

**NATIONAL BOARD OF DIRECTORS  
SIGMA PHI EPSILON FRATERNITY**

**MEETING  
MAY 13, 2000  
OMNI RICHMOND HOTEL  
RICHMOND, VIRGINIA**

**I. CALL TO ORDER**

Grand President William G. Tragos called the meeting to order at 9:30 a.m. on Saturday, May 13, 2000, in the Roanoke Room of the Omni Richmond Hotel in Richmond, Virginia.

Attendance

The following National Directors were in attendance:

William G. Tragos	Grand President (200 1)
Dr. James F. <b>Robeson</b>	Grand Treasurer (200 1)
David C. Britz	National Director (200 1)
Matthew C. <b>Matlack</b>	National Director (200 1)
Bruce W. Schnitzer	National Director (200 1)
Jeffrey D. Prouty	National Director (2003)
Garry C. Kief	National Director (2005)
Roger H. <b>VanHoozer</b>	National Director (2005)

Unable to attend:

Clark H. <b>Byrum</b>	National Director (200 1)
John D. Weir	National Director (200 1)
Dr. Edward H. Hammond	National Director (2003)

Also in attendance:

John W. <b>Hartman</b>	District Governor, Missouri
Donald E. Heard	Alumnus, Texas Delta Chapter
Arthur J. Hurt, III	District Governor, South Texas
Ronald S. Kaniuk	District Governor, New York
Paul T. Steffens, Jr.	Board of Governors
Matthew T. Domenici	Chairman, Sigma Phi Epsilon Technology Task Force
W. H. Clark	Chairman, Sigma Phi Epsilon Educational Foundation
Charles N. White, Jr.	President, Sigma Phi Epsilon Educational Foundation
John P. Adams	Director of Education & Communications
Scott E. <b>Alford</b>	Director of Volunteers & Chapter Development
Paul E. Ashley	Director of Volunteers & Chapter Development
Jeffrey R. Prather	Director of Housing
James N. Roach	Director of Volunteers & Chapter Development

Wesley A. Stolp  
Jacques L. Vauclain, III

Director of New Chapter Development  
Executive Director

## II. INVOCATION

National Director David C. Britz delivered the invocation.

## III. MINUTES OF THE PREVIOUS MEETING

It was moved by Grand Treasurer Dr. James F. Robeson, seconded by National Director Roger H. VanHoozer, and approved to accept the minutes of the minutes of the November 12-13, 1999, National Board of Directors' meeting in Washington, D.C., which were previously distributed and corrected.

## IV. WELCOME

Brother Tragos welcomed all guests to the meeting.

## V. EXECUTIVE DIRECTOR'S REPORT

Executive Director Jacques L. Vauclain, III, reported to the National Board of Directors on the state of Sigma Phi Epsilon, the efforts to bring the Balanced Man to life, residential colleges, the changes to the Regional Director summer development program, and the year-to-date performance of DO 2000. Brother Vauclain indicated that volunteers and undergraduate chapters were understanding the focus on helping men build a sound mind and a sound body. There were many discussions taking place in the Fraternity, and chapters are starting to put words into action. More chapters and volunteers are expected to take further action in the coming year. Chapters are encouraging members to do regular cholesterol checks, have regular physicals, encouraging the entire chapter to work out both aerobically and anaerobically on a regular basis, and talking with members about the dangers of testicular cancer. To help men build a sound mind chapters are hosting a philosophy or ethics professor for a discussion with the chapter, and chapters are having discussions regarding different races, religions, and cultures. Brother Vauclain noted that there are currently 15 chapters that have reported a grade point average of above 3.15, which is within 10% of the Phi Beta Kappa standard of 3.5. This performance is ahead of previous years.

### V.a. Residential Colleges

Brother Vauclain reported on the residential college program that encourages chapters to have a professor live in the facility, wire the facility for high speed Internet access, and decrease the emphasis on alcohol by removing bars from the facility. For the coming year, the chapters at Texas Christian University, the University of Miami, Columbia University, and Iowa State University will implement the program. The University of Southern California and several other chapters are examining the benefits, and the undergraduates and alumni are taking the lead in having discussions with the university.

### V.b. Regional Director Program

This year's Regional Director summer development program will see an increased number of visits to the regions during the summer. This will allow Regional Directors, volunteer alumni, and undergraduates in the local area to meet during the summer and establish relationships early. The change will also allow the Regional Directors to evaluate their performance upon return to Richmond and leave better prepared in the fall. In addition to the increased visits to the region during the summer, the Regional Directors will endeavor to minimize the effect of turnover in Sigma Phi Epsilon by using the Chapter Plans developed by the chapters along with help from local volunteers, District Governors, and the 1999-2000 Regional

Directors. These Chapter Plans are created by the chapters, and the Regional Directors will talk with chapters about how they can help them with their plan. In addition, the staff will create a Regional Director visit template to help Regional Directors understand what a good visit looks like. This visitation template is another effort to help Regional Directors have effective visits early in the academic year.

The Fraternity will also pilot a second-year Regional Director. Brother Thomas F. **McGreevey** from Loras College (Iowa Eta) will travel for a second year in the state of North Carolina and will also work with East Tennessee State University (Tennessee Gamma) and Clemson University (South Carolina Beta). The South Carolina Beta Alumni Board and undergraduates specifically requested to work with Tom for a second year.

#### V.c. Journal

Brother Vauclain explained to the Board that the November issue of the Journal was cancelled, and the Spring, 2000, Journal will arrive in the hands of alumni in June. Director of Education & Communications John P. Adams will be responsible for the Journal during the 2000-2001 academic year. Brother Tragos suggested to the Board that the "Perspective" be discontinued. After a good discussion, it was moved by National Director **Garry C. Kief**, seconded by National Director Bruce W. Schnitzer, and approved to eliminate the "Perspective" as a publication of Sigma Phi Epsilon, print the Journal twice a year, and mail to each undergraduate at his home address so parents will have an opportunity to read the Journal. In addition, 50 issues of the Journal will be sent to each chapter address.

#### V.d. Priority Chanters

The Board then discussed a proposal to help focus the staff on chapters that are big and successful on their campus but not meeting Sigma Phi Epsilon's high standards, and those chapters who are perennially mediocre to poor on their campus. In addition, the **staff** will focus on Sigma Epsilon Chapters, projected new expansions, and those crises that will develop during the year. This is a total of approximately 70 chapters, The other 190 chapters will receive either one or no visits from the staff in the coming year with an increased effort to utilize volunteers to help these 190 chapters. The Board discussed the pros and cons of the decision to work with the 70 chapters. It was decided that if these 70 chapters could be our focus for three to four years, there could be good progress made at key places. This is a continuing evolution of the work to build relationships with chapters and not chase every crisis. It was moved by Brother **VanHoozer**, seconded by Brother **Robeson**, and approved to endorse the focus plan for the staff.

