

SigEp

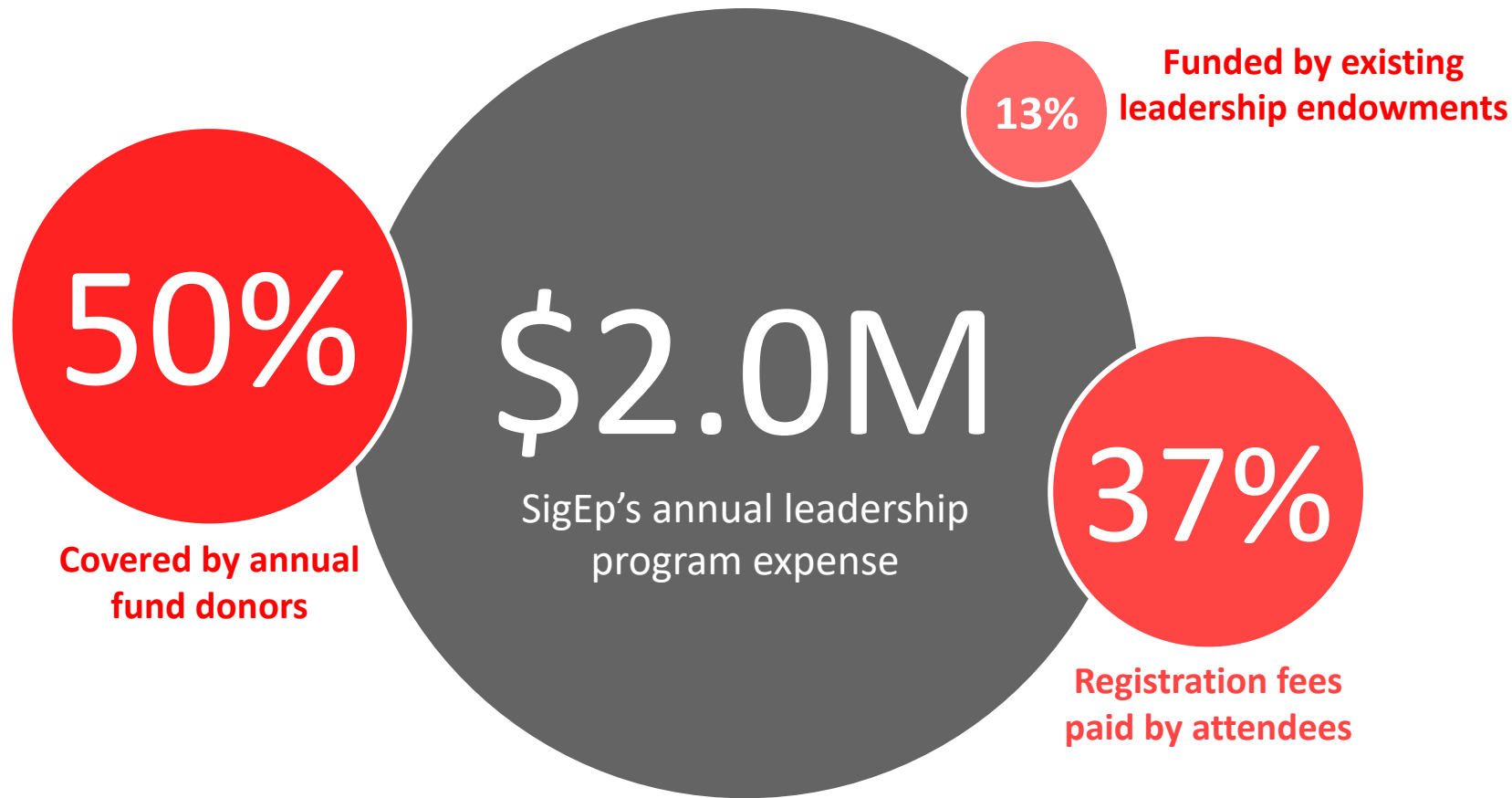
Funding our
Leadership Programs



40%

of the 336,000 men who
have ever been SigEps have
joined in the last 25 years.

Who really **pays** for our leadership programs?



