

The Delphi Foundation



Supporting Delta Lambda Phi Social Fraternity

Annual Report 2013

A Foundation for Future Growth

Building future leaders through the Bond of Brotherhood

In Greek mythology, the temple at Delphi is the site of the Greek god Apollo's Oracle. Apollo was the god of music, reason and light. Among Apollo's special powers was his power to see the future. His 'Oracle of Delphi' spoke for him to present his power to predict, interpret, and own the future.

The Delphi Foundation of Delta Lambda Phi Social Fraternity is the educational and philanthropic arm of Delta Lambda Phi Social Fraternity. The Foundation raises funds to promote and provide charitable, educational, and leadership development activities to enhance the experience of Brothers of Delta Lambda Phi Fraternity so that they may become better men, better leaders, and better agents for positive change in the future.

The core programs of the Delphi Foundation:

(1) The Delphi Academic Scholarship Fund

Annual awards with over \$8,000 provided to 16 recipients in the last 6 years.

(2) The Delphi Leadership Academy

An annual leadership academy with 18 brothers this year and over 40 graduates in the first 3 years.

(3) Annual Educational 'Block Grant' to Delta Lambda Phi Fraternity

Annual lump sum educational support grant to Delta Lambda Phi that allows the Fraternity to set educational priorities for conferences and convention and thereby offset attendee costs for the greatest number of brothers.

History of the Delphi Foundation

20 Years of Service to the Brothers of Delta Lambda Phi Social Fraternity

The Delphi Foundation was formed in 1994 and incorporated in Washington, DC in January 1995.

The Delphi Foundation's governing structure and Bylaws were created and executed by Vernon L. Strickland III, Esq.; the Founder and Trustee-Emeritus of Delta Lambda Phi Fraternity.

The Founding Directors in 1995 were:

- Kevin O'Keefe (DLP National Trustee)
- Louis Camera (DLP National Executive Director)
- David L. West (DLP National Secretary)

Operating under the requirements of section 501(c)3 of the Internal Revenue Service Code; the formal 501(c)3 status application was submitted to the IRS in March 2006 with confirmed 501(c)3 Tax-Exempt status received June 11, 2007; with retroactive recognition dating from March 31, 2006.

Current Directors of the Delphi Foundation are:

- J. Marshall Smith - President
- Brian Hawker – Vice President
- Louis Camera – Treasurer
- David L. West – Secretary
- Ernest Hall – Member at Large
- Jeffrey M. Thompson, PHD – ex-officio

Our appreciation to former Delphi Directors:

- Erik Adolphson
- Joel Corcoran
- Joey Hernandez
- Kevin O'Keefe
- Erik Stavlund



Delta Force Leadership Academy *Training Tomorrow's Leaders Today*

On January 18th 2013, eighteen Lambda Men gathered at Camp Ohio for the Gamma Class of the Delta Force Leadership Academy. During the 3-day event these men were transformed into agents of powerful, positive change. The 18 participants came from every corner of the United States and Canada to form emotional bonds, build trust, and develop leadership skills through a life changing, intense, and intentional weekend of life-long learning.

The men that made up the Gamma class are:

Jared Anders (Beta Nu)
Christopher Bromley (Beta Omicron)
Daniel Calvillo (Beta Tau)
Christian Chua (Gamma)
Brian Cooper (Beta Zeta)
Kyle Curtis (Psi)
Samuel Dubois (Beta Omega)
Lukus Ebert (Beta Mu)
Bishop Howard (Michigan State Colony)
Ryan Lahti (Beta Omicron)
Eric Linder (Alpha Chi)
Connor Lites (University of New Mexico Colony)
Nolan Petersen (University of Iowa Colony)
David Pham (Rho)
Adam Scott (Delta)
Nicholas Simons (Beta Psi)
Paul Andrew Stewart (Beta Omega)
Jake Young (Alpha Delta)

The Delta Force Leadership Academy Staff consists of well trained and experienced leaders of Delta Lambda Phi. Camp Counselors are selected from previous Delta Force Academy graduates.

Senior Staff:

Jon Borland (Beta Omicron)
Louis Camera (Iota)
Ernie Hall (Mu)
Chris Warner (Delta)

Junior Staff:

Joel Durham (Beta Zeta)
Glen Haslerud (Delta)

Camp Counselors:

Barry Closser (Beta Nu)
Isaac Williams (Beta Tau)

With the generous financial support of Delphi donors, in-kind donations, and faith in the program, the Delphi Foundation is able to put on this weekend experience for Brothers of Delta Lambda Phi to gain leadership experience to affect their chapters and colonies, their schools, and their communities.

