

STATE OF SORORITY

I am honored to represent the Board of Directors at your Educational and Regional Conference. The 21st administration is moving the organization forward. As I stated, during my platform, infrastructure, transparency, information and authenticity would guide this journey. Much has been done but not without the members of this board. We are a cohesive working board. We were elected to make changes and to advance what has already been implemented. We are not here to throw the baby out with the bathwater, but to build on the foundation of those before us.

- We want to first welcome our newest members and chapters to the organization, Epsilon Eta Eta of Kansas City, Kansas (Middlewest Region) and Zeta Eta Eta of Orangeburg SC (Southeast Region). Please extend much love and sisterly friendship to our newest family members.
- We rebuilt and restructured a professional web site with expansion capabilities as we continue to add to services within the organization. This could not have been done without our Technology Chair, Nadirah Keith, Iota Eta Chapter and Mr. Humphrey from Tech Solutions. We are currently obtaining member information under the member log in so that we no longer need to purchase expensive directories. One of the goals is that you will be able to find a member just by typing their name under the Members Only Section.
- We oriented the chapters Beta Sponsors in all five regions to assist them in performing their duties, therefore, giving them a clearer understanding of the sorority's guidelines and expectations. Soror Marcella Carr (National Beta Sponsor), of Beta Chi Chi Chapter headed that task. We are marketing the National Student Nurses Association and will attend the National Convention in Nashville, TN. We have purchased a table cloth from Hoosier with our name and logo and will display our business cards and journals.
- We have initiated 153 graduates and 30 undergraduate members since August 1, 2017, totaling 183 new members. Soror Zenobia Richbough, Kappa Eta Chapter has met with the MSI in each chapter in each region. We have worked diligently to educate you to ensure compliance in the intake of new members. We are a "*By Invitation Only*" organization which means we do not just take in members to take in members or increase our percentage rates. We need quality not quantity in our organization.

- We implemented an ad hoc committee to revisit the retention, reclamation and recruitment procedures for chapters led by Soror Pearl Holland. We are developing a Recruitment and Retention Guidelines Manual. Soror Pearl Holland, Gamma Chapter and her team are committed to assisting us in retaining our members. This manual will be presented during Boule' and then placed in the Operations Manual and on the national website.
- Your Supreme Basileus, has been doing Town Hall Meetings around the regions. I have now been able to meet and put faces to many of you that I have communicated with via email or spoken to by telephone. It has been very enlightening, and I have had the most warm and supportive interactions with so many of you. You all have embraced me and I-you, and we have had engaging discussions about how we can all work together for the betterment of the organization. Sadly, however, what I have also learned is that we do not always behave in a sisterly manner. We have cliques, we stifle ideas of others that we do not agree with, and we back bite for the sake of hurting each other. We fight to keep the old ways. We lose members and we wonder why we can't keep them. We continue practicing the Willie Lynch mindset with each other. We are professionals and educated members and should act accordingly. During the Town Hall meetings, I have also noticed that we continue to eat our young and belittle our seniors. We fail to mentoring someone to take over. Many want to hold onto the power and control of a position, that was voted by the body. We continue to believe we are on an island and can do all things without collaboration. Well We Cannot! If this is your belief Chi Eta Phi Sorority, Incorporated is not for you.
- The Leadership Summit will be held in Dallas, TX. We will be at the Dallas Marriott City Center, 650 North Pearl St. Dallas, TX. We are planning an exciting time as well as an informative leadership conference. Our theme is "*Transforming Leaders to Financial Visionaries.*" Please go to the national web site and register for the conference. Registration will close on June 8, 2018.
- Soror Constance Sumner (National Secretary), Theta Chapter, along with Mrs. Searles the National Office Manager worked very hard on the National Roster. The difficulty is that chapters are not submitting their rosters in a timely manner. Moving forward, if your roster is not submitted in a timely manner, it will not be included in the yearly roster. We have added a disclaimer to avoid tracking chapters down to receive a roster.