Solutions

~~1. Cut back on programming~~

~~2. Raise undergraduate registration fees~~



Carlson Leadership Academy

Total Program Cost:

- \$725,000 for all 5 programs
- 63% covered by annual fund

To Send 7 Executive Officers and 1 Volunteer:

- Covered by chapter: \$690
- Actual cost: \$3,000

\$225 Registration Fee, \$375 Actual Cost



Ruck Leadership Institute

Total Program Cost:

- \$206,000
- 57% covered by annual fund

Travel, Food, and Housing for 1 scholar

- Registration Fee: \$500
- Actual cost: \$1,300



Grand Chapter Conclave

Total Program Cost:

- \$944,000 every other year

To Send Delegate, Alternate, and Designated Volunteer:

- Covered by chapter: \$2,050 (\$1,025/per Fall Bill)
- Actual cost: \$2,475

\$550 Registration Fee, \$825 Actual Cost

Solutions

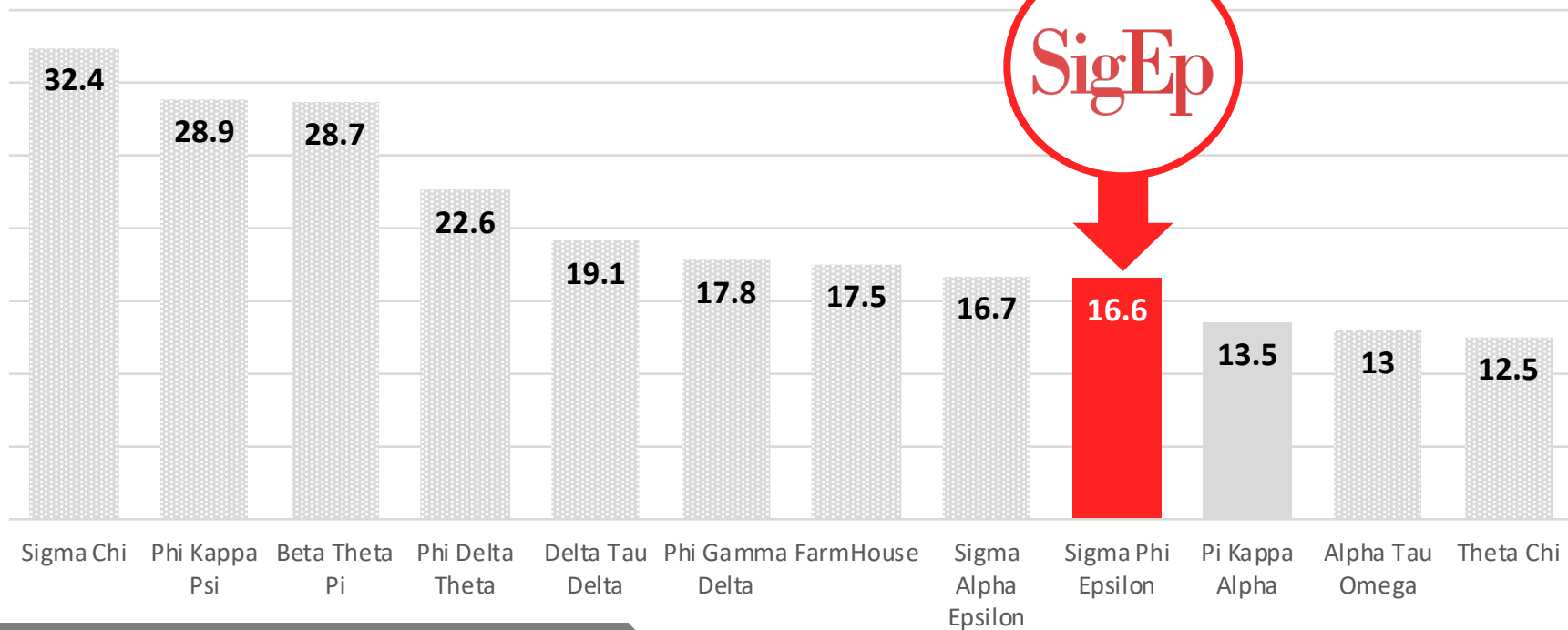
- ~~1. Cut back on programming~~
- ~~2. Raise undergraduate registration fees~~
3. Increase foundation support

Solution 3: Increasing fundraising

- On average SigEp raises more than \$825,000 in annual unrestricted contributions
- Less than 2% of alumni support the foundation

Our foundation assets **rank 9th**

2016 Net Assets (Millions)



SigEpsilon ranks 1st in living alumni

National fundraising **success**

- **Philip A. Cox Endowment:** \$999,500 raised in 2015 to support volunteer training, including this weekend's program
- **BMP App:** \$123,000 raised in 2016 for development costs, majority of chapters are now using the app to deploy challenges
- **Maddox Summer Development:** \$468,500 raised in 2016 to support Regional Director training each summer
- **Chapter Sites:** \$23,000 raised in 2017 to offset development costs, chapters being trained to use them at Carlson 2019
- **McKenna Presidents Academy:** \$248,775 raised in 2017 to support leadership training for chapter presidents at Carlson

