



ALPHA PHI DELTA FOUNDATION INC.

Foundation Officers & Directors

Anthony J. Carfang
Chairman
Psi 1969

Ryan J. McCaw
Secretary
Delta Chi '02

Christopher O. Shipley
Treasurer
Psi 1999

Anthony V. Barbieri*
Beta Beta 1959

Roger Boyd
Beta Rho 1973

Joseph C. Caldarella
Beta Sigma 1973

David D'Eramo
Psi 1961

Robert R. Grecco
Beta Mu 1974

John J. Hadgkiss*
Beta Rho 1966

Lawrence Kaufman
Beta Xi 1988

Saverio Rabasco
Beta Pi 1987

Joseph C. Rahtelli
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Gary F. Van Schaften
Beta Lambda 1968

Douglas A. Sundo
Psi 1975

Scholarship Trustees

Charles G. Fiore*
Chairman
Theta Beta 1973

Neil J. Anastasio
Vice Chairman
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Nicholas M. Franki
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John J. Consiglio
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Raymo Santilli
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Ronald L. Sme
Beta Sigma 1964

Anthony O.J. Thomas
Beta Omicron 1967

Alpha Phi Delta Foundation Board of Directors Meeting October 6, 2019

Call to Order:

Chairman Tony Carfang called the meeting to order at 9:03 p.m. EST

Attendance:

Directors Present: Al Branchi, Joe Caldarella, Doug Sundo, Larry Kaufman, Dave D'Eramo, Tony Barbieri, Saverio Rabasco, Gary Van Schaften, Joe Rahtelli

Officers Present: Tony Carfang (Chairman), Chris Shipley (Treasurer), Ryan McCaw (Secretary)

Invited Guests Present: Alex Franki (Director Emeritus), Charlie Fiore (Director Emeritus), Mike Iacovelli (Communications Strategy)

Chairman Carfang opened the meeting by proposing the minutes from the June 2019 Foundation meeting. One comment was made to correct the amount donated to the Omega Society due to a typing error. The correction has been made. Pending no additional comments to the June minutes, a motion was made by Larry Kaufman, 2nd by Gary Van Schaften to approve the June minutes. The motion passed unanimously.

Chairman's Report – Tony Carfang

Tony summarized that it has been a great year for the Foundation. The amount of donations has nearly crossed a record with an approximate 50% increase over the prior year. Fundraising for the '19 – '20 campaign is off to a great start with more than \$50,000 committed in the first three months. Last year, the \$50,000 mark was not hit until after a full fall solicitation. Many scholarship winners and donors attended the Summer Convention and all were very enthusiastic about the program. Approximately 700 Impact Reports were mailed recently and another 100 presented at the Summer Convention. Reports were mailed to '18 – '19 donors and recent donors that didn't donate in the most recent campaign. For the first time, donation envelopes were included with the Impact Report. New committees have been formed and each committee is facilitating its own meetings and work plans. There is a lot of activity and exciting ideas.

Treasurer's Report – Chris Shipley

Chris noted that the Foundation value of total assets is \$1,905,699 with approximately \$600,000 in cash. A net loss is shown due to the award of 58 scholarships totaling approximately \$53,000 with just under \$30,000 brought in. Thus, there is a net loss. Joe Rahtelli mentioned that a negative contribution of

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\$9,373 is shown on the latest statement under the Unapplied category. Tony said it may be due to interest rate funds generating approximately \$9,300 less than the funds awarded. Chris said he would check with Pete. Discussion occurred around the history of the unapplied funds and the question at hand. Gary Van Schaften asked why there is a specific Barberino recognition. 57/58 scholarships are donated-based, and the other by a vote of Trustees and paid for through other funds. Chris moved onto discussing changing over signing authority at Bank of America accounts from Pete which is somewhat burdensome. They require a resolution from the Board to ratify this change as an initial step. Larry Kaufman noted that the resolution will need to be as of the vote date but effective as of July 1st. Chris Shipley made the motion which was seconded by Larry Kaufman. It passed unanimously.

Annual Fund - Alex Franki

The committee consists of Alex Franki, Chris Shipley, Saverio Rabasco, Mike Iacovelli, and Gary Van Schaften. This year's goals include targeting 500 individual donors and \$200,000 in donations. The most time will be invested in the fall solicitation. A customized letter will be used going forward instead of the generic form. They will continue to maximize addresses and engage 15 year anniversary brothers and highlight electronic payment options such as monthly PayPal or annual donations or Venmo. There is some confusion about donation timing and solicitation timing. Gary Van Schaften is also leading an effort to form a scholarship through Beta Lambda in memory of deceased chapter brothers.

The Chapter Ambassador idea has not been abandoned. Saverio Rabasco very successfully raised money from Beta Pi alumni. They raised \$10,000 from approximately 40 brothers that had never donated before. Tony Carfang asked if any work on anniversary chapters and coordinating with the Chapter Ambassador concept. Alex Franki said yes but they need to recruit more.

