



# ALPHA PHI DELTA FOUNDATION INC.

## Foundation Officers & Directors

Anthony J. Carfang  
Chairman  
Psi 1969

Ryan J. McCaw  
Secretary  
Delta Chi 2002

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

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Gary F. Van Schaften  
Beta Lambda 1968

Douglas A. Sundo  
Psi 1975

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Vice Chairman  
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Beta Omicron 1967

## Alpha Phi Delta Foundation Board of Directors Meeting October 4, 2020

### Call to Order:

Chairman Tony Carfang called the meeting to order at 7:04 p.m. ET

### Attendance:

*Directors Present:* Joe Caldarella, Tony Carfang, Dave D'Eramo, Bob Grecco, Larry Kaufman, Sal Rabasco, Joe Rahtelli, Chris Shipley, Gary Van Schaften, and Doug Sundo

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

*Invited Guests Present:* Mike Iacovelli (Communications Strategy), Sal Flagiello (National Vice President and Incoming National President), Charlie Fiore (Scholarships), and Alex Franki (Annual Fund)

Prior to the Chairman's report, the June 2020 meeting minutes were unanimously approved, 1<sup>st</sup> motion Doug Sundo, 2<sup>nd</sup> by Larry Kaufman.

### Chairman's Report – Tony Carfang

Tony started the meeting by going over a great closeout of the '19 – '20 fiscal year after a tough first quarter. The Foundation met and exceeded most of its goals for the fiscal year. The Charles Schwab accounts revamp will make accounting much easier going forward. With the advent of APD Cares and Joe Caldarella's efforts, the Foundation was also able to assist brothers in a very different way than past fiscal years. The alumni emeritus virtual event was a success attracting nearly 150 brothers.

### Treasurer's Report – Chris Shipley

Chris pointed out that there are two sets of statements to go over (2019 – 2020 fiscal year end statement and the August 2020 statement). He started with the '19 – '20 year end statement from June 30, 2020. The total value has grown to \$2,145,806, which is significant for the Foundation crossing the \$2,000,000 threshold, but particularly during COVID-19. Assets dropped significantly initially but the Foundation has recovered to an even stronger position. Its value is up 11.4% over the '18 – '19 fiscal year. There is approximately \$470,000 in cash. It was a record year for scholarship donations.

\*Serves as both Director and Trustee



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The August 2020 statement looks different with the Schwab accounts tied to each major fund. The reserves account is at Bank of America along with the account from the 2019 Gala. The income statement is broken out by fund. With cash on hand now combined with cash anticipated from bonds coming due, the Foundation will hold almost twice as much cash as it has now. Gary commented that noted on the last page of the August statement is a list of the 62 scholarships given for approximately \$53,000, the largest quantities of scholarships and amounts ever given. There were no questions following Chris' report.

### **Board Development Committee Report – Tony Carfang**

Tony decided to skip over this discussion since much focus was on wrapping up the '19 – '20 fiscal year. This topic will be discussed at the next meeting.

### **Annual Fund – Alex Franki**

Alex began by discussing the '20 – '21 fiscal year annual solicitation which will reach out to the entire database for the first time since 2018. There will be sub-campaigns within the major campaign targeting milestone anniversary chapters such as Delta, Gamma Delta, Theta Beta, and Beta Mu. Beta Delta is raising money for the Ed Magliocco Alumni Emeritus Leadership Fund. The Annual Fund Committee will supplement that effort and make a donation on behalf of Helen Magliocco.

### **Major Gifts – Larry Kaufman**

Larry said the committee will be more active this year and has already met once. 5 new Omega Society members is a '20 – '21 goal. Larry is going to attend a webinar on boosting planned giving programs to non-profits. Sequential donations or Gala amount matches are being targeted as a new program to raise funds. Ryan is working on running a data analysis to find 5 – 6 high potential giving chapters and target those chapter brothers accordingly. Larry will work with Alex Franki to ensure there is no overlap with the Annual Fund efforts. Mike Iacovelli will be engaged for all communications efforts. Larry is working with Alex Franki to obtain Gala commitments by updating and re-running a similar program to acquire donation commitments and uplift the gala commitments.

### **APD Cares – Joe Caldarella**

Joe reported that activity has slowed down. One brother has died since the last call, Vic Spatafora, Beta Mu '59. Sim Mizuna tried to contact the family members with no luck. They will unlikely pursue a grant. Two out of 17 brothers that have died of COVID-19 have not received a grant.

2 extra grants have been given to past recipients. Erin Mallon received \$2,000 to help cover her husband's funeral expenses. Jyreek Ellerbe received \$1,000 to help cover his father's expenses.