Membership affinity



Chapter Leadership Endowments

**Carlson Leadership
Academy**

7

**executive officers
registration and
lodging**

**Ruck Leadership
Institute**

1

**scholar registration,
lodging, and travel**

**Grand Chapter
Conclave**

3

**Registration and
lodging for delegate,
alternate, and
volunteer**

Chapter Sites sneak peek

Recruitment

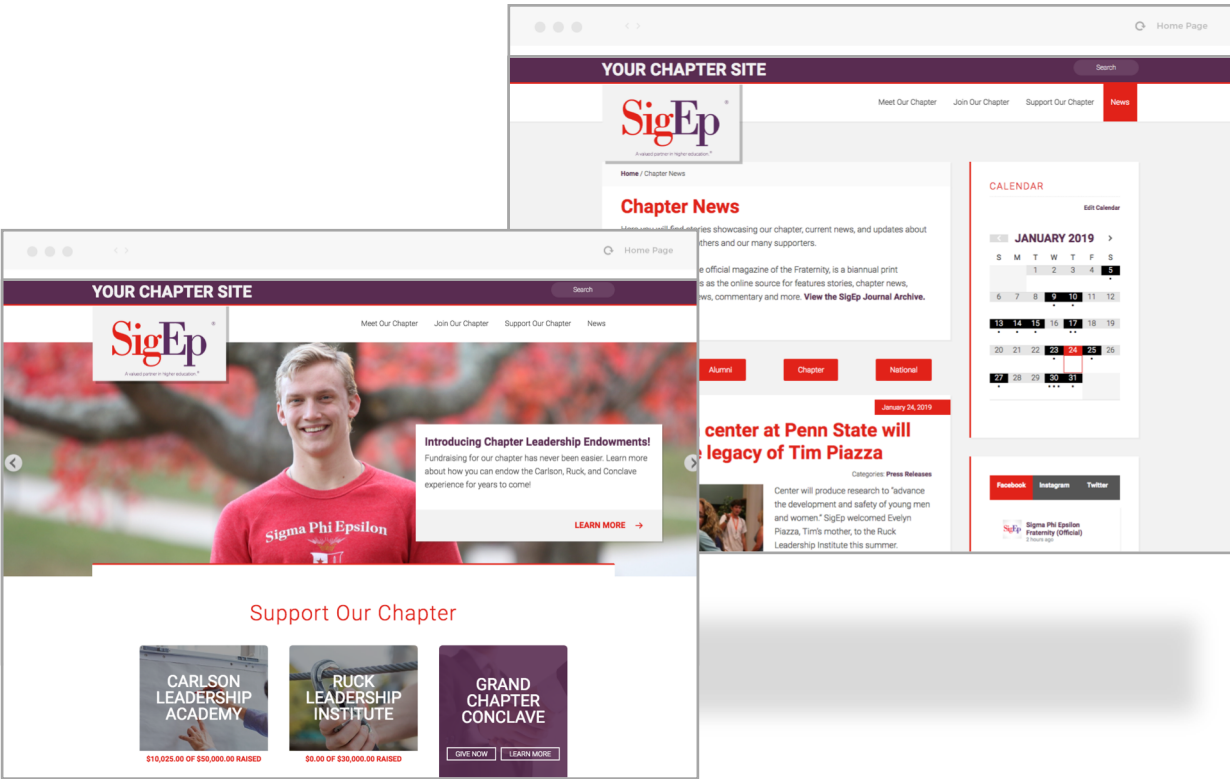
- Chapter information
- Balanced Man Scholarship
- Events calendar

Engagement

- Storytelling
- Contact update form
- Volunteer interest form
- Social Media sidebar

Fundraising

- Chapter Leadership Endowments
- Resources and guides



Potential consequences



Annual gifts redirected to endowed funds

- Chapter leadership fundraising helps support programing
- Preparing for the future may sacrifice what we need today
- We need to use our gifts to make the most impact today
 - 4.5% of an endowment is available each year
 - 5% of a gift is used right away to fund the greatest need

For more information, contact



Emily Millhiser

Director of Foundation Operations
emily.milhiser@sigep.net



Matt Parrish

Director of Advancement
matt.parrish@sigep.net



Thank you!

Peer organization “receiving fees”

Greek life

- Phi Delta Theta – 10%
- Phi Psi – 10%
- Kappa Alpha Order – 8%
- Zeta Beta Tau – 10%
- Delta Tau Delta – 5%
- Phi Sigma Pi – 2%
- Alpha Sigma – 10%
- Alpha Gamma Rho – 2%

Universities

- Louisville – 10%
- UCLA - 6.5%
- Texas A&M – 5%¹
- Oregon State – 5%²
- Iowa State – 5%³
- UCONN – 5%⁴
- Washington State - 5%⁵
- Virginia Commonwealth – 4%
- Johns Hopkins – 4%
- Florida International – 3%

¹for programs and scholarships only

²maximum fee of \$100k

³on gifts ≤ \$5M

⁴for non-endowment funds only

⁵maximum fee of \$250k