#### V.e. Alumni Recognition

The Board then discussed a way to tangibly **identify** those members who have received the Order of the Golden Heart and the Sigma Phi Epsilon Citation and those members who are Board of Governors. Oftentimes, it is not appropriate for the Order of the Golden Heart recipients to wear their medallion. The **National** Board of Directors agreed that the staff should pursue the creation of a rosette or boutonniere for those members who have received either the Order of the Golden Heart or the Citation and those members who are Board of Governors.

#### V.f. DO 2000

Brother Vauclain also updated the Board on the year-to-date performance on DO 2000. The number of new members recruited is already, as of May 1, 2000, ahead of the yearend performance of June 30, 1999, and the staff projects that Sigma Phi Epsilon will end the year with a 3% increase in new members over the 1998-1999 academic year. Sigma Phi Epsilon will finish the year with a 2% increase in brothers over the 1998-1999 academic year. Fourteen (14) chapters implemented the Balanced Man Program in

the 1999-2000 academic year. Sigma Phi Epsilon will finish the year with its lowest total accounts receivable in the past five years. The staff is behind on implementing a good electronic communications system within the Fraternity, and Brother Vauclain will work closely with Brother Matthew T. Domenici, Chairman of the Technology Task Force, over the next 30 days to get this project back on track. P. Sean **Leahey** will start as the full-time Director of Technology at Sigma Phi Epsilon Headquarters on May 22, 2000, and will be helpful with this project.

In addition, the National Balanced Man Scholarship that is done in conjunction with the Boy Scouts and the Key Club has received 350 applications to date which is triple the number of applications received last year, the first year of the program.

#### V.g. SigEp's Vision

There was a discussion on Sigma Phi Epsilon's vision and the best way to get the message to chapters and **alumni**. The National Board of Directors thanked Brother Tragos for a well-delivered message to the Board of Governors, and it was decided that the Board needs to spread the word on a regional level. It was moved by Brother **VanHoozer**, seconded by Brother Kief, and approved to organize four regional events to help spread the vision of Sigma Phi Epsilon. These events will occur in St. Louis, Chicago, New York City, and Houston, Texas, and will be organized by District Governors in each city. A Board member will be present at each of these to make the presentation. Three of these District Governors were present at the Board meeting, and the Board thanked them for volunteering to host these events.

### VI. NATIONAL HOUSING CORPORATION

Brother Vauclain reported on the National Housing Corporation's activities since our last meeting. He introduced **Jeffrey R. Prather** as the new Director of Housing. Brother Prather traveled as a Regional Director in the Midwest during the past academic year and is a graduate of Ball State University. Brother Prather will work to improve National Housing Corporation loan collection, help in the approval of loans and guaranties, and advance the residential college program by talking with alumni boards who are applying for National Housing Corporation loans. Brother Prather's position is being funded by the National Housing Corporation increasing the management fee it pays to the Fraternity.

Brother Tragos expressed disappointment that the National Housing Corporation Trustees' have been unable to start educating alumni on property management, to learn from sororities on what they do well with property management, and to find funding sources to implement the residential college plan. Brother Vauclain was asked to work with the Trustees to accelerate this process and expand the volunteers resources of the National Housing Corporation.

### VII. RESIDENTIAL COLLEGES

Matthew W. Engelhardt will join the staff of Sigma **Phi** Epsilon on June 9, 2000. Brother Engelhardt's position is being funded by the Sigma Phi Epsilon Educational Foundation if his time is spent solely on educational initiatives. Brother Engelhardt will work with volunteers and college and **university** administrations to implement the Residential College Program in chapter houses and to further develop and expand the Resident Scholar and Faculty Advisor roles. Sigma Phi Epsilon Educational Foundation President Charles N. White, Jr., and Jacques Vauclain will work together to create a job description for Brother Engelhardt as requested by the National Board of Directors. Brother Engelhardt will create a residential college template and distribute it to all alumni boards during his first months on staff. Brother Engelhardt is a graduate of Valparaiso University (Indiana Zeta) and served as Resident Scholar at the University of Kentucky. He has spent the last four years at Washington University in St. Louis where he has helped the campus implement the Residential College Program. Brother Engelhardt has recruited

faculty to live in the facilities, lived in a residential college for three years, and worked with the construction of residential college buildings as well. Matt's expertise will be vital to the success of the Residential College Program.

### VIII. EXPANSION

Director of New Chapter Development Wesley A. **Stolp** updated the board on Sigma Phi Epsilon's growth program. He reviewed the seven projected expansion sites for the upcoming year, including Ohio State University, Utah State University, **Clarkson** University, San Diego State University, Northern Arizona **University**, University of Colorado, and **DePaul** University.

The Board reviewed the chartering criteria and added to the criteria that a chapter must have a completed Chapter Plan. **This** is in addition to the chartering criteria changes made in November, 1999. that help chapters live the **Banned** Man ideal and create plans to implement the residential college model. It was moved by National Director Jeffrey D. **Prouty**, seconded by Brother **Robeson**, and approved to raise the chartering criteria from a 2.5 grade point average and above the all-campus average to a 2.8 and above the all-campus average.,

#### VIII.a. Expansion Template

The Board also reviewed a new expansion template created by Brothers Ryan M. Brennan and Matthew A. Strohschein from Truman State University (Missouri Mu) who were instrumental in the successful expansions at the University of Georgia, Bucknell University, and the University of Miami. Brothers Brennan and Strohschein have put together a good template that will help expansion directors in the future and **minimize** the effect of the turnover on the Headquarters staff. The template will also be **useful** for the Director of Housing and includes a focus on the residential college plan. Those dormant chapters with housing need almost a two-year head start to make sure the housing is in good condition when the recolonization **begins**. The template will be a confidential document that will have numbered copies to keep track of them. The template will be tweaked as a result of the staffs experience from year to year. Brother **Tragos** requested that Brothers Brennan and Strohschein include case histories of the successful expansions at the University of Georgia, Bucknell University, and the University of Miami as well as the not-as-successful expansions at Syracuse University and Duke University. This will help future alumni and **staff** understand why the process works when it works well and prevent expansions that are not as successful.

