



The Frater

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PI LAMBDA PHI
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PI LAMBDA PHI
EDUCATIONAL FOUNDATION

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*We look forward to hearing from you soon.
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*Expansion Coordinator
MD Kappa Delta*

Laura Patricio
Finance and IHQ Administration

The Frater shares updates about the Fraternity and showcases the amazing ways our Brothers are making a difference and how others can help. It is a result and a culmination of the Brotherhood and teamwork all of us experienced as undergraduates.

In addition to the Frater, please check the pilambdaphi.org website and the Pi Lambda Phi Facebook page for regular updates. Please share your experiences and thoughts, as we want to share your experiences with our entire Brotherhood.

FROM the IEC PRESIDENT

Please allow me to reintroduce myself. My name is Dan Scott and I recently became President of our Fraternity at the 121st Convention in Chicago for the second time. I served as President from 2006-2010, and while I took a short hiatus from the International Executive Council, the good things Pi Lambda Phi does for our undergraduate brothers drew me back. I am excited for a second term, as Pi Lambda Phi is in the best financial shape we have seen in decades, and we are quickly developing a phenomenal reputation among colleges and universities. In fact, some Greek advisors have approached us and requested that we colonize at their schools, something that is



generally unheard of in the Greek world.

I want to take a minute to recognize my successor and now predecessor, Jeff Buhler, for the incredible leadership he gave Pi Lambda Phi from 2010-2016. As you will read about in more detail very shortly, the impact he has had on Pi Lambda Phi during his 6 years as President is immense. His vision, leadership and mentoring of our staff have caused Pi Lambda Phi to add 4 full time professional staff, and 19 of colonies and chapters. It is difficult to put into words what he means to Pi Lambda Phi, but when the story of our success is written it will begin with Jeff Buhler.

We currently stand at 7 full time professional staff, 45 chapters and colonies in 17 states/provinces, and 3 more colonies being established this semester. This success can be traced back to 2010 when Jeff Buhler and Shawn Upchurch (who is now our Foundation President) launched a Strategic Plan to define and guide our success. The plan has been executed nearly to perfection as we regularly open 3 to 5 colonies each year and are also focused on improving our existing chapters. I would be remiss if I did not recognize our Executive Director, Ian Lowe, as he deserves much credit for carrying out the Plan.

This is truly an exciting time for Pi Lambda Phi as we set our sights on becoming a recognized name in the fraternity world. The current International Executive Council has authorized a review of our Strategic Plan,

which we believe will help Pi Lambda Phi become a name recognized for providing a truly amazing undergraduate brotherhood experience, developing brothers to Lead like a Pilam in all industries and professions, and eliminate prejudice. It is an amazing time to be a Pilam and I urge you to get involved by volunteering your time as a chapter advisor, alumni event organizer or just participating in alumni events. Please contact our Headquarters for information on how you can get involved.

Fraternally,
Dan Scott, C.K., President
International Executive Council

Have Pilam News?

If you have Pilam news, we want to hear about it! Email any personal, chapter, or in-memorium updates to the Foundation at foundation@pilambdaphi.org.

FROM the FF PRESIDENT

BUILDING the FOUNDATION for OUR FUTURE

In July I reported the state of the Pi Lambda Phi Educational Foundation as tenuous. Since then we have continued to take multiple steps to strengthen the Foundation's structure and its ability to serve the Brothers of Pi Lambda Phi.

To provide increased service to our donors and to all Fraternity members, the Board of Trustees has, for the first time since 2010, employed a half-time staff member to help run day to day operations. In partnership with the International Executive Council and International Headquarters, the Foundation is excited to have Patrick Spanner, Director



of Operations & Development, join the team. Patrick, a 2008 initiate of our WA Epsilon Alpha Chapter at Eastern Washington University, has been on the Headquarters team since 2012. With him joining the Foundation, the Board of Trustees has been able to reduce operating expenses by insourcing all Annual Fund operations. With the change, donors will be able to receive an increased level of service. Under Patrick's leadership, publication of The Frater on a regular and frequent basis has been resumed.

