

2009 FOOTBALL

Sept. 5: Akron
Sept. 12: Syracuse
Sept. 19: Temple
Sept. 26: Iowa
Oct. 3: at Illinois
Oct. 10: Eastern Illinois
Oct. 17: Minnesota (HC)
Oct. 24: at Michigan
Oct. 31: at Northwestern
Nov. 7: Ohio State
Nov. 14: Indiana
Nov. 21: at Michigan State
Home games in bold.

FUNDRAISING

Don't Forget the Annual Fund

While we're happy to report such great success in our capital campaign, we ask that you remember our annual fund, too. The annual fund supports our efforts to keep you connected with other Alpha Delta brothers through our newsletter, web site and other publications. **There are 2 ways to make an annual fund gift:**

- Online at www.chiphi-psu.org.
- By calling 800-975-6699.

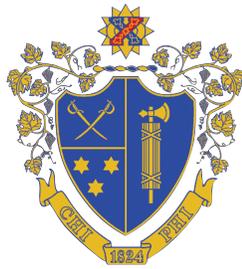
ON THE WEB

Are You Registered at www.chiphi-psu.org?

If not, be sure to do so today! As a registered user, you can:

- Search for brothers' contact info in the online directory
- Browse the online photos and post personal albums
- Read and share alumni updates
- Register for upcoming events
- And much more!

If you don't yet have a username and password for our site, use your Member ID (above your name and address on this newsletter) to follow the first-time login instructions on the home page.



Alpha Delta DATA

Alpha Delta Chapter of Chi Phi at Penn State • www.chiphi-psu.org • September 2009

CAMPAIGN UPDATE

"A Foundation for the Kingdom" On Its Way to \$1,000,000 Board Votes to Push on with Campaign

With renewed interest from a large group of alumni, the Alpha Delta House Association board met Thursday, July 30 and voted unanimously to continue the fight to re-engineer our fraternity at Penn State. In a vote of 6-0, the board agreed to continue past the September 15, 2009 checkpoint milestone. The Board is pleased with the overwhelming response from alumni over the recent summer months.

*"The belief that Chi Phi, Alpha Delta can still provide a great character building and leadership experience that we experienced still remains."
– Campaign Chair Bob Martin '87*

The board agreed on a deadline of August 15, 2010 in order to reach our goal of \$2.25 MM. "Re-creating an entire organization doesn't happen overnight, in fact it has taken years, but we are finally seeing the previous apathy from members of our organization turn into renewed interest," said Bob Martin '87, who agreed to continue on as campaign chair through this date. "I think guys believe in our plan and are putting their money where the rubber meets the road." Bob attributes this renewed interest not only to the belief in the business plan, but the fact that we are finally getting our message out to our members.

The board agreed that now is the time to aggressively move forward. More alumni have made written pledges to the campaign in the last 6 months than they had in the previous two years, but much work still needs to be done in a short period of time. "The belief that Chi Phi, Alpha Delta can still provide a great character building and leadership experience that we experienced still remains," Martin said. He agreed to stay

on as campaign chair so long a key metric is met—reach \$1,000,000 in written pledges by December 31, 2009.

As of this writing, the campaign has received \$743,422.25 in written pledges (33% of our goal) from 127 out of 981 living alumni (13% of our alumni members). We have a specific strategic plan in place to get us to \$1 MM but we must act now. Hitting this preliminary goal doesn't assure us success but puts us well on our way to overall goal.

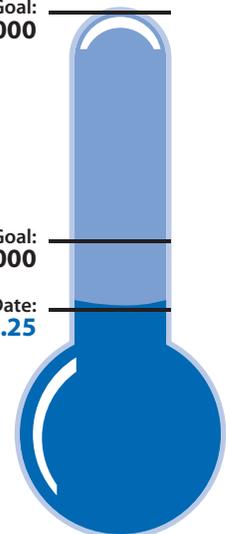
The strong possibility of providing a tax-deductible option to alumni once they begin making payment on their pledges is another sign of optimism. We are confident this will be a key factor to getting us to our overall goal. Join us now by completing the enclosed pledge form. Remember, you don't need to make a payment on your pledge until we meet our goal. Make your pledge today.

Make your pledge today. Complete the pledge form on page 3. Mail it to the address on the form or fax it to 814-237-4296 or e-mail it to Bob Martin at rpm163@psu.edu.

Total Campaign Goal:
\$2,250,000

Dec. 31 Goal:
\$1,000,000

Pledges to Date:
\$743,422.25



ALUMNI UPDATE

Why Mark Kavanaugh '90 Pledged \$10,000 and Believes in Our Business Plan

Mark Kavanaugh '90 is an avid Penn Stater. Ask any of his friends, neighbors, coworkers or clients. And although he has spent the past 13 years working in Manhattan, most recently as a founding partner in the public accounting firm Cotter & Kavanaugh LLP, his Penn State experience still very much defines who he is.

"It's not hard to understand why I'm such a Penn Stater," Kavanaugh says. "As the son of a Penn State professor, and the youngest of five kids to attend Penn State, I lived my entire life in State College until I graduated in 1990."