Finally, Brother **Stolp** shared with the Board a written plan to get to Emory and Vanderbilt over the next five years. These are two key campuses where Sigma Phi Epsilon is not currently represented.

### IX. FINANCIAL PLAN

Brother **Robeson** updated the Board on the 1999-2000 Financial Plan and indicated that the Fraternity will be ahead of Plan in revenue due to annual dues and insurance fees being slightly over-budget as the result of a higher total Periodic Membership Report (PMR) number than expected. New members and brothers are over-budget as the staff expects to finish the year approximately 3% ahead of last year's performance in new members and 2% in brothers. The staff also negotiated a deal with a new credit card company that increased our royalties by approximately \$40,000 per year.

Expenses will be largely consistent with the Plan. Salaries are on budget and staff travel will end the year approximately \$80,000 above budget due to higher Conclave travel expenses than anticipated and three changes made to the Regional Director program in October, 1999. Regional Directors are now able to expense \$84 per **week** for food as opposed to being limited to \$12 per day. In addition, the Regional

Directors may spend one night per week in a hotel and may expense 30¢ per mile for gas, up from 20¢ per mile, due to increased gas prices. Volunteer travel is above budget due to a strong commitment to educate volunteers on the Balanced Man Program and the commitment to fly volunteers who had a long way to travel to the Carlsons. The Conclave was \$12,000 over budget.

Brother **Robeson** also previewed the 2000-2001 Financial Plan. Revenue will reflect the increased budget for royalties of \$40,000 per year **from** our credit card contract. **The** National Housing Corporation will increase its management fee to the Fraternity by \$30,000 to offset the costs of Director of Housing Jeff Prather. The fee increase passed by the undergraduates at the 1999 Grand Chapter Conclave will provide an additional \$125,000 in revenue. Expenses will change noticeably in two areas. Personnel costs will increase with the addition of a second-year Regional Director who will travel North Carolina, the Director of Housing, and a staff member to work with TIPS. The cost of Matt Engelhardt to work with the Resident Scholar program and the residential college program is not shown in the plan as his costs will be paid directly by the Sigma Phi Epsilon Educational Foundation if he spends 100% of his time on educational programs as planned. Printing will increase with the reprinting of The Lifetime Responsibility of Brotherhood.

The Fraternity continues to repay the Journal Fund, and the loan is expected to be repaid in full by January 1, 2001. The Fraternity continues to move toward building a reserve of \$1 million in savings as recommended by the National Board of Directors and contribute \$100,000 per year to savings. The contribution will be a combination of interest earned on the savings account and money from the operating budget. For the coming year, there will be approximately \$25,000 in interest earned on the money in the savings account; therefore, \$75,000 will be contributed to savings from the operating budget.

It was moved by Brother **Robeson**, seconded by Brother Prouty, and approved to adopt the 2000-2001 Financial Plan (Appendix A).

## **X. UNDERGRADUATE OPERATIONS & BALANCED MAN PROGRAM**

### X.a. Overall Performance

Directors of Volunteers & Chapter Development Scott E. **Alford** and Paul E. Ashley reviewed the year-to-date performance of Sigma Phi Epsilon's chapter operations. The Board discussed the 2001 minimum standards which will take effect after the 2001 Grand Chapter Conclave. The current minimum standards call for a chapter to be above 25 men or in the top quartile on campus in manpower. The new standards that will take effect will require a chapter to have 40 men on their Periodic Membership Report or be in the top quartile in manpower. The minimum grade point average will be raised from a 2.25 to a 2.5. If a chapter falls below this standard for two consecutive terms, the charter will be withdrawn. The **30/60/120-day** policy for late payment of bills will remain in effect. A chapter's charter will be withdrawn if the bill is not paid in 120 days. It is estimated that approximately 47 chapters do not meet these standards today.

Brother **Alford** then shared with the Board the member and brother graph from 1964-1965 to 1999-2000 (Appendix B). The Board encouraged the staff to add to this graph the number of chapters for each year for the future. The Board also encouraged the staff to create a chart that measures how many chapters are working out regularly and getting physicals regularly, in addition to this manpower graph and academic **graph**.

### X.b. Balanced Man Program

Brother Ashley then reviewed the progress on the Balanced Man Program with the Board. Fourteen chapters implemented the Balanced Man Program during the 1999-2000 academic year. The staff continues to spend time educating alumni and volunteers on the benefits of no pledging. Chapters implementing the Balanced Man Program continue to do better academically and to recruit more men than chapters not implementing the Balanced Man Program.

The Board considered a recommendation from the Balanced Man Development Committee that when an Alumni Advisory Council is appointed by the National Board of Directors, the Alumni Advisory Council may vote with 80% of its membership to adopt the Balanced Man Program prior to conducting the interviews of undergraduate members. This is consistent with the current policy that the entity holding the charter may vote with 80% of its membership to adopt the Balanced Man Program. It was moved by Brother VanHoozer, seconded by National Director Matthew C. **Matlack**, and approved that an Alumni Advisory Council may vote with 80% of its membership to implement the Balanced Man Program prior to doing the interviews.

The Board also discussed the current name of the Balanced Man Project. It was decided that the word "project" indicated a temporary name and the program carried a more permanent designation. A majority of undergraduates already refer to the Balanced Man Project as the Balanced Man Program. The Balanced Man Project will continue to grow and evolve although it is already an established program. It was moved by Brother Kief, seconded by Brother Schnitzer, and approved to change the name from the Balanced Man Project to the Balanced Man Program. The National Board of Directors thanked the Balanced Man Development Committee for a thorough discussion of the issue of whether to change the name.

### X.c. District Governors

The Board then acted on the re-appointment of several District Governors. It was moved by Brother **Robeson**, seconded by Brother Prouty, and approved to re-appoint Thomas A. Barton, David B. Stollman, David W. **McVeigh**, Eric E. **Hartman**, Thomas M. Roth, III, John W. **Hartman**, and Scott A. Schwartz as District Governors.

### X.d. Chanter Actions

The Board then acted on a request to remove chapters from notice to be closed. It was moved by Brother Schnitzer, seconded by Brother VanHoozer, and approved to remove Florida Atlantic University (Florida Xi), University of Houston (Texas Delta), University of North Carolina-Wilmington (North Carolina Rho), Western Carolina University (North Carolina Pi), and Western Maryland College (Maryland Delta) from notice to be closed.