Academic Scholarship Program Over Five Years of Awards

Since 2008, the Delphi Foundation has given academic scholarship awards to deserving men based on standards of academic excellence, community service, leadership, and campus involvement. This program has awarded scholarships to over a dozen recipients, encouraging continued academic excellence. Scholarships are available for any level of academic study, including accredited colleges and universities (undergraduate or graduate level) and accredited trade and technical schools. The scholarship program requires an applicant to demonstrate their academic standing as well as their leadership skills on campus and in the community. These factors are considered by the awards panel along with an essay from the applicant and recommendation letters from academic and community advisors selected by the applicant. Awards are given based on a combination of all of these factors, with an emphasis toward well-rounded individuals that will continue to have academic success and show community leadership in the future.

Amounts and number of scholarships may vary from year to year based on the amount of funds available for the program. In 2013 the Foundation funded three academic scholarship awards – One \$1000 award and two \$500 awards. You can see more about these recipients in the sidebar at right.

Looking forward, we would like to increase both the number and amount of scholarships. Our scholarship program is a valuable tool to provide support back to the students and support them to continue their education while also giving back to the fraternity, school, and community at large.

-- Marshall Smith

2013 Scholarship Recipient Profiles

Br. Christopher Newman

(Omega Chapter) is no stranger to the Brotherhood. As the Fraternity Executive Director charged with forming the new Fraternity Office under the new Fraternity governance model, he became the voice and face for Brother services in Delta Lambda Phi. With the completion of undergraduate studies at the University of Arizona and a Master of Arts Degree from the University of Phoenix, he has embarked upon an even greater challenge to earn a Law Degree from the University of Denver, most certainly to allow him even greater opportunity to make his presence make a difference. \$500 award.



Br. Godfrey Riddle

(Beta Chi Chapter) completed his undergraduate studies at the University of Kansas in 2011 with a BA degree in Architectural Studies. He is continuing his education to earn a Master's of Public Administration. His campus, community, and philanthropic service is impressive and extensive. He continues to make his presence make a difference on campus and within the community through his commitment to community service. \$500 award.



Br. Nicholas Simons

(Beta Psi Chapter) is completing his undergraduate studies at the University of Central Florida Majoring in Economics and Sociology, with a Minor in History. His commitment to social justice led him to become a student senator and enact legislative initiatives to achieve social justice for the campus community. His advocacy and efforts led to the landmark recognition of the Pride Coalition as an Agency of Student Government. His efforts on behalf of LGBTQ+ students has made his presence make a difference. \$1000 award.



Fundraising

Your Support Goes a Long Way

Raising funds and doing other development activities for a non-profit foundation is not an easy task. This is especially true for the Delphi Foundation when you consider that we don't have fun and wacky mascots, cute puppy dogs or kittens to promote our work; we don't have celebrities that speak on our behalf to wealthy Park Avenue socialites; and we don't have the ability to request a donation or pledge during a commercial break of your favorite TV show.

What we do have, that others don't have, is the experience of Delta Lambda Phi Brotherhood. That powerful, common bond is what ties us together and allows us to instantly relate to each other, regardless of age, ethnicity, sexual orientation, or background. It is because of that common experience that we know the issues, opportunities, and challenges that our active Brothers face on an ongoing basis.

It is our common experience, our sharing in common challenges, and our desire to further develop and improve the individual brothers and the Brotherhood that makes the work of the Delphi Foundation so important. It's what makes giving to Delphi so critical. And we believe that our donors more clearly see the direct impact their giving has on programs for the Brotherhood, beyond just the charitable donation tax benefit.

Donations to the Delphi Foundation go towards furthering the educational pursuits of our Brothers through academic scholarships, the Delta Force Leadership Academy, regional conference and annual convention education programs, and much more. Essentially we are investing in the future of our Brothers and our Brotherhood.

To improve support for Delta Lambda Phi the Delphi Foundation, Delta Lambda Phi, and the Alumni Association have coordinated to establish common goals for outreach, support, and recognition. A long-range support and needs assessment has been completed for Delta Lambda Phi and tied to the expansion goals for the Core Programs of the Delphi Foundation (academic scholarships and Delta Force Leadership Academy). Long-range fundraising and investment goals have been established to expand financial giving and support to achieve the educational support goals for Delta Lambda Phi. To achieve the goals our donor giving will need to be doubled over the next 5 years.