Major Gifts – Larry Kaufman

Larry Kaufman reported that he and John Hadgkiss are co-chairing this year with David D'Eramo, Ryan McCaw, and Doug Sundo also on the committee. The committee hadn't yet met at the time of the meeting but would shortly thereafter to determine goals. The goals will be tied to number of commitments and contribution amount. Larry has some questions on the spreadsheet and will meet with Tony separately to discuss.

APD Cares – Joe Caldarella

Joe mentioned that Ryan McCaw, Chris Shipley, Larry Kaufman, and Roger Boyd are also on the committee. There are four primary responsibilities. For fundraising, the goal is to collect \$25,000 during the fiscal year. Unofficially, approximately \$12,000 has been raised so far. Second, coordinate with the Communication Strategy

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Committee to highlight APD Cares. For example, when APD Cares must be leveraged to help a brother in need, the investment and outcome can be highlighted in the Kleos, social media, mailings, etc. Third, carefully coordinate with the Annual Fund effort. Fourth, consider future programs as we gain experience. Joe contacted all past donors by email to thank them and contacted those that have expressed interest in supporting APD Cares in the past. Ryan McCaw will work with Doug Sundo to incorporate the APD Cares message into the leadership conference activities and think about ways for undergraduates to use APD Cares as a recruiting tool. Larry will mention APD Cares at every Sunshine State Tour stop.

Finance & Administration – Gary Van Schaften

Gary mentioned that Chris Shipley, Pete Gaudisuso, Roger Boyd, Bob Grecco, Salverio Rabasco, and Tony Carfang are on the committee. They've gotten off to a slow start but will meet in October.

Scholarship – Charlie Fiore

Charlie noted that there were 58 winners this year and a photo will show 17 of them in the next edition of the Kleos. Since the last financial report was prepared, Ross Alessandro has increased his donation to \$10,000 so there will be an additional scholarship in 2020. A \$10,000 donation from Joe Creston's son was also recently made. A new rule for 2020 will allow only one scholarship win for graduate students. They want to award more scholarships to undergraduates. Due to low interest rates in the Unapplied Fund, it hasn't generated the 5% income desired. Optimally, 5% income for each award helps supplement donations made, and thus the net value grows. There is \$40,000 - \$50,000 that hasn't been spent unless the funds are sold. Gary mentioned that in some years investments have been sold if it made sense, but not just to generate more interest.

Chris discussed new donations and milestones including Chris Mancusi's fund exceeding \$20,000 to over \$30,000 and Larry's fund is now over \$10,000. So, these donations will create new scholarships in the future. \$24,000 of new funds have arrived since the end of the fiscal year. The 1,000th scholarship was granted this year. The first scholarship was awarded in 1976.

Communication Strategy – Mike Iacovelli

Mike reported that the committee consists of Joe Caldarella, Joe Piras, Ryan McCaw, Larry Kaufman, and John Hadgkiss. The committee will focus on 4 communications channels: Kleos, Facebook (specifically the 2nd Century <https://www.facebook.com/groups/apdcentennial/> and Networking <https://www.facebook.com/groups/1104826339710268/> groups), officers and entities, and the website. The group will work on ways to communicate and celebrate anniversary chapters. Bio updates to the website have been made. Tony



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asked about the pulldown menu on APD.org and noted it is challenging to find the Foundation information. There is also obsolete Centennial celebration information. Mike said it can be done better and a starting goal is to create an APD.org/Foundation link to the Foundation's website. Salverio asked about Instagram and other platforms. Fr. Lentini maintains a Twitter account on behalf of Nationals but no other platforms at this time.

Grant Oversight – Doug Sundo

Doug reported that Joe Caldarella, Bob Grecco, and Joe Rahtelli are on the committee. The Beta Sigma Alumni Association and Nick Franki Leadership Conference will be held at Delta Chi chapter on 1/18/20. On 1/1/20 Chi will host a leadership conference sponsored by David D'Eramo, Michael Zerega, and the Pittsburgh Alumni Club. On 2/8/20 a leadership conference will take place at Beta Beta sponsored by the New York Alumni Club, North Jersey Alumni Club, and Brooklyn Alumni Club. On 3//14/20 a leadership conference will take place at Delta Psi sponsored by Joe Caldarella and Doug Sundo. Additional guidelines regarding naming leadership conferences will be developed. Larry asked about the actual vs. expected costs for leadership conferences and that it appears they are spending less than is allocated. Doug replied that the conferences have been less expensive. Tony commented that 4 are done each year, reaching approximately 200/1,100 members, and 340 actually attended.

Alumni Emeritus – Gary Van Schaften

Gary is working on next meeting objectives and agendas. Co-chairs from all major chapters will be designated. Larry and Gary facilitated fabulous events at the Summer Convention.

Chapter Eternal – Tony Barbieri

No report this meeting.

Old Business

None.

New Business

Larry and Gary were mentioned as future outstanding alumni candidates as recognition of impactful alumni was part of the Centennial celebrations.

There was a motion to adjourn at 10:02 p.m. by Doug Sundo, 2nd Gary Van Schaften.

The next Board of Directors meeting of the Alpha Phi Delta Foundation will be Sunday, January 5, 2020 at 9 p.m. EST

The dial in number is: (605) 313-4875, Passcode - 10061

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