The Board then acted to place several chapters on notice to be closed for falling below the minimum standards passed by the undergraduates at the Grand Chapter Conclave. It was moved by Brother Britz, seconded by Brother **Robeson**, and approved to place the following chapters on notice to be closed for the reason indicated.

Angelo State University (Texas Omicron) — Academics

Auburn University-Montgomery (Alabama Epsilon) — Manpower

East Carolina University (North Carolina Kappa) — Academics

Eastern Connecticut State University (Connecticut Gamma) — Manpower

Jacksonville University (Florida Theta) — Manpower

University of Maryland-Baltimore County (Maryland Epsilon) — Academics

University of Texas-Arlington (Texas Kappa) — **Academics**

West Chester University (Pennsylvania Tau) — Academics

The Board then acted on a request from the staff and alumni board to reinstate the charter of the Louisiana Gamma Chapter at Loyola University. It was moved by Brother Kief, seconded by Brother VanHoozer, and approved to return the suspended charter to Louisiana Gamma.

#### X.e. Tennessee Wesleyan Collene

The Board then discussed several difficult chapter situations. The Sigma Epsilon Chapter at Tennessee Wesleyan College was started in April, 1996. At the time, college administrators were projecting enrollment to triple within four years. Currently, since its founding, the chapter has struggled with recruitment. The volunteers and chapter petitioned the National Board of Directors to lower chartering criteria due to the small student body. The chapter has not been able to meet the manpower standards. The alumni board is asking for one more year to meet their chartering criteria. The National Board of Directors decided to give the Sigma Epsilon Chapter one more year. The Board wished the undergraduates and alumni the best in their efforts to meet the chartering criteria and noted that it is up to the undergraduates and alumni to accomplish this on their own.

#### X.f. Central Michigan University

The Board then reviewed the status of the Michigan Gamma Chapter at Central Michigan University. The chapter was placed on Alumni Advisory Council status and charter suspension at the November, 1999, National Board of Directors' meeting. Since then, the chapter and volunteers expelled 23 members. The university revoked the chapter's recognition in December, 1999. On a spring break trip in March, 2000, chapter members started fights with other students and were reported as "obnoxious frat boys" by two other **SigEp** chapters. The chapter recently impeached the President, who was the best person in the chapter, because he was taking actions to move the chapter in the right direction. It will be several years before we are able to return to Central Michigan University. The Chapter President and other good undergraduates have since resigned, and the volunteers have decided not to be involved any longer. It was moved by Brother Britz, seconded by Brother VanHoozer, and approved to withdraw the charter of the Michigan Gamma Chapter at Central Michigan University.

#### X.g. Southern Illinois University-Carbondale

The Board then reviewed the situation of the Illinois Kappa Chapter at Southern Illinois University-Carbondale. The chapter was placed on notice to be closed in November, 1998, and removed in August, 1999, for falling below the minimum 2.25 grade point average standard. During the 1994 academic year, the chapter had a Periodic Membership Report of 99 members. Since then, the Periodic Membership Report has steadily declined to a 2000 Periodic Membership Report of 39 members. The chapter has had repeated violations of Sigma Phi Epsilon's risk management policy. As of June 1, 2000, the chapter's accounts receivable will be 120 days past due. The university has repeatedly placed our chapter on

probation for risk management violations and despite numerous staff visits, the chapter continues to miss deadlines associated with its punishment, and the university wants the National Board of Directors to close the chapter. The staff has received a written, unconditional guaranty to return to campus in the Fall of 2003. The District Governor and volunteers support the recommendation to close the chapter. It was moved by Brother VanHoozer, seconded by Brother **Robeson**, and approved to withdraw the charter of the Illinois Kappa Chapter at Southern Illinois University-Carbondale.

#### X.h. Ohio State University

The National Board of Directors then studied the situation at the Ohio Gamma Chapter at Ohio State University. In Fall, 1999, Director of Student Activities Tracy Stuck approached Executive Director Jacques Vauclain regarding implementing the residential college plan at Ohio State University. Tracy has worked closely with the Ohio Gamma Chapter of Sigma Phi Epsilon for several years. She read Bill Tragos' inaugural speech and thought the residential college model was a great plan for the future of the Greek system. Tracy worked diligently with six Ohio State University administrators to put together a plan for the property that includes approximately \$500,000 in renovations. When the property is renovated, Ohio State University will serve as the property manager, cater all meals, and clean the entire property once a week. The alumni board will retain ownership of the land and the building. There will be an upgraded faculty quarters, and Ohio State University will be responsible for recruiting the faculty member to live in the property. There will be a high-speed Internet connection in each room as well, and the room that currently holds a large bar in the basement will be turned into a weight room.

The current undergraduate chapter is not in good shape. There are only 22 leases signed for next year for a **32-man facility**, and the alumni board says that 10 of the men who have signed leases should not be in the chapter due to grades or non-payment of bills. The chapter is in the bottom quartile academically and will have approximately 25 to 28 men returning in the fall.

Past **staff** member and Ohio State alumnus Steve Schottenstein has agreed to help Jacques Vauclain locate a contractor to do the work on the property this summer so that we do not have to go through the bidding process if Ohio State was to choose the contractor. Ohio State has agreed to oversee all work done on the property this summer. Ohio State University has also agreed to lease the property from us for one academic year and pay all of the bills for the 2000-2001 academic year.

**Alumni** Board President Bob Bamett, Tracy Stuck, and the staff recommend to the National Board of Directors that the charter of the Ohio Gamma Chapter be withdrawn. Jacques Vauclain, Bob Bamett, and Tracy Stuck have worked together to schedule an expansion for early 2001. The chapter will, in effect, be dormant for five months, and the few good undergraduates who are currently in the chapter will have the opportunity to re-apply for admission. Tracy, Bob, and **the** staff will work closely to identify these men. The new chapter will largely be made up of new undergraduates identified from good student organizations that Tracy Stuck and others in the Office of Student Activities help us identify. In addition, Tracy has hired a recent graduate of Loyola **Marymount** University, who is a Sigma Phi Epsilon alumnus, to work as a graduate assistant in the Office of Student Activities. He may live in the property during the 2000-2001 academic year and is willing to serve as the chapter's Resident Scholar. The new chapter will move back into the property in the Fall of 2001. At **this** point, the property will be newly renovated, and there will be a professor living in the property as well.

It was moved by Brother VanHoozer, seconded by Brother **Robeson**, and approved to withdraw the charter of the Ohio Gamma Chapter at Ohio State University.

