

**THE CHI PSI EDUCATIONAL TRUST  
CHI PSI FRATERNITY  
FUNDRAISING AND IMPACT REPORT FOR 2022 - 2023**

## Fundraising

**Total raised in FY 2022 - 2023: \$5,415,123**

### Restricted

T. Denny Sanford Fund:	\$2,500,000
Dedicated Funds:	\$1,270,316
Program Endowment:	\$511,839
Scholarship and Fellowship:	\$209,019
Direct to Fraternity:	\$334,986

### Unrestricted

Annual Fund:	\$336,464
Major Gifts:	\$252,500

Alumni Donors: 1,034 | 4.6%  
Undergraduate Donors: 91 | 8.1%

New Donors: 283  
Renewed Lapsed Donors: 318

## Impact

**Gifts to The Chi Psi Educational Trust and Chi Psi Fraternity provided the following:**

### **Scholarships & Fellowships**

- \$126,000 in national scholarships and fellowships were awarded in 2023 to 43 Brothers.
- The renewed Trust Medical Fellowship has been named for the primary donor, Dr. Kevin Martin, EA '78, a vascular surgeon from Cincinnati, Ohio. The fund currently awards \$3,000 to four recipients annually. Recipients receive an award each year of medical school.

### **Programs**

- One hundred forty-five undergraduates attended the 181<sup>st</sup> Convention in Lubbock, Texas and participated in the Spencer Institute; 130 will attend the 2023 SI in Atlanta.
- Nineteen O. Neill and Parkie Emmons Alpha Management Retreats were completed for 270 participants at 17 Alphas.
- Twenty Brotherhood Workshops were completed for 1,020 participants.
- Eighteen Programs for Self-Development were completed for 300 participants at 15 Alphas.
- Thirty undergraduate leaders received essential leadership and risk management training at the 13<sup>th</sup> annual Verne and Judy Istock Mid-Year Leadership Retreat.
- Two hundred undergraduates attended five Oliver and Marie Rowe Regional Conferences.

### **Grants (TDS, DF, Other)**

- Over \$1mm in Dedicated Fund grants were made to Alphas and Chi Psi Alumni Boards to fund approved educational projects.
- \$300,000 in TDS Fund Grants were made to Alphas and Chi Psi Alumni Boards to help fund Lodge renovation projects at Delta Delta and Zeta Delta (photos on reverse page)

Exterior work on the Delta Delta Lodge at Cal



New roof for the Zeta Delta Lodge at Illinois



### Alpha Support

- Five Alpha Success Advisors conducted 58 visits to Alphas. For each visit, each ASA averaged meeting with nine undergraduate position holders, one Alumnus, and one campus professional.
- Alphas achieved a 98% retention rate for New Members to Initiates in spring 2023 and 92% in fall 2022. By comparison, spring 2022 retention was 94% and fall 2021 was 87%.
- Alphas ended the 2022 – 2023 Academic year with 1,653 Brothers, which is 3% year-over-year growth and 26% growth from our lowest point this century – fall 2020 (1,308).
- Sixty-three percent of Alphas met or exceeded their recruitment goals this past year compared to 65% in 21-22 (which was an unusually strong recruitment year).
- Fifty-five percent of Alphas were placed on the Ann Schenck Financial Honor Roll for excellence in financial management compared to 38% in 21-22.

### Extension support

- Two Extension Specialists spent the year recruiting and cultivating an aspiring new Alpha at Purdue University and supporting the same at South Dakota School of Mines & Technology.
- Thirty men from Purdue are petitioning for Alpha status at the 182<sup>nd</sup> Convention.
- Twenty men from South Dakota Mines are petitioning for Alpha status at the 182<sup>nd</sup> Convention.

### Events:

- Over thirty alumni events were held across the country, engaging hundreds of alumni. The 2023 Rowe Regional Conferences featured alumni dinners with keynote speakers and facilitated great connections between undergraduates and alumni in five regions. Events have been a useful tool in piquing the interest of young alumni to remain connected in Chi Psi, and in building connection with donor prospects. The Central Office is planning an early fall event in Manhattan to invite recent graduates and other young alumni to become more connected in the city.

### Mentors:

- The mentorship pillar of The Four Pillars Program has been implemented with success at many Alphas. Currently, over 100 alumni and undergraduates have been assigned to mentor pairings. Reviews of the mentorship pillar have been positive, and the program is gaining traction with undergraduates as they realize the benefit of being connected with alumni.