

FREQUENTLY ASKED QUESTIONS

PROJECT INFORMATION

8-22-12

1. Why should Alpha Zeta Chapter tackle a capital campaign now? Who made the decision to proceed?

The fraternity did undertake a capital campaign to support chapter house renovation in 2001. Three hundred alumni supported the project raising \$925,000. Combined with favorable financing, this effort enabled the project to proceed in 2004. Considering ongoing mortgage costs, changes in campus demographics, and recruitment challenges, a 13-man steering committee recommended to the AZ Alumni Board the implementation of a \$1.2 million capital campaign to strengthen the overall viability of AGR at K-State. This recommendation was based on 40 personal interviews with alumni during Summer 2010.

2. How was the \$1.2 million goal determined?

As of 12/31/10, the AZ mortgage balance was \$660,086. Volunteer committees, that included undergraduate representation, were appointed to specifically address building needs and scholarship opportunities. They have recommended program specific financial goals after careful consideration.

3. Have we received any professional input?

Alpha Zeta Chapter has been working with IvyPartners, an organizational consulting firm, since April 2010 to establish the foundation for a capital campaign project. IvyPartners, owned and operated by Zeta-AGR brothers, has most recently assisted Zeta, Beta, and Epsilon chapters with similar efforts. As recently as spring 2009, Epsilon Chapter at North Dakota State University concluded a successful \$1.8 million campaign to fund renovation and expansion of their chapter house as well as undergraduate scholarships.

4. Is the chapter worth investing more money?

Alpha Zeta Chapter has an 85-year history at K-State, and has over 1,600 initiates. Our purpose *"To Make Better Men"* is as relevant today as it was in 1927 when you consider the leadership positions our brothers currently hold on campus and in the ag, food and fiber industries. As chapter house landlords, ongoing alumni investment is necessary to remain competitive with other fraternities, university dorms and off-campus apartments to create an exceptional living and fraternity experience at a reasonable cost. In addition to competing with 25 fraternities on campus, KSU has over 450 clubs and organizations that vie for the best young men at Kansas State University. Currently the chapter house is operating at peak capacity (56 men).

5. What is the plan for scholarships?

Currently the chapter awards approximately 15 scholarships annually (\$20,000 total) ranging from \$500 to \$2,000. The majority are directed to new members. This effort is largely made possible by contributions made by 20 brothers who have pledged \$100 to \$5,000 annually. 2010 was the final year of their pledge. As proposed by a volunteer committee, a campaign supported program would award the following:

- \$500 to all second semester new members who have met or exceeded the all men's academic average
- \$500, \$750 and \$1000 awards to undergraduate members excluding seniors who meet GPAs of at least 3.25
- \$1000 and \$1500 to the Noble Ruler and VNR who achieve a GPA at or above the all campus men's average.

6. How do we compare with other K-State fraternities and AGR chapters nationwide in regards to scholarships?

Scholarship opportunities vary from chapter to chapter at Kansas State. Of the 25 fraternities on campus, Acacia, Phi Kappa Theta, Kappa Sigma and Alpha Tau Omega have strong educational programs that award scholarships for academic and leadership performance. At ATO alone, the chapter awards \$100,000 annually to members as well as non-members. According to K-State Greek Affairs, fraternities who are the most serious about academics and initiating strong performers, utilize scholarships in some manner. Looking at Alpha Gamma Rho chapters nationwide, recruitment scholarships are highly favored. In most instances membership is not required. The University of Minnesota is a prime example. They offer up to \$9,000 in scholarships annually to incoming students regardless of membership.

7. How will the house maintenance fund be used?

The building committee has both short and long term plans. Immediate building needs include replacement of the concrete driveway from Platte Street. This will include 4 additional spaces, and improvements to the south lot to allow for larger vehicles. Improved bathroom drainage and carpeting are also needed. Future plans include remodeling of the sleeping porches and study rooms.

8. What is the status for recruitment at the chapter?

Since the renovation of the chapter house less than a decade ago, undergraduate membership has doubled to 69 members. The chapter house has been filled to capacity (56) for 4 consecutive semesters. In the Spring of 2012 there was a waiting list to live-in.

9. What campaign commitments does the chapter have to date?

Since August 2011 65% of the \$1.2 million goal has been "quietly" raised by just over 100 donors known as the Wildcat 100. This fall—2012—the campaign will be officially launched to all alumni.