### X.i. Villanova University

The Board studied the situation of the Pennsylvania Rho Chapter at Villanova University. The chapter was placed on Alumni Advisory Council status in April, 1998, for a fight and risk management violations. Over 60 men were removed from the chapter. The university placed the chapter on a year-long probation, and the chapter was reinstated by the university in March, 1999.

Despite a newly recruited Chapter Counselor, an energized alumni board, and intensive staff help, the chapter had several serious hazing- and university-related incidents this past year. The chapter took new members to a barn, gave them a blanket, and told them to sleep there for the night. The new members lit the blanket on fire which caused police to come to the scene. Twice this semester, the chapter did not report to the university or to Headquarters new members that did not meet university or SigEp academic standards. The chapter continues to ignore standards set by the volunteers, university, and staff.

Compounding the problem is that there are two other chapters on campus that have been closed and continue to operate as local chapters which sets a bad example for Pennsylvania Rho.

Alumni Board President Gary **Bonas**, District Governor David Stollman, past SigEp staff and Pennsylvania Rho alumnus Dan Kraninger, and past **National** Director and Pennsylvania Rho alumnus Dan Dougherty all recommend to withdraw the chapter's charter. The university wants SigEp back on campus and has verbally guaranteed a return for the Spring of 2003.

It was moved by Brother VanHoozer, seconded by Brother **Robeson**, and approved to withdraw the charter of the Pennsylvania Rho Chapter at Villanova University contingent upon a written guaranty to return to campus from the university administration.

### X.i. Chartering Petitions

The Board then acted on the chartering petition for the University of Arkansas Sigma Epsilon Chapter. **The** chapter has met all of the chartering criteria, and the new alumni involved with the chapter are investigating a lease of the Lambda Chi Alpha property that would put us in a good housing position. This lease would enable us to pursue raising money from our alumni to build on the lot that we currently lease from the university on Fraternity Row. The Lambda Chi Alpha chapter would lease the house that we are currently in, which is not as competitive. The chapter was named the Most Improved Greek Organization on Campus and has done well academically while succeeding in athletics and being popular with the sororities. It was moved by Brother **Robeson**, seconded by Brother VanHoozer, and approved to **re-charter** the Arkansas Alpha Chapter at the University of Arkansas.

The **National** Board of Directors then considered a petition from the University of Wisconsin-Platteville Sigma Epsilon Chapter. The Sigma Epsilon Chapter ranks second in manpower with 40 non-seniors and first in academics out of nine fraternities with a 2.84 grade point average. The chapter lives in a **single**-family home that was purchased by an alumni board member and leased to the chapter. This housing is consistent with the other fraternities on campus. A key volunteer has been the parent of one of our undergraduates at Arizona State University. It was moved by Brother VanHoozer, seconded by Brother Kief, and approved to charter the Wisconsin **Theta** Chapter at the University of Wisconsin-Platteville.

**The** National Board of Directors then considered a chartering petition from the University of Georgia Sigma Epsilon Chapter. This colonization has been one of Sigma Phi Epsilon's most successful in recent history. The chapter currently has 82 men and ranks second in academics with a 3.11 grade point average. The chapter has moved back into Sigma Phi Epsilon's home on Fraternity Row, and beginning in the fall, a graduate student and his wife will live in the property. The Sigma Epsilon Chapter has

succeeded at being different on a very traditional campus. The key alumni have been Alumni Board President Ken **Hansing** and Chapter Counselor Victor Wilson who is the Assistant to the President of the University. It was moved by Brother **Robeson**, seconded by Brother VanHoozer, and approved to re-charter the Georgia Delta Chapter at the University of Georgia.

The **staff** was asked to clarify the housing situation further in the petition synopsis when distributing the written information to the National Board of Directors. Quality housing and knowing our present and future housing commitment utilizing the residential college plan are keys to long-term success.

## XI. NATIONAL BOARD OF DIRECTORS' LEADERSHIP ROLES

The Board then had a discussion about the Board's specific leadership roles. Each Board member has been asked to be the driving force behind a particular leadership issue. The Directors shared with the Board an update on each of their responsibilities. Brother Tragos was asked by the Directors to stay after each of them on a regular basis regarding their progress on their responsibilities. Brother Tragos noted that Brother Kief has done a good job on working with the University of Southern California regarding the residential college plan and has started good conversations regarding outerwear. Brother Tragos also noted that Jeff Prouty has done an excellent job in advancing the Balanced Man ideal of sound body and several of his suggestions will be implemented in the coming year.

Brother Prouty continued to update the National Board of Directors on his efforts to promote the Balanced Man ideal of sound body. Brother Prouty moved, Brother **Robeson** seconded, and it was approved to send Bodv for Life to all chapters. This is a book that Brother Prouty has recently read, and he encourages all members to read it.

Brother **Robeson** will work with Matt Engelhardt to determine the needs for funding for the residential college program and work to find those funds once the needs are indicated.

Brother Schnitzer indicated that the Citation selection process would begin in the coming months and that he has had a good conversation with Matt Domenici, Chairman of Sigma Phi Epsilon's Technology Task Force. Brother Schnitzer is encouraged that the focus and communication of our technology needs will be improved in the coming months. Brother Schnitzer will continue to work with the Texas Alpha Alumni Board on the residential college plan.

Brothers VanHoozer and Britz noted that they continue to work with the National Recruitment Committee as they develop the three module communication skill development program. The National Recruitment Committee will meet in Richmond, Virginia, May 19-21, 2000, to discuss the fall roll out of the recruitment skills program. Brother VanHoozer also indicated that the National Recruitment Committee, through Eric W. Lauterbach who is working with Nathan E. Gamble, is pursuing the recruitment needs for the **website**.

Brother VanHoozer continues to work with the Kansas Delta Alumni Board (Washburn University) on the residential college plan. The alumni board is several years away from building a new facility and is already beginning to discuss the plan.

Brother Kief updated the Board on his efforts to improve **SigEp**'s licensing and apparel program. He shared with the Board a memo regarding his analysis of the current program. Brother Kief will approach several entertainment industry merchandisers in the business to develop aggressive merchandising programs. Brother Kief will work with Brother Vauclain and Dan Shaver, the Fraternity's licensing agent, to improve the look of Sigma Phi Epsilon's outerwear.