- Soror Nutrena Tate, (MWR Director) and Soror Juanita Hall, (NER Director) are working together with the other regional directors to formalize the Regional Conference Guidelines, so that each region's conference is similar in structure and format.
- Your Supreme Basileus has had the opportunity to be present on most of the chapter, regional, and national conference calls. The provider unit provided a great overview of the role of the Provider Unit and the Assistant Regional Directors. Each region was provided a timeline to submit applications for CE's. We are working to get the forms in a writable professional PDF, so it is clear to our partners and members.
- Most of the forms have been revised and are on the website with the new emblem. Thank you to Soror Sumner and Soror Karen Rabb for getting this task done. Please disregard all outdated forms. Outdated forms will be returned and delay the processing of requests.
- We have been collaborating with the Nurses on Board Coalition. Our fee for being on the board is \$1,500.00 annually which has been paid. Many of you have registered on line at nursesonboardscoalition.org. As chairperson for the work group we want to increase nurses on boards to 10,000, by 2020. We are having an impact. It is time we walk the talk.
- We have made it easy to locate and purchase the clasp hands needed for rituals through using the purchase order form. They were hand made for us. We only purchased 100 which cost us \$3,600.00 to ensure that you have the equipment needed for ritual ceremonies.
- The Fact sheet has been revised and updated and should be purchased as a marketing tool for your chapter.
- We have changed investors as voted on by the Board of Directors. This has been a challenging process of which I will provide details at a later time. The name of our investment company is Raymond James, Inc. and our personal investor is Richard Mendoza.
- We have had to pay a company \$500.00 to complete an inventory of the paraphernalia we had in storage. We have been unable to claim losses due to the inability to monitor

our items. We needed to be in compliance as a 501C3 and report losses and gains. We will be selling many items that have not sold well at reduced cost during the conferences. We developed a contract for Sorors or Fraters manning the National table. The member will receive a one-time fee of \$250.00 for the entire conference and will be provided a list of items sent along with prices to ensure monies received are accounted for.

- The financial team and your Supreme Basileus have made a decision to increase the membership application fee for new members. The pricing has not changed in twenty years. We are a quality organization and desire the best of nurses to commit to joining this amazing organization.
- We have investigated the use of the new membership cards to register members and found out the cards were not being coded properly therefore, we will need to start the process over. We located the equipment several months ago; however, we were informed that coding capabilities for the magnetic strip on the cards do not exist. So again, we will defer to the stickers. We still want to ensure that all members have the new membership cards, but we will have to go back to using stickers to verify payment of the annual per capita tax. We have a team working on this matter and hopefully by Boule' of next year, we will have everything worked out. This process will incur a cost, however, that information is not available yet.
- During Boule' 2017, we awarded \$100,000.00 in scholarships to nursing students. Those dollars came from the following: \$23,000.00 from Futurama donations, \$33,000.00 from dues and \$52,000.00 from the Operating Budget. We currently continue to provide scholarships without having the funds available because we used last fiscal year dollars during Boule'. We provided \$100,000.00 last year which used monies from two fiscal Futurama budget.
- For the first time we have established a Boule' and Leadership Budget. All funds prior to this time were going into the Operating Budget which was in error according to our accountants. This has been difficult to overcome. We have noted that 2017 Boule cost more than \$500,000.00, AV cost \$79,000.00 not including meals. We have been able to locate only \$147,000.00 paid by membership from Boule'. The process continues. We are currently minus \$300,000.00 in budget.

- We have implemented decreasing costs for board meetings and eliminated unnecessary spending by reducing board meetings to one day and incorporating webinars via Go-To-Meeting. This will decrease cost significantly.
- The construction on our Headquarters will be completed by the beginning of March. The total cost of the house was \$529,000.00 with 23, 500.00 added to complete a concrete floor in the basement. Those monies were taken from Operating expense, because we did not have a designated house account, during renovations. We will move in by phases. The first phase is to have the secretary/office manager in place to continue the operations of Headquarters. The second phase will incorporate furnishing the house.
- The goal is to eliminate the four storage units we have which cost \$2000.00 per month totaling \$48,000.00 per year since inception of the project. We had the copier in storage as well at \$360.00 per month totaling about \$7,000.00 yearly since construction began. This has been costly to our operational budget. Many of you have asked about an Open House, and we are hoping to have that scheduled for October 2018, in close proximity to Founder's Day.
- I would like to thank the Regional Directors for allowing me to meet with the chapter Basilei and some chapter Anti-Basilei to review the role of Basilei and the importance of Robert's Rules, bylaws, and protocol. It is astounding that after 85 years of Service, members are unaware of correct protocol. For example, in public the Supreme Basileus is addressed to the public as the National President, Past Supreme Basilei are addressed as Sorors, and Immediate Past Supreme Basileus is addressed as Immediate Past National President.
- We have attempted to provide webinars from our partners. VITAS and the Lupus Foundation will be presenting various webinars for the membership and I hope many of you will participate and obtain the CE's you need to maintain your professional licenses. Also, we recently collected \$12,000.00 from VITAS for last year Boule' expenses. This has been a six month process in tracking down those funds.
- We are proud to say that this year we have given out three Chi Eta Phi Sorority, Incorporated grants. We had five chapters to apply. The total amount given was \$4000.00. Congratulations to those recipients. Mu Chi, Theta and Tau chapter.
- We asked you during hurricane seasons to donate to the members who were devastated by the hurricane in the Virgin Islands, we collected \$3700.00 from the membership. There were eleven Sorors impacted, they will receive during SER