Yet, with all of Kavanaugh's connections to the University and the town, he credits his years as an undergraduate student those that made him a Penn Stater for life.

"My education prepared me for my career," Kavanaugh says. "But I don't love Penn State

just for my diploma. I could have received an accounting degree from any number of schools, but I would never have found my Chi Phi experience anywhere else. So for me, being a Penn Stater and a Chi Phi are forever intertwined."

"...for me, being a Penn Stater and a Chi Phi are forever intertwined."

Cotter & Kavanaugh has provided accounting, tax and consulting services for some of the largest real estate projects across the country—from Forest City Ratner's Atlantic Yards development in Brooklyn to Legacy Partners' revitalization of Hollywood & Vine in Los Angeles. Before brick can be set with mortar, Kavanaugh's group works with developers to structure deals, obtain financing and qualify for incentive programs

including real estate, tax abatements and income tax credits. His work has allowed him to witness progress being made from the ground up.

"I'm proud to see Penn State thriving in ways I never could have imagined as a State College kid," he says. "Unfortunately, Chi Phi at Penn State is fighting to exist. The thought of Penn State without Chi Phi makes me very uneasy."

Kavanaugh has seen countless projects go from concept to completion. And he is confident in A Foundation for the Kingdom, the capital campaign for Alpha Delta because he believes other alumni share his personal connection to the brotherhood and to our house at 360 East Hamilton.

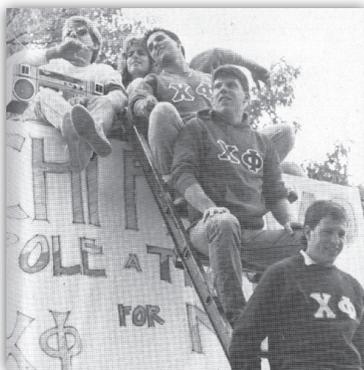
"The good news is that we have the money to do this," he says. "The bad news is that it's still in our pockets."

OLD PHOTO

Which Era Had the Most Fun?

We love coming across great old photos and hearing funny stories from throughout our chapter's history. While we all had the same great Chi Phi experience, we all have our own unique stories to tell. This makes us wonder... which era had the most fun?

Let US be the judge! Share the best stories and photos from your era at www.chiphi-psu.org, and we'll publish the best of the best in upcoming issues of the ADD and in our monthly e-Letter.



How many Chi Phis can you fit on a telephone pole? Pole-a-Thon 1988.

ALUMNI PROFILE

Never Forgetting our Chi Phi Days

Special thanks to **Frank Finley '54**, who has recently joined the Foundation for the Kingdom fundraising drive with a donation that puts him in the Order of the Alumni category. Supporting the Chapter House has been a continual program for Frank. He joined the Campaign for Alpha Delta in 1989 and always supports the annual fund drive which supports the newsletter and other special chapter requirements.

Frank has always been a leader. He held the position of Alpha while living in the House, as well as Delta and House Manager. Frank says these positions helped him develop leadership, self confidence and social skills which helped him advance his career.

These skills were useful when he graduated and joined the U.S. Army Medical Corps and served in Korea. After returning, from service, he married Martha and enrolled in the University of Pittsburgh School of Engineering. Having their first child caused him to find a job. He joined Crucible Steel of America as an accounting trainee. He went on to PPG Industries from where he retired as Assistant Treasurer in 1991. But he wasn't finished. He then joined a small Pittsburgh

suburban hospital as CFO and CEO and worked until 1996.

He and Martha, married 53 years, travel a lot and "enjoy spending time with three grandchildren, and flyfishing and camping in the remote wilderness areas of North America." He just returned from a flyfishing trip to British Columbia, and leaves next week for Alaska for salmon and rainbow trout flyfishing and grizzly photography.

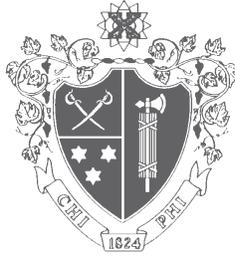
But he never forgets his Chi Phi days. His best memory is the "brotherhood and fellowship around the dining room table and in the party room." If he could do something over, it would be to "involve myself more in the alumni affairs and strive to lead the actives into better stewardship of the House."

He would tell future Chi Phis to "Learn the rich history of Chi Phi, its traditions and rituals. Eat lunch and dinner together in the House dining room to foster brotherhood and stewardship of the House. Treat the House as if it were your own."

Read the full profile at www.chiphipsu.org!