## XII. CARLSON LEADERSHIP ACADEMIES

Director of Education John P. Adams reviewed the 2000 **Carlson** Leadership Academies highlighting the attempts to bring the Balanced Man to life, the benchmark of beyond Phi Beta Kappa, making good philosophy professors part of the agenda to discuss **the** Balanced Man ideal, and incorporating TIPS into the program. Overall, the 2000 **Carlson** Leadership Academies were successful. The pilot program with Delta Delta Delta was successful and will be repeated next year in the Midwest. The National Board of Directors was concerned that too many programs can complicate things and encouraged the National Leadership Committee to investigate making this year's second program with Delta Delta Delta the last of its kind.

The Board also commended the staff and National Leadership Committee on the idea of having a Sigma Epsilon Chapter **Carlson**. These chapters were able to share common concerns. Brothers Jeff **Prouty**, John **Hartman**, and Bill Tragos noted the excitement and energy at this **Carlson**. There will be an **all**-Sigma Epsilon Chapter **Carlson** again in 2001. There should be four Board members in attendance at the Sigma Epsilon Chapter **Carlson** to spend personal time with each of the Sigma Epsilon Chapters. Undergraduates from the best newly chartered chapters should be invited to the SEC **Carlson** in faculty positions.

The program for the 2001 **Carlsons** will remain the same with **the** exception that it was moved by Brother **VanHoozer**, seconded by Brother **Robeson**, and approved to remove the TIPS **training** from **the** Carlson Leadership Academy. Due to the addition of Jason Daunis to the Fraternity's staff to implement the TIPS program, people who attend the **Carlson** Leadership Academies will be better prepared in TIPS, and the majority will have already had the training. This will allow time for further discussion of the Balanced Man ideal of building a sound mind and a sound body. The staff was encouraged to have focus groups on sound body and to implement sound body programming into each **Carlson**. In addition, the Board member at each **Carlson** will meet with each chapter at the **Carlson**. The staff will send the Chapter Plans to the Board members several weeks in advance of the **Carlson** for the Directors to become familiar **with** the Chapter Plans before the Carlsons.

Several local alumni will also inspect each hotel prior to signing the contract for the **Carlsons** to ensure **that** the hotel is a quality place to hold a **Carlson** Leadership Academy.

The philosophy professor as the keynote speaker at lunch will continue. The staff will invite some of the best professors from this past year to return in 2001.

## XIII. RISK MANAGEMENT

Brother Vauclain reviewed Sigma Phi Epsilon's 2000 liability and property insurance programs. The Fraternity has settled several cases since the last Board meeting and has only had one significant injury which occurred at the University of Texas. The property insurance program has had good loss experience to date with only one loss reported for the 2000 calendar year. Sigma Phi Epsilon was able to negotiate a favorable renewal on the 2000 liability insurance policy. The significant premium reductions allowed the Fraternity to reduce the per man charge from \$77 to \$76 per man. In addition, over \$173,000 was given to the Educational Foundation for the long-term benefit of each chapter's Balanced Man Scholarship fund. This was a one-time savings due to the favorable renewal, and the Board decided that the commitment to each chapter's Balanced Man Scholarship fund was the right way to utilize this savings. Finally, the Fraternity paid the liability insurance agent a fee to bill and collect all of the insurance fees. The chapters wrote checks directly to the insurance agent for their liability insurance dues. The **staff did** not have to collect any liability insurance dues in the spring which helps the perception of the staff as only

a bill collector. In addition, the percentage collected improved slightly over previous years. This was a good benefit to our new liability insurance broker.

The Fraternity continues to educate all members and has sent the “Insurance and Claim Manual” to all undergraduate and alumni officers to educate them about property and liability issues. The Alcohol Initiative and the TIPS are promoted regularly. Sigma Phi Epsilon continues to have good loss experience due to good undergraduate behavior, good risk management education, and good claims management by Kathy Johnston and Sigma Phi Epsilon’s claims adjuster.

#### XIV. SIGEP COMMITTEES

Brother Vauclain updated the Board on the activities of Sigma Phi Epsilon’s committees. The Ritual Task Force is working to evaluate the Interpretation to reflect today’s vision of the Balanced Man ideal. In addition, the Ritual Task Force is evaluating the instructions given in The Ritual & Guide of Sigma Phi Epsilon. The Ritual Task Force will present its work to the National Board of Directors this summer.

The Centennial Commission is working diligently on the Centennial video due to the work of Robert J. Kerr, Noah A. Buckley, and Hank Moonjean. The video is due for release at the 2001 Grand Chapter Conclave. At the November, 1999, National Board of Directors’ meeting, the Fraternity set aside \$37,500 from its savings funds plus a \$12,500 commitment from Brothers Kief and Tragos to pay for the video. The Centennial Commission also has two undergraduates from the University of Richmond Sigma Epsilon Chapter working at Headquarters as interns this summer. The interns will coordinate the Hall of Distinction selection process, assist Grand Archivist Jay Bosanko in properly archiving SigEp’s historical materials, communicate with the Founders’ descendants regarding the 2001 Grand Chapter Conclave, and work to market the history book.

##### XIV.a. Men’s Health Committee

The National Board of Directors acted on a proposal from the staff to appoint a National Director of Men’s Health and a National Men’s Health Committee. Sigma Phi Epsilon Educational Foundation President Chuck White helped Executive Director Jacques Vauclain recruit Dr. John C. Petricciani as the National Director of Men’s Health. Dr. Petricciani is an alumnus from the New York Delta Chapter at Rensselaer Polytechnic Institute and is Vice President and Chairman of the Scientific Committee of the International Association for **Biologicals** (IABS). Dr. Petricciani received his Bachelor’s Degree from Rensselaer Polytechnic Institute, his Master of Science from the University of Nevada, and his M.D. from Stanford University. The National Committee on Men’s Health will include other doctors from around the country including Dr. Jay K. Harness, a Sigma Phi Epsilon Educational Foundation Trustee, who is a cardiac surgeon. In addition, a cardiologist, dentist, and past staff member who is President of the Colorado Medical Society will serve on the Committee. The Committee will have a representative attend as many meetings of the Balanced Man Development Committee as possible. The Committee will also contribute a minimum of four articles per year to the Journal on different issues concerning men’s health, help identify tangible items to be sent to chapters that reinforce the importance of building a sound, healthy body, and help with the rewrite of The Oquest to make sure that the development of a sound, healthy body is a focus. It was moved by Brother **Robeson**, seconded by Brother Britz, and approved to appoint the National Committee on Men’s Health.

The Board felt it important to not continue to add a committee without removing one. After a discussion regarding committee needs, it was moved by Brother **VanHoozer**, seconded by Brother **Robeson**, and approved to disband the Alumni Association Advisory Committee. The Alumni Association has many good ideas that need to be implemented, and at the moment, an advisory committee is not needed.