Program	2013 Support	2018 Goal
DLP Educational Block Grant	\$7,000	\$25,000
Delta Force Leadership Academy	\$13,000	\$16,000
Delphi Academic Scholarship Program	\$2,000	\$5,000
TOTAL:	\$22,000	\$46,000

To achieve our support goal we will continue to develop alumni giving as our core donor base. We will seek corporate giving opportunities and corporate sponsors. We will increase outreach to our donors through mailings, social media, and fundraising events.

All donations to the Delphi Foundation are considered tax-deductible charitable donations. Donations can be actual cash donations, stocks, bonds, or other long term investments, airline miles or points, or other items of value that can be used towards the Foundation's mission. Contact any member of the Board of Directors to find out how you can donate today or see the information on the Donations page.

Fundraising

Push Ernie / Save Ernie

Like the great philosophers before us who debated the air speed velocity of an African swallow (laden or unladen), soon we will have an answer to one of the more vexing and critical questions DLP faces: "What is the terminal velocity of a Life Member of the Board?"
–Joel Corcoran–

On December 14th 2013, Ernie Hall, former Trustee of Delta Lambda Phi and current Delphi Foundation board member, had a skydiving event planned. The only problem: Ernie had a fear of heights! But, Ernie, being the giving person he is, decided to make a fundraising event out of it, with all proceeds going to support the Delphi Foundation. The fun twist on this fundraiser – donors got to choose whether to “Push” Ernie or “Save” Ernie. Either way, Ernie was going to jump.



Ernie – “The Right Stuff.”



On the way down. No sweat!

Donors were entered into a drawing for a round-trip ticket and weekend accommodations in Las Vegas to view the jump. For each \$10 donated one entry was given for the drawing. Josh Powell was the lucky winner of the drawing. Josh was unable to go and instead generously gave his winning trip to Brendan Davis.



Ernie and Brendan before the fall.



The landing! And the “I’m da Boss” Walk.

I want to thank all of you for your support. In addition to raising funds for our Fraternity (the point of the event), you guys helped provide me with yet another amazing life experience! Although it seems SAVE pulled ahead on Friday, it was too late to cancel the reservation... So I took the plunge. The save energy worked. I'm still here!

–Ernie Hall–

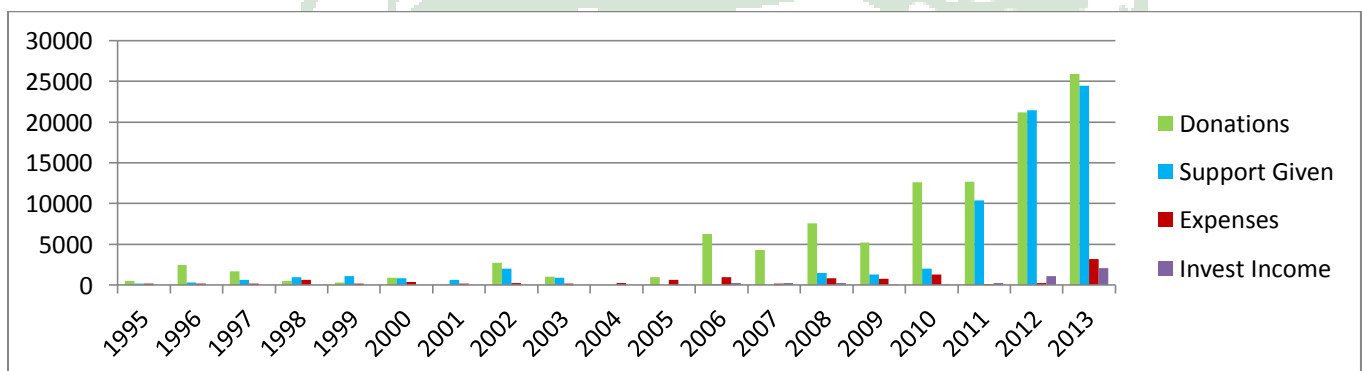
2013 Financials

Starting Balance (approx.)		\$31,355
Income:	Cash Donations	\$24,641
	Investment Income (approx.)	\$2,100
	Stock Donations	\$851
	In-Kind Donations	\$445
	Income TOTAL:	\$28,037
Support and Awards:	Delta Force 2013/14	\$13,990
	DLP Block Grant & Donations	\$8,508
	Academic Scholarships	\$2,000
	Support and Awards TOTAL:	\$24,498
Expenses:	Fundraising	\$1,143
	Donor Recognition	\$887
	NIC Foundation Dues & Conference	\$615
	Bank fees (approx.)	\$250
	Mail box	\$156
	Corporate Fees	\$155
	Expenses TOTAL:	\$3,206
Ending Balance (approx.)		\$31,688

