia Commonwealth '14	Marketing and Communications Director
Daniel P. Sullivan, WPI '12	SENH Managing Director
Kyle F. Sutton, Cincinnati '12	Fraternity Managing Director
Kenneth M. Thompson, Washington '14	Information Systems and Analytics Director

**Call to Order**

*Grand President Richard W. Bennet called the meeting to order on August 3, 2016, at 3:05 p.m. EDT.*

**Approval of Minutes**

*Director Bradley C. Nahrstadt moved the Board to approve the minutes of the April 8 and 9, 2016, meeting.*

*Seconded by Secretary Thomas B. Jelke.*

*Motion passed by unanimous vote.*

### **2015-2016 Performance**

Fraternity Managing Director Kyle F. Sutton presented on SigEp's 2015-2016 performance toward the strategic plan's growth and member development objectives. Sutton underscored the impact of the organization's Balanced Man Program (BMP) alignment efforts, specifically the decrease in new member recruitment and total membership relative to the previous year.

The staff continues its focus on BMP proficiency increases at all chapters and helping chapters sell the features and benefits of the BMP to potential members through the Balanced Man Scholarship (BMS) process. Tools and resources have been created to support BMS execution with the intention of strengthening recruitment and retention at chapters across the country.

The staff has also expanded chapter development efforts and will be starting four new chapters in the 2016-2017 fiscal year, two more than the previous year.

Lastly, Sutton shared that GPA performance reached record highs — a 3.19 average member GPA for spring 2016, with 60 percent of chapters performing above their respective all-campus average.

SigEp National Housing Managing Director Daniel P. Sullivan presented SENH's operating and financial performance relative to goals. SENH achieved a 2 percent operating surplus over the prior year and a 3 percent surplus relative to the budget.

Regarding lending, SENH ended the fiscal year with a principal balance of \$13,265,219 in the Housing Loan Fund as a result of four new loans in the fiscal year. Five loans are projected for 2016. SENH ended the fiscal year with a principal balance of \$13,696,248 in the BB&T loan fund after closing two new loans in the fiscal year. SENH secured an additional \$6.25 million line of credit at the close of the fiscal year to support future lending projects. The Property Management Program also grew and will include 26 properties in the 2016-2017 fiscal year. This represents an increase of 9 properties year-to-year.

Chief Executive Officer Brian C. Warren Jr. presented SigEp's performance toward the strategic plan's partnership objectives. Warren stressed the focus of the "member safety initiative" on educating undergraduates and volunteers on risk management policies and procedures, and offering programming addressing alcohol abuse, sexual assault and bystander intervention. Over the course of the fiscal year, 2,000 chapter leaders and 500 volunteers were educated at Carlson Leadership Academies and close to 65,000 members were educated through the Live your Oath campaign in partnership with Alpha Delta Pi.

Warren went on to summarize efforts to create and implement a comprehensive assessment strategy to better understand SigEp's impact on individuals and the larger campus community. He thanked the Directors intimately involved in this process.

Advancement Director Matthew S. Parrish presented fundraising performance for the 2015-2016 fiscal year. Total giving to the Educational Foundation amounted to \$3,118,185, a \$207,439 increase over the prior year.

Total giving to leadership programs and events was up substantially, \$335,769 or 31.8 percent. Specifically, program endowment gifts were up \$408,180 as a result of efforts surrounding the Cox Institute and Maddox Summer Development Program, as well as the ongoing efforts to collect on pledges to the Team Hartman Endowment and the Ruck Leadership Institute.

An additional \$120,000 has been pledged to the development of the BMP App through Hoop of Steel Society gifts and alumni restricted gifts.

Parrish reported that the Educational Foundation received a \$1 million check from the Schreyer Foundation. Roughly 28 percent of the gift is restricted to the Pennsylvania Eta chapter; the remaining amount is restricted to leadership programs provided by the Fraternity and will be managed as an endowment. The \$1 million gift fulfills the Schreyer family's commitment to the Sigma Phi Epsilon Educational Foundation and represents the single largest gift the Foundation has ever received.

Warren presented the auxiliary services report, showing non-membership fee revenue and describing the impact on overall affinity to SigEp.

Director Cynthia Love responded to the State of the Fraternity Report by noting the longstanding reputational challenge fraternities face and the need to reach influential people on campuses with these positive reports and assessments of the SigEp experience. Love questioned where findings would be published to validate the assessments of the coming year. Warren and Secretary Jelke asked Director Love to join the assessment effort and to offer suggestions for outside researchers who could be engaged to eliminate any perceived bias in the assessment process. A similar request was made to Director Victor K. Wilson.

### **2016-2017 Goals and Long-range Plan**

CEO Warren presented goals for the 2017 fiscal year and presented a modified long-range plan. The long-range plan is organized to guide the staff's operating priorities and the key investments of the organization over a five-year timeline.

### **Headquarters Staff Changes**

CEO Warren updated the Board on changes made to the Headquarters staff and how those changes will affect future performance and reporting.

### **NBD Governance**

Grand President Bennet presented the current terms of National Directors and reviewed bylaws addressing the length and number of terms a Director can serve. He asked the Directors to consider the skill sets the Board should pursue as vacancies arise.

### **Adjournment**

*Grand President Bennet adjourned the meeting at 4:15 p.m. EDT.*