The Board then returned to a discussion regarding the National Housing Corporation. The Board requested a housing plan for 20 10 that includes a plan to be efficient in the way our chapters buy, renovate, and finance fraternity housing. The plan should also include an effort to properly train volunteers on property management.

Brother Vauclain gave an update on the national Balanced **Man** Scholarship and the success of the program in partnering with the Boy Scouts and the Key Club of America. The program has resulted in over 350 applications being received to date. This is in contrast to the 100 applications received last year in the first year of the program. The **staff will** have two interns from the University of Richmond working to coordinate the national Balanced Man Scholarship. Brother W. H. Clark, Chairman of the Sigma Phi Epsilon Educational Foundation Board of Trustees, volunteered to write an article for Boys Life magazine on the national Balanced Man Scholarship. Director of Education & Communications John P. Adams will coordinate this with Brother Clark. Paul T. Steffens, Jr., suggested that the Fraternity approach Rotary regarding a national Balanced Man Scholarship for members of Interact.

## **XV. NEW BUSINESS**

The Board discussed the need for Student Directors to attend **all** Board meetings and not go abroad during their time on the Board. This is a concern as a Student Director who goes abroad will miss 25% of his tenure on the Board. After a good discussion, it was moved by Brother Prouty, seconded by Brother Kief, and approved that if you are going to go abroad during the time on the Board, you are not eligible to be a Student Board member.

### **XV.a. District Governor Expectations**

The Board then reviewed the proposed District Governors' expectations. These expectations have been revised and reviewed by four District Governors. Brother Tragos **also** reviewed the outcomes of a series of conference calls that he and Brother Vauclain had with the District Governors. The significant outcome of the conference calls was an idea to have Lieutenant Governors who are selected by the current District Governors. The Lieutenant Governor will help in the fulfillment of the District Governor's responsibilities and will also help in the transition between District Governors. It was moved by Brother **Robeson**, seconded by Brother Prouty, and approved to add at least one Lieutenant Governor to each district. The District Governors will choose the Lieutenant Governors.

Brother Vauclain spoke about the information flow to past members of the National Board of Directors and **the** lack of communication that can take place with alumni who are not on entail. The staff will work to send a monthly mailing to all past National Directors who are not on **email** that includes a hard copy of the weekly **email**.

### **XV.b. Regional Directors**

The Board discussed the length of service of the Richmond-based staff, having Regional Directors live in facilities and work a second year, and the role of the Regional Director as a chapter and volunteer helper. The Board is encouraged by the early success of the Chapter Plans and looks forward to hearing of the impact of **the** changes to the summer development program. After a lengthy discussion, it was concluded that having Regional Directors work for a second year would be beneficial to the Fraternity. This was also echoed by the District Governors in their conference calls. It was approved by Brother **Britz**, seconded by Brother **Kief**, and approved to give Brother Vauclain discretion to set aside the funds necessary to recruit Regional Directors to stay on for a second year.

The Board then **discussed** the Mentors program. There are 12,000 alumni who have volunteered to mentor an individual undergraduate. This program has not been implemented well due to difficulties in connecting individual undergraduates to these alumni. **Oftentimes**, undergraduates are hesitant to make the initial contact. The Board encouraged the **staff** to **do** a better job of marketing the Mentors program on the home page of the **website** and to remind people of all the resources available at Headquarters. Brother Vaucrain will work with the Technology Task Force to investigate ways of further **automating the** Mentors program.

#### **XV.c. Zollinger Awards**

The Board discussed the current Zollinger Awards. Jacques Vaucrain **and** Chuck White have been reviewing the current Zoilinger Award program. Several District Governors have been concerned that the number of applications for the Zollinger Award has significantly decreased in recent years. In addition, there is a need to create an **award** to recognize individuals who are striving to develop a sound mind **and** a sound body. The Board held a discussion regarding modifying the Zollinger Senior Award to add the sound mind and sound body components. The award will now be based on a sound mind and a sound body as well as campus leadership. Brother White felt that the Zollinger Family would be open to the change in the **award**. It was also suggested that there be a national award that all district recipients may **be** eligible for. It was encouraged that the new program reward the senior who applies as well as the sophomore who receives the scholarship for his junior **and** senior year. The **National** Board of Directors and the Sigma Phi Epsilon Educational Foundation Trustees present encouraged Chuck and Jacques to finalize a plan to modify the Zollinger Award program to recognize individuals who are striving to develop a **sound** mind and a sound body. Brothers White **and** Vaucrain will bring the plan to the Board and then to the Foundation Trustees.

Brother Britz asked the Board to place the **Student Directors'** pictures **and bios** on the **website** with their **email** addresses to encourage undergraduate members to **email** them with questions regarding the Fraternity. The **Board** thought this was an excellent idea **and** directed the **staff** to implement Brother **Britz's** request.

The Board then acted on a recommendation from Legal Counsel Douglas M. **Nabhan** regarding the policy of working with Sigma Epsilon Chapters. In the Fall of 1999, the staff encountered a situation while working with a Sigma Epsilon Chapter where several chapter members **needed to be removed**. **There was** no reference to Sigma Epsilon Chapters in the Bylaws with regard to membership jurisdiction. It was moved by Brother **Prouty**, seconded by Brother **VanHoozer**, **and** approved that until such time as a charter is granted to a Sigma Epsilon Chapter, the Sigma Epsilon Chapter will be under the jurisdiction of the National Board of Directors on all issues concerning the existence of the chapter, **and said Sigma** Epsilon Chapter shall be exempt from the Bylaws concerning surrender, forfeiture, **and** withdrawal of charters or removal of members.

The Board then discussed a proposal that all chapter houses for newly started Sigma Epsilon Chapters and chapters placed on Alumni Advisory Council status be alcohol- **and** tobacco-free. There was a lengthy discussion regarding this proposal, **and it** was moved by Brother **Robeson**, seconded by Brother Schnitzer, and approved to table this motion until the next meeting. **It** was moved by Brother Britz, seconded by Brother **Kief**, **and** approved that all Sigma Epsilon Chapters **and** chapters placed on Alumni Advisory Council status should be required to be TIPS trained to be chartered or to be removed from Alumni Advisory Council status.