10. What are my gift options and can I pledge over a period of time?

Tax deductible gift options include:

Cash	Insurance policies
IRAs	Trusts
Marketable real estate	Qualified retirement programs
Securities	* A 5-year pledge is welcomed.

Although not tax deductible, commodity gifts can also be accepted.

11. Will my donation be tax deductible? Who will handle the money?

Donors may support the Alpha Zeta campaign in three ways. Donations will be tax deductible to the fullest extent possible if made to the AGR Educational Foundation or K-State Foundation. Gifts of commodities can be made directly to the chapter and will immediately offset mortgage expenses. The KSU Foundation is accepting gifts for the scholarship component of the project and can accept employer matching gifts who ordinarily could not be directed to a fraternal organization. Specific questions concerning how to direct a gift to the campaign can be answered by Ron Hirst, Alumni Board President at 620-921-0128 or Campaign Coordinator Kathy Benson at 585-734-2693. Alumni Board Treasurer Ben Brent is available to answer questions concerning commodity gifts: 785-539-6101.

12. Will the undergraduates participate in the campaign?

The undergraduates have been helpful in crafting the project vision. Representatives also sit on various volunteer committees including the campaign itself, as well as building and scholarship. During the Fall of 2011, the undergraduates made a combined gift of \$10,000 to offset priority building renovations, specifically carpeting and landscaping.

13. Explain the cost of the 2004 renovation project. Why was the addition to the chapter house never completed?

The total cost of the project—including fundraising costs, architectural fees, financing, alternative student housing during construction, furnishings and fixtures—was \$1,621,518. The “Making Better Men” alumni campaign raised approximately \$925,000. Securing a mortgage was necessary to complete the renovation. Given the added construction costs for expansion combined with low membership numbers, volunteer leaders tabled plans. To be competitive with dorms and off-campus apartments in providing a quality, attractive living environment, increasing space per man is a long term priority for Alpha Zeta.

14. How will gifts to the new campaign be recognized?

Although all size gifts are appreciated, donors contributing \$5,000 or greater will be permanently acknowledged according to giving level in a wall display at the chapter house at the conclusion of the campaign. 27 naming opportunities within the chapter house are being made available to donors contributing \$15,000 or more to the campaign. All donors will be recognized in a leather-bound book that will record past, present and future giving. It will be made available at the fraternity for viewing following the present campaign.

15. What is Alpha Zeta's policy on pledging?

Across the Greek system nationwide, an extremely high percentage of hazing incidents occur during the pledging period. To reduce the desire to haze and distance the brotherhood from the damaging exposure that these actions can pose, Alpha Gamma Rho is one of the very first fraternities nationally and at K-State to eliminate pledging. Alpha Zeta undergraduates have been influential in modifying and simplifying the national policy. Each member now joins with the same rights and responsibilities as existing chapter members. The AGR Brotherhood Program, passed at the 1992 Convention by a large margin, outlines four important criteria:

- No more pledging
- "If it's required of a freshman, it's required of a senior"
- Elimination of dominant, subservient relationships
- Rewards based on subjective criteria

Possible repeal of the "no pledging" status has been raised at the national level, but has been voted down by an overwhelming majority.

Alumni Board

Ron Hirst, President

Ben Brent, Treasurer

Jeff Sutton, Secretary

Dalton Henry, VP Awards

Jason Grady, VP Chapter Relations

Roger Johnson, VP Property Mgt.

Steve Slusher, VP Fundraising

Jeff Morgan, Director

Ken Smith, Director

John Pretz, Josh Roe, Peter Tomlinson -
Chapter Advisors

Sam Hands

Ron Hayes

Joe Herynk

Ron Hirst

Clayton Huseman

Todd Johnson

Jesse McCurry

Steve Miles

Terry Nelson

John Niemann

Rick Perkins

Brent Rockers

Jay Selanders

Dennis Shurtz

Steve Slusher

Mike Smith

Randy Stoecker

Darrell Webber

Jerrold Westfahl

Doug Weyer

Brent Wiedeman

Campaign Committee

Bob Broeckelman, Chair

Ty Brookover, Vice Chair

Kevin Morgan, Noble Ruler

Dave Anderson

Ryan Breiner

Ben Brent

Darren Gigot