2013 Budgeted

DLP Educational 'Block Grant'	Spring	\$3,000
	Fall	\$3,000
	Convention	\$1,000
Delta Force Leadership Academy 2013	18 Attendees (prorated)	\$9,000
	8 Staff (prorated)	\$4,000
Academic Scholarships	(1) \$1,000 and (2) \$500	\$2,000
Administrative Expenses**	Fundraising Mailings	\$800
	Corporate Filings	\$150
	Mailbox	\$150
	Donor Recognition	\$1,000
	Credit Card/PayPal Fees	\$500
TOTAL:		\$24,600

**Expenses (Bank fees, corporate fees, mailings, fundraising, etc.) in the first 20 years of the Delphi Foundation have averaged 10% of total donations.



Delphi Foundation 2013 Donors

Making Everything Possible

Our donors make the critical work of the Delphi Foundation possible. Without their continued support we would not be able to do all of the activities on behalf of the Foundation and Delta Lambda Phi Fraternity.

2013 Donations

Total Donations:	\$25,937
Average Donor Amount:	\$327 per Donor
Median Donor Amount:	\$50
Number of First-Time Donors:	50!

Five Year Donors

These people have contributed to the Delphi Foundation for the past 5 consecutive years.

Louis Camera
Chris Christanto
Ernest Hall
Brian Kluge
Marshall Smith
Vernon Strickland
Jeffrey Thompson, PhD.
Chris Warner
Eric Van Sant
David West

Four Year Donors

These people have contributed to the Delphi Foundation for the past 4 consecutive years.

Alexandre Chapeaux
Rob Grau
Adam Steckel

Three Year Donors

These people have contributed to the Delphi Foundation for the past 3 consecutive years.

Kevin O'Keefe
Josh Powell

Lifetime Giving Achievement

The following donors are recognized for their cumulative giving to the Delphi Foundation. In the coming year we will combine the Delphi giving information with Fraternity giving information for the a Combined Donor recognition program.

\$10,000+ Donors

These people have contributed more than \$10,000 to Delphi over their lifetime giving.

Jeffrey Thompson, PhD.
Anonymous

\$5,000+ Donors

These people have contributed more than \$5,000 to Delphi over their lifetime giving.

Louis Camera
David West

\$2,500+ Donors

These people have contributed more than \$2,500 to Delphi over their lifetime giving.

Chris Christanto
Rob Grau
Brian Kluge
Marshall Smith
Eric Van Sant

\$1,000+ Donors

These people have contributed more than \$1,000 to Delphi over their lifetime giving.

Alexandre Chapeaux
Ernest Hall
Sergio Macias
Phillip Maise
Kevin O'Keefe
Josh Powell
Chris Warner

Delphi Foundation 2013 Donors

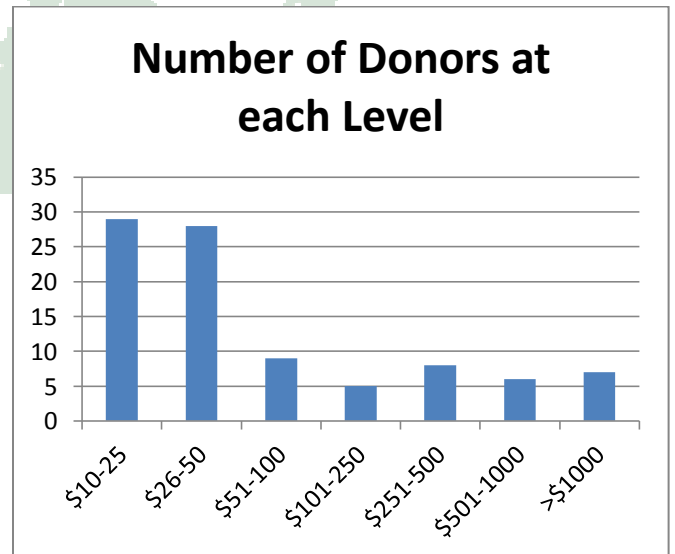
Donor List

We thank all of our donors that made this the most successful fundraising year yet!