#### XV.d. Grand Chanter Conclave

The Board discussed several items pertaining to the Conclave including the staff's commitment to have a revised schedule which is easier to read for **all** attendees. In addition, the Buchanan Cup criteria will be reviewed and finalized by the end of the summer. The National Leadership Committee will look at a revised schedule in response to alumni that would like to **only** attend for the weekend. Many alumni would like to be able to arrive on Friday and leave on Sunday in order to minimize the time away from families and jobs. In addition, the National Leadership Committee will investigate asking Lance Armstrong to speak to the Conclave and share his story of overcoming his battle with testicular cancer and going on to win the Tour de France.

#### XV.e. Sigma Phi Epsilon Educational Foundation

Sigma Phi Epsilon Educational Foundation President W. H. Clark shared with the National Board of Directors several thoughts from the Educational Foundation. The Educational Foundation had assets of roughly **\$18** million at the end of 1999 and is committed to maximum funding of programs **that** the Fraternity brings to the Trustees. Brother Clark noted that this past February, the Executive Committee of the Educational Foundation and the Executive Committee of the Fraternity had the best meeting they have had in a long time. Among the outcomes of that meeting is the responsibility of making sure that the programs funded by the Foundation produce good results for the Fraternity. In follow-up, the Foundation wants feedback on the projects funded by the Fraternity, especially the progress on the alcohol program. Brother Clark acknowledged that we are not doing **well** with TIPS and that he hopes to see improvement with the new staff member who has been hired. Brother Clark also indicated that he expects that staff assigned to work with Foundation-funded programs are not moved to other areas of responsibility. Brother Clark expressed his pleasure with the fact that the Foundation and the Fraternity are working well together.

#### **XVI. DATE, TIME & LOCATION OF NEXT NATIONAL BOARD OF DIRECTORS' MEETING**

The date, time, and location of the next National Board of Directors' meeting will be set in the near future.

#### **XVII. EXECUTIVE SESSION**

The Board then met in executive session.

#### **XVIII. ADJOURNMENT**

It was moved by Brother **Robeson**, seconded by Brother **VanHoozer**, and approved to adjourn the meeting at **5:15**p.m.

## Appendix A

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2000-2001 Financial Plan

SIGMA PHI EPSILON FRATERNITY  
FINANCIAL PLAN

REVENUE	1991	1992	1993	1994	1995	1996	1997	1998	1999	Plan '00	Est. 2000	Plan '01
BROTHER FEES	469	530	645	673	682	698	657	698	667	692	743	706
MEMBER FEES	258	249	245	240	232	241	265	262	252	239	260	247
ANNUAL DUES	252	252	401	614	549	520	634	651	636	600	613	720
SUPPLIES	66	84	82	115	118	128	96	99	75	42	42	42
JEWELRY	69	89	117	100	113	106	94	82	84	53	35	53
INVESTMENT INCOME	37	37	37	37	37	37	37	37	37	37	37	37
JOURNAL FUND	116	122	128	134	140	146	152	158	164	170	85	193
NHC MANAGEMENT FEE	30	30	30	30	30	30	30	30	30	30	30	60
FDN SHARED SERVICES	154	160	30	31	31	34	39	39	42	45	45	45
INTEREST	66	60	58	30	23	20	26	21	25	20	30	20
CARLSONS REGISTRATION	67	55	68	77	74	80	78	85	81	78	80	78
CARLSON LEADERSHIP GRANT	85	85	96	110	108	123	122	100	96	130	120	130
FDN EDUCATIONAL GRANTS	0	0	0	31	53	79	108	94	105	140	63	140
LIABILITY INSURANCE	748	849	1150	1213	1225	1225	1148	1153	1108	1001	1098	1003
OTHER/ ROYALTIES	39	40	25	30	16	20	18	39	65	44	113	100
FIPSE GRANT					112	112	0	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>2456</b>	<b>2642</b>	<b>3112</b>	<b>3465</b>	<b>3543</b>	<b>3599</b>	<b>3504</b>	<b>3548</b>	<b>3467</b>	<b>3321</b>	<b>3394</b>	<b>3574</b>
<b>EXPENSE</b>												
PERSONNEL	649	572	648	681	742	739	717	722	750	770	772	885
TRAVEL & EDUCATION	221	259	319	341	337	343	308	307	417	385	455	455
HEADQUARTERS OPERATION	243	316	349	342	418	343	334	372	325	325	355	353
FACILITIES	135	78	71	73	77	75	69	82	68	72	70	86
JOURNAL	113	117	64	94	125	140	127	152	171	160	85	190
PRINTING	175	97	104	192	134	134	283	139	141	132	142	207
RISK MANAGEMENT	702	715	1102	1170	1158	1099	1116	1075	1009	900	890	900
GRAND CHAPTER	0	50	0	102	0	0	0	0	0	0	12	30
PROJECT AMERICA	0	0	0	0	0	0	0	0	12	18	18	18
CARLSONS	133	165	178	187	174	218	206	154	161	190	192	190
OTHER	122	256	138	151	107	121	110	125	116	125	111	111
JOURNAL FUND REPAYMENT 8%/10 YEARS	0	0	0	0	106	106	106	120	120	106	120	50
<b>TOTAL EXPENSE</b>	<b>2493</b>	<b>2625</b>	<b>2973</b>	<b>3333</b>	<b>3378</b>	<b>3318</b>	<b>3376</b>	<b>3248</b>	<b>3288</b>	<b>3183</b>	<b>3222</b>	<b>3475</b>
<b>RESULT</b>	<b>-37</b>	<b>17</b>	<b>139</b>	<b>132</b>	<b>165</b>	<b>281</b>	<b>128</b>	<b>300</b>	<b>179</b>	<b>138</b>	<b>172</b>	<b>99</b>
<b>LESS 5% RESERVE OF REVENUE LESS INSURANCE</b>			<b>100</b>	<b>106</b>	<b>105</b>	<b>115</b>	<b>122</b>	<b>121</b>	<b>120</b>	<b>116</b>	<b>116</b>	<b>75</b>
<b>NET</b>			<b>39</b>	<b>26</b>	<b>60</b>	<b>166</b>	<b>6</b>	<b>1791</b>	<b>59</b>	<b>22</b>	<b>56</b>	<b>24</b>
Plan '00 based on 4465 brothers, 5320 new members, 12,000 annual dues						Est. '00 Insurance Revenue = \$76/man + \$350/chapter						
Plan '01 based on 4554 brothers, 5495 new members, 12,000 annual dues						Plan '01 Insurance Revenue = \$76/man + \$350/chapter						

## Appendix B

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Member & Brother Graph  
(1964-1965 to 1999-2000)

# 1964-65 to 1999-2000 MEMBERS & BROTHERS