A Foundation for the Kingdom

A CAMPAIGN FOR THE ALPHA DELTA CHAPTER OF CHI PHI
AT PENNSYLVANIA STATE UNIVERSITY



Alpha Delta Chapter of Chi Phi Fraternity
Pennsylvania State University
Capital Campaign Processing Center
P.O. Box 7007
Albert Lea, MN 56007-8007

**The Order of the
Chakett Society**
\$500,000+

**The Scarlet & Blue
Society**
\$250,000-\$499,999

**The Distinguished
Alumni Society**
\$100,000-\$249,999

**The Leadership
Society**
\$50,000-\$99,999

**The Kingdom
Society**
\$25,000-\$49,999

**The Alpha Delta
Society**
\$10,000-\$24,999

**Order of the
Alumni Society**
\$5,000-\$9,999

**Order of the
Brotherhood**
\$2,500-\$4,999

Chi Phi Supporter
\$1,000-\$2,499

THREE-YEAR PLEDGE AGREEMENT

I, _____, accept the invitation to join others in support of our fraternity in its mission of brotherhood, education and leadership and do hereby pledge and agree to contribute the total sum of \$_____ payable to "Chi Phi Capital Campaign at PSU." These gifts are considered not to be tax-deductible. To encourage larger gifts, pledges may be paid over a three-year period.

My gift shall be paid in the following manner (please check one):

- One-time Payment
- Quarterly (Jan/Apr/July/Oct — *all* months apply)
- Semi-Annually (Jan/July or Apr/Oct — choose *one*)
- Annually (Jan Apr July Oct — choose *one* month to receive invoice)
- Other _____

*Over
3 years*

Invoice Starting Month/Year _____ / _____ Today's Date _____
(Jan/Apr/July/Oct)

Signature _____ Grad. Year _____

Invoice Address _____

City _____ State _____ ZIP _____

E-mail Address (Home) _____ (Office) _____

Phone (Home) _____ (Office) _____

For further information, please contact Nathan Leopard at Affinity Connection by phone (800.598.4050 x. 130), FAX (814.237.4296), or e-mail (nathan@affinityconnection.com).

513MAR09

A WORTHWHILE INVESTMENT

Our Plan to Re-Engineer Alpha Delta is an Exceptional Strategy

by Andrew Schultz Jr. '90

As the co-alumni association treasurer and member of the leadership committee for the capital campaign, "A Foundation for the Kingdom," I wanted to share our upcoming campaign strategy to assure that we are proper stewards of each individual's written campaign pledge.

With the pledges committed to date, we have exceeded the amount of support that Affinity Connection estimated we could raise in its initial Feasibility study.

The Board has decided to extend the go-no-go deadline, and are optimistic we can reach our first preliminary goal of \$1MM by December 31, 2009.

We are working on several measures that will mitigate the risk of pledging now, including:

- Making a substantial portion of the donations tax deductible.
- Confirming the fact that a portion of donations could be eligible for corporate matching.
- Crafting a legal structure that would return paid-in capital should the project fail and the house sold.
- Arranging for the coverage of interim operating expenses so that payments on pledges can be deferred until the start of construction.

Once we meet our initial goal of \$1mm by December 31, 2009, through the focused strategic efforts of the 1985-89 and 1990-94 eras, we will have in place the era captains and class agents for other eras from other decades so we are successful at meeting our overall goal of \$2.5MM.

We are confident that if we put all of these measures into place, they will have a positive impact on additional substantial pledges and hopefully assure reticent alumni and their spouses that this is a worthwhile investment and our plan to re-engineer Chi Phi, Alpha Delta is an exceptional strategy.

ALUMNI UPDATES

'80s

Ronald Boxall '84

(5004 Crommelin Street, Honolulu, HI 96818; boxalls@netzero.com) I took command of USS LAKE ERIE here in Pearl Harbor last year and will be here for about one more year. Then I'll probably be back in DC where I regularly run into old Chi Phis and little sisters.

I would love to see any former Kingdom-ites here in Pearl Harbor! Wendy and my boys (Bailey, 11 and Connor, 7) are all enjoying the life here in paradise.

'90s

Kevin Falcone '93

(340 Brae Bourn Rd, Huntington Valley, PA 19006; knafalcone@comcast.net) I am currently the Executive Vice President of a Third Party Administration firm for qualified retirement plans. We are a family-run independent firm that specializes in the design, implementation, takeover, design, legal compliance and administration of all types of qualified retirement plans (for example 401(k), profit sharing, defined benefit pension, 403(b), etc.). We do not sell investments or any other products, so our partnerships with brokers,

financial advisors, CPAs, attorneys, etc. are extremely important to us.

On a personal note, I am still not married, although have been dating my #1 prospect for about a year now. Who knows? Still do not have any children (that I know of! ha...ugh, biting my own tongue) and very involved with skiing, mountain biking and road cycling. I am living outside of Philadelphia in my own home in the suburbs, so any and all brothers are welcome!

We're on a quest to find out which era in our chapter's history had the most fun! Share your stories, and we'll publish the best of the best in upcoming newsletters. See page 2 for details...



513-078 SN

Address Service Requested

Albert Lea, MN 56007-8007

Alumni Relations Processing Center
P.O. Box 7007

PENN STATE
CHI PHI FRATERNITY



We're On Pace to Raise \$1MM for "A Foundation for the Kingdom" by Dec. 31...Are You On Board?

PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE
PAID
State College, Pa.
Permit No. 2