Anonymous
 Nathan Bakken
 Michael Beavers
 Arbel Bedak
 Irvin Bogarin
 Miles Brainard
 Lou Camera
 Julian Casillas
 Dane Castle
 Alexandre Chapeaux
 Chris Christanto
 Antonio Clement
 Barry Closser
 Joel Corcoran
 Kevin Combes
 Brendan Davis
 Michael Davis
 Jordan Decker
 Harsimar Dhanoa
 Jonathan Dobres
 Justin Drwencke
 Joel Durham
 Franky Giddings
 Rob Grau
 Julian Haas
 Leonard Haas
 Ernest Hall
 Gage Hartung
 Glendon Haselrud
 Troy Hoffman
 Bishop Howard
 ? Huber
 Brian Kluge
 Robert Kriebel
 Pamela Lang
 Sean Lloyd
 Travis Lunsford
 Robert Lydick
 Michael-Noel Manacop
 Sharon Moenter
 Cory Molner
 Morgan Morris

Hung Nguyen
 Grant Oberg
 Steven Ogul
 Kevin O'Keefe
 Sheldon Padilla
 Daniel Paez
 Dominic Paris
 Percy Polk
 Josh Powell
 Eric Pytlak
 Michael Radza
 Yvonne Randall
 Johnathan Silva
 Andrew Sisulak
 Marshall Smith
 Nicholas Sofoul
 Adam Steckel
 Steven Stewart
 Vernon Strickland
 Tyler Teegarten
 Jeff Thompson
 Eric Van Sant
 VanceTom
 Brendan Wall
 Chris Warner
 David West
 Rodney Wright
 Derek Yiu
 Alpha Chi Chapter
 Beta Rho Chapter
 University of Iowa Colony
 Las Vegas Softball League

Number of Donors at each Level



Donations

There are many ways to donate to the Delphi Foundation.

Cash, check, or credit card.

Stocks and securities.

Payroll deduction and employer matching.

American Airline matching miles.

EBay Giving Works Program.

Amazon Smile Program.

Donations can be made to a specific program, but we strongly recommend unrestricted donations so that the greatest need can be met. Donations can be made for the sole use of any chapter, colony, or alumni association – to be encumbered for the sole use and under the control of that designated recipient entity.

To make a donation or to see more information on how to make a donation to the Delphi Foundation, please go to www.dlp.org/delphi/donate.

If you have any questions about donating or supporting the Delphi Foundation, please contact us via e-mail at delphi@dlp.org.

Planned Giving Beneficiary Designations

A will or trust determines who receives certain assets from your estate upon your death that are not already given to a designated beneficiary. Retirement plans (401(k), 457, IRAs), life insurance policies, annuities, and other payable-on-death accounts can have specific beneficiaries designated. Those specific beneficiary designations will take precedence over wills. Beneficiaries can be designated in the account usually in the user profile, personal information, or beneficiary designation section. To designate Delta Lambda Phi or the Delphi Foundation as a beneficiary you will need that organization's federal tax-id number (see below).

A bequest in a will is the standard way to designate a charity to receive all or a portion of you estate upon your death. You can make your bequest for a specific dollar amount, for a percentage of your residual estate, for tangible personal property, or as a contingent beneficiary should your other heirs predecease you.

Sample language for a Bequest to Delta Lambda Phi:

I give and bequeath _____ (dollar amount, percentage of residual estate) to Delta Lambda Phi Fraternity (Federal Tax-ID 52-1559804), located in Washington, D.C.
(non-tax-deductible)

Sample language for a Bequest to The Delphi Foundation:

I give and bequeath _____ (dollar amount, percentage of residual estate) to The Delphi Foundation (Federal Tax-ID 52-1900962), located in Washington, D.C.
(tax-deductible)

If you have any questions about donating, planned giving, or supporting the Delphi Foundation, please contact us via e-mail at delphi@dlp.org or via information on the Delphi Foundation website at www.dlp.org/delphi

The Delphi Foundation of Delta Lambda Phi Fraternity is a tax-exempt charity recognized by the IRS under section 501(c)3 of the IRS code. Donations are used for educational, charitable, and philanthropic purposes and are tax-deductible up to the limits allowed by applicable law.