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2 informal requests for APD Cares support have been communicated by brothers. One request related to assisting with an intensive medical procedure, and another for assisting a chapter in need of housing assistance. In both cases, the typical grant amount would not have covered a significant portion of the cost, so there was concern about whether it's even impactful. Tony Carfang suggested the Foundation not discourage such requests, but a long-term solution is needed.

The Fund has grossed roughly \$45,000, given \$15,500 for a net of approximately \$33,000.

### **Finance & Administration – Gary Van Schaften**

Gary began by reminding the Board that the '20 – '21 budget proposal would be postponed due to COVID. The committee met on 6/22/20 and finalized the proposal. Scholarship went down slightly. APD Cares is spending a lot right now, so they'll be careful about investing too much of its donations right now. The fund appears to be in good shape based on donation trends meeting spending. Unrestricted funds are being allocated to the 5 various funds. Tony Carfang noted that at the end of the fiscal year the committee will take a look at the operating reserve and possibly allocate out to individual funds. This topic will be considered again at the October Board meeting. Doug Sundo made the 1<sup>st</sup> motion and Larry Kaufman a 2<sup>nd</sup> to approve the '20 – '21 budget proposal. It was unanimously approved.

### **Scholarship – Charlie Fiore**

Charlie began by reminding the Board that applications were accepted until 6/30/20 at midnight due to COVID-19 rather than 5/31/20. But next year's deadline is planned to be 5/31/21. 62 scholarships were awarded. Next year, 64 scholarships are anticipated with the addition of the Rahtelli Family Scholarship and Ned and Camille Cash Scholarship. Neil Anastasio, Nick Franki, Chris Shipley, and Father Lentini are working to set up internet scholarship applications. For the 20<sup>th</sup> consecutive year, there is no expense or reimbursements for facilitating the scholarship application process.

### **Communication Strategy – Mike Iacovelli**

Mike started by discussing a new effort to update the website with obituaries. In addition to recognizing and celebrating brothers' lives, the endeavor may also drive more traffic to the Foundation webpage and encourage donations. Coming up in the Kleos will be write up's on APD Cares and the Alumni Emeritus virtual gathering.

Sal Rabasco asked Mike about how to better advertise Amazon Smiles as a way to passively donate to and support the Foundation. Sal mentioned that the Foundation has received approximately \$510 from Amazon Smiles, of which \$70 are from him

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and \$70 are from Joe Piras. Mike said it is conceptually easy, but users must start from the Amazon Smiles webpage which is not inherently obvious and requires changing habits for long-time Amazon users, particularly when purchasing through a smart phone. Larry Kaufman agreed and mentioned it may be particularly effective to engage undergraduates if the Foundation can work through the logistical challenges. Mike responded that the Foundation can start by advertising Amazon Smiles and how to set it up in the October Chapter Letter facilitated by Father Lentini.

### **Grant Oversight – Doug Sundo**

Doug began by saying newly elected National President Sal Flagiello has indicated he will submit a '20 – '21 fiscal year grant request. Despite the budgetary challenges resulting from COVID-19, the National Fraternity has not solicited yet for any assistance. Some leadership conferences have already been planned with the Rocky Mountain District set for 1/23/21, Western Pennsylvania District 1/30/21 and Pittsburgh on 2/16/21. The leadership conferences may go virtual if necessary. Chris Shipley asked if an upgrade to Zoom Pro can be paid for by the Foundation if needed. Doug said expenses can be shifted and he will meet with Sal Flagiello and Paul Zammit to discuss in more detail and bring it back to the Grant Oversight Committee. The committee will report back to the full Board at the January meeting with a package to be voted upon.

### **Alumni Emeritus – Gary Van Schaften**

The alumni emeritus virtual event on 8/8/20 was a huge success, setting a record with attendance by approximately 150 brothers and 180 sign up's. There was a 25-minute informational session followed by 18 chapter breakout rooms.

### **Chapter Eternal – Mike Iacovelli**

As Joe Caldarella mentioned, 1 brother has died of COVID-19 since the last meeting. Tony Barbieri is soliciting families for Fraternity-related paraphernalia at the time of death.

### **Old Business**

None.

### **New Business**

None.

There was a motion to adjourn at 10:09 p.m. ET by Doug Sundo, 2<sup>nd</sup> Sal Rabasco. The motion passed unanimously.

[www.apd.org](http://www.apd.org)

Strengthening the Bond of Alpha Phi Delta in our Second Century • Alpha Phi Delta Foundation Inc., a 501(c)(3) tax exempt organization



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*The next Board of Directors meeting of the Alpha Phi Delta Foundation will be Sunday, January 3, 2021 at 9:00 p.m. ET and held on Zoom. If you need assistance logging in, please contact Mike Iacovelli.*

<https://us02web.zoom.us/j/3703382365?pwd=ejA0UGg4aU80NGh4ZGZvVDNRZHF5Zz09>

**Meeting ID: 370 338 2365**

**Passcode: apd**

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