

Dear Brothers,

It has been a little more than 20 years since I wrote the entire Brotherhood asking for financial contributions for our Chapter. In 1997, we had a lot of trouble, our membership was in the high teens to low 20s and there was a true financial crisis. Today, I am happy to report that the financial situation for both the Active Chapter and House Corporation is fairly healthy. The Chapter's membership is in the 70s and they are in good standing with the General Fraternity.



About three months ago, a Donation Appeal was emailed to more than 800 Alumni on behalf of our House Corporation. It was put together by a committee composed of members of the Active Chapter. A detailed description of proposed improvements, and desperately needed repairs was included. It was prepared by Stephen Kramer LB 1028, who graduated this May with a degree in Finance and Economics. He also did a great job as High Alpha the year before.

About \$224,000 in repairs and improvements have been planned, that will be completed over the next one to two years. As of now, more than \$40,000 of this work has been completed which includes the two bathrooms on the first floor. **This was done with cash on hand.** However, it is contemplated that financing will be required for most of the remaining work. \$224,000 is a lot of money. We spent about \$235,000 in 1986, some 33 years ago. I can remember some of the line item costs and, when adjusted for inflation, this estimate is very reasonable. The House is 110 years old. Real modernization is needed, and today's choice of building materials is more extensive, and offers greater durability. We are now the only fraternity at UD with an official house.

Our House Corporation Board of Directors consists of Rob DelPriore, CPA LB 787, Treasurer, and Don Hadley LB 111, House Corporation President. Don was the treasurer back in the 70s, and was part of the gang that made the Lambda Chi experience possible for more than a thousand of us. He has extensive banking experience especially in the area of facilities management. All rooms in the house are occupied. Parlor Fees are being assessed to non-residents, so that the entire chapter supports the cost of using the facility, as it should be. Also, financial terms are much better today than in 1986. All taxes and required financial filings are up to date. Last but not least, we have a good relationship with Artisans Bank. Our representative is a former Delta Tau Delta at UD, and he is familiar with how fraternities operate.

So far, 9 Brothers (listed below) have donated a total \$2,325, averaging a little over \$258 each! A big **Thank You** to those Brothers. But, frankly, given our past performance, this is a little lame. In 1997, under far from ideal conditions we managed to raise about \$10,000. There were some \$1,000 donations, but the average was about \$87, with more than 100 Alumni contributing. Today, we have a much larger Alumni base that is older and more established. We had more than 200 alumni and close to 100 actives at our 50th Anniversary in 2015. Many of those actives are now alumni. Most of these Brothers would be inclined to donate. We should expect over 200 donations that are probably closer to an average of \$200. Do the math. Be part of something big!

So, why did the Donation Campaign stall? Why so little? We are not really sure everyone saw the email. There also was some confusion in how the message was delivered and the collection process for online donations could have been set up better.

Don Hadley asked me to help start a new Fundraising Campaign. So here it is:

1. For at least the last 15 years, there has not been a formal request by the House Corporation for donations. At one time, this was done annually. In our more recent past, there was a lot of discussion about applying to the General Fraternity's Educational Foundation to participate in a grant program so that portions of a renovation project could qualify as educational improvements

and donations could be tax deductible. This has been thoroughly investigated and found NOT TO BE FEASIBLE for a number of reasons. Primarily it is not practical for projects that are less than a million dollars. In addition, due to the Educational Foundation requirements, only select portions of the renovation would be able to use this money. If anyone has questions about this, or needs further clarification, they are welcome to contact me. Due to the relatively small size of all projects involving the Chapter House, Donations to the House Corporation were never and will probably never be tax deductible.

2. The House Corporation wishes to return to the practice of an annual appeal for donations. Please keep in mind that we wish for this time to try to make up for all of the years that we have not been asked to donate. Donations are primarily used to facilitate needed repairs, reduce debt service and to increase cash reserves. Higher reserves decrease financial risk and can allow the House Corporation to be creative in providing programming assistance to the Alumni Association and the Active Chapter. It also provides us greater flexibility, than dealing with tax deductible funds.
3. A mailing address is provided below for those of us who still write checks. A link to a third-party service for accepting electronic donations with a variety of credit/debit cards or PayPal can be accessed at <https://lbzhc.org/shop?olsPage=products> These donations will go directly to the House Corporation without the use of a personal account. This is the method used by major organizations. A dedicated website at- <https://lbzhc.org> has been created so everyone can see the progress of the Donation Campaign as well as who has participated. In addition, the website will be updated regularly with important information for alumni regarding upcoming events and activities.
4. THE GOAL! A fundraising goal of \$30,000 has been established to be raised over the next 30 to 60 days. Based on past experience, we are recommending that Alumni who have graduated in the last two years consider a donation of \$50 to \$100. For all other Alumni we are asking that you consider a donation of between \$100 to \$500. These are suggested amounts. All donations will be greatly appreciated.

My Pledge-

Our Alumni have a history of generosity. At the time of the 1986 renovation, we had about 450 initiated Brothers, with an average age under 30, and mostly centered in the Delaware area. This number also included a lot of Actives. Now we are approaching 1,200 initiates, with an average age closer to 50. Our alumni base is now centered in North Jersey, and we are more established and affluent.

Our Jersey Brothers are an interesting bunch. They consume vast quantities of warm beer, smoke cheap stinky cigars, forget to bring bug repellent on camping trips, and spend lots of money on Yankee tickets. A bunch of them took me to my first and only Yankee game, October 9, 1996, Game 1 of the ALCS Playoff against the Orioles. Twelve year-old Jeffrey Maier interfered with a ball in play resulting ultimately in a Derek Jeter homer and a loss for the Orioles. We sat in the outfield. I stayed at Brian Cronin's LB 403 house. Greg Telfian, LB 488 drove me like a maniac on the streets of New York to the stadium- the most terrifying experience of my life. I want my donation to assure that future Brothers can have a similar experience. All kidding aside- it is a great memory and I am sure all of us have a host of warm remembrances, some funny and some deep.

So, my fellow Brothers- I make this pledge and challenge in honor of our Jersey Brothers. I will match the first five donations of \$200 or more for \$200 each- up to \$1,000. Just call or email me (302) 983-4271 or bob.burleigh@comcast.net.

Once again, be part of something big!

In ZAX,
Bob Burleigh, LB 207

As of August 14, 2019, the following 9 Brothers have donated a total of \$2,235 an average of \$258 each.

Ralph Von Dem Hagen	LB 5
Don Hadley	LB 111
Brad Marlin	LB 168
Bob Burleigh	LB 207
George Frey	LB 292
Kurt Spardel	LB 411
Erik Hoffacker	LB 596
Al Gallo	LB 614
Jay Merenda	LB 652

Checks made payable to Lambda Beta Zeta House Corporation can be sent to

Robert DelPriore, CPA
103 Borden Way
Lincoln University, PA 19352