conference, \$700.00 per member totaling \$7,700.00. National donated the remainder from Disaster budgeted line. Thank you all for assisting when we called for help in a time of need.

- We have administered the Boule' journals to those members in attendance during 2017. Cost \$1500.00. If you did not receive one, please contact HQ.
- We have had a financial journey to assist the membership in understanding the business side of this organization.
- From September 2017 to October 2017, we met in Dallas, TX to change names of officers at each of the following banks:

Bank of America
Wells Fargo Bank
Comerica Bank
Chase Bank

- There were multiple names on accounts that needed to be removed. All accounts now have the required signatures, President, Tamias, and National Secretary.
- We later traveled to Atlanta, GA to change the names on the account at SunTrust Bank and met with Burge & Associates the organization's auditors and completed the 2018-2019 budget. For the first time we developed a Leadership Summit and Boule' budget to avoid all funds coming from the Operating Budget.

November 2017-December 2017

- Somerset Financial Group was contacted concerning the sorority decision, by board of directors vote to employ a new financial advisor. This has been a difficult process. Somerset Financial Group was not willing to assist Chi Eta Phi Sorority, Incorporated with the transition. They had been contacted prior to the administration notifying them of the decision to move forward.
- There are three life insurance policies and five annuities in member's names. The financial team began the tedious process of collecting insurance monies after the death of one of our members listed, Soror Ruby Laster. We began September 2017 and two months after the member's death, the policy was paid out January 2018 in the amount of \$17,529.45. The finance committee and myself would like to thank Soror Josephine Alexander, Past Supreme Basileus of Mu Chi Chapter for her help in obtaining the member's death certificate from the family.

- We have two investments that are not annuities or stocks, they are products. Northstar \$133,000.00 and FS Energy and Power fund \$98,000.00 down from \$106,000.00. they are the most difficult to get out of. If a third party wanted to purchase we may get 50cent on a dollar. These products do not or well not allow us to free up cash. Most investors stay away from these products due to lost. It may take 3-5 years to sell to get something or lose it all over time. You would have to find a buyer to purchase these products. Also, we are still researching when the dividends for these products are going. On all annuities and stocks they were never updated with signatures to transfer funds. We are in the processing of updating signatures. More information will be provided during Boule' to the general body.
- The process to change the name of the financial advisor is still ongoing. Paper work with proper documentation has been sent to the investment companies. We have sent letters noting change of officers as required by the investment companies.
- A letter was sent to Somerset Financial Group requesting funds from one of the accounts to be disbursed to pay for renovating of the Sorority House, in the amount of \$175,000.00. Keep in mind the house was being paid out of the Operating Budget.
- We are in the process of streamlining bank accounts as well as looking at how bills are paid. Most of the bills were on Automatic Bill Pay. One such payment resulted in a bill of a \$3,189.00 water bill being automatically deducted and a second bill of \$1,100.00 being deducted for next water bill. This will be reconciled by the final payment of the house.
- In an effort to track the paying of bills, all Automatic Payments of bills were stopped. Bills are now being paid by checks with a paper invoice being sent every month to National Headquarters. This process will be reviewed in April 2018.
- Currently we have put the following in place:

Bank of America--- Boule, leadership and Savings

Wells Fargo--- Paraphernalia, Operational Budget, and Property Manager

CoAmerica- Headquarters Renovations

Chase Bank- Savings

SunTrust- Employee Payroll and Savings

Investments are being reviewed and reevaluated for short and long term financial goals for the Programs and Projects of Chi Eta Phi Sorority, Incorporated, according to: Article XII-Section 11 page 37 of the bylaws

- If we are going to pay for an Auditor and Accountant we should at least review their advice to save this organization.
- Finally, I would like to encourage you all to keep up the good work you are doing in your chapters and regions. The National Board of Directors will continue to work to fulfill the mission and values of Chi Eta Phi Sorority, Incorporated.

Thank you,

Priscilla Murphy

21st Supreme Basileus