In addition to leading Annual Fund initiatives, Patrick has taken over multiple administrative roles, including facilitating the Foundation's scholarship program. This year, I am proud to announce that the Educational Foundation has awarded 17 scholarships totaling \$23,500. With a record number of applicants, the quality of the recipients is proof that our chapters and colonies are recruiting some of the top men on their respective campuses.

Finally, I am excited to share that the Educational Foundation and International Executive Council have once again partnered to undertake the process of developing a joint Strategic Plan. Throughout this year, the two boards will critically review current plans and events of the past six years and thoughtfully decide the steps to be taken over the next five years to continue to assure the longevity of Pi Lambda Phi.

While I continue to be cautiously optimistic because of the committed team of talented volunteers and generous donors I work with, the Educational Foundation can and must do

more! For our Foundation and Fraternity to succeed, we need your help. If you have not yet made an annual donation, please give now. You can donate to the Annual Fund by simply visiting our website at www.pilambdaphi.org/donate or mailing a check to the following address:

Pi Lambda Phi Educational Foundation
Gift Processing Office
c/o P.O. Box 2
Grafton, OH 44044

Even though we have a long way to go, it has been, and continues to be a great time to be a Pilam!

Fraternaly Yours,
Shawn Upchurch, C.K., President
Educational Foundation

FROM the EXECUTIVE DIRECTOR



Greetings brothers. We launch the 2016-2017 school year with great excitement. One of the core reasons for excitement is the experience of our returning staff and the potential of our newest staff. Patrick Spanner (Eastern Washington) begins his fifth year and has taken on the role of Director of Operations and Development. Orrin Webb (Salisbury) and Mike Zanotelli (Carroll) are both into their third year and serve as our Senior Coordinators for Expansion and Chapter Services respectively. Laura Patricio continues to oversee our finances and administrative functions and will hit her 12-year anniversary on staff this November. Expansion Coordinator John Palasits (Salisbury) begins his second year and we welcome newcomer Expansion

Coordinator Dan DeBard (Indiana). I have seen significant evolution since my first day on staff a little over eight years ago when we had just four staff members and significantly less experience.

Our fraternity starts the year with great volunteer support. We have benefitted from significant volunteerism growth over the past few years. Since 2010 we have tripled the number of volunteers serving on Chapter Advisory Board roles. There is no volunteer role more noble and rewarding than that of a chapter advisor. If interested in learning more about becoming an advisor, fill out this short [interest form](#).

Increasing our relevancy as an organization must be at the forefront of our plans and initiatives. The Elimination of PrejudiceSM (EOP) Foundation and the programs we run to raise funds and awareness for the cause give us not only a unique philanthropy, but a meaningful reason to be represented on college campuses across North America. Last year our chapters hosted over 60 campus events and raised \$9,000 in support of the EOP. We anticipate that number at least doubling this coming year. We also will be launching a Civil Rights excursion trip this spring where students can retrace the steps of the key Civil Rights leaders while learning the history of the movement. We cannot wait to see all the wonderful things our members will do to bring a tangible example to our Creed through support of the EOP this coming year. To learn more about any of these initiatives, email us at headquarters@pilamdabphi.org.

Lastly, I am excited about the launching of four new chapters this year and about our

overall size as we start this fall. The University of Northern Iowa ([Facebook](#)), University of Pittsburgh ([Facebook](#)), Drexel University ([Facebook](#)), and Purdue University will all bring Pi Lambda Phi to their campus. Each of those schools chose us because of the great potential they saw in our fraternity to be a values based organization dedicated to creating better fraternity men by teaching them to Lead like a Pilam. It is no coincidence that all the positive energy Pi Lambda Phi has been building over the years is resulting in significant expansion. Counting this year's expansions, we will have launched 20 chapters since 2010. At the same time, we begin this year with approximately 1300 students. This is a 54% increase from where we were in 2010!

With so many exciting things to look forward to this coming school year and with recognizing how far we have come in the past few years, I am so appreciative of how great of a time it is to be a Pilam!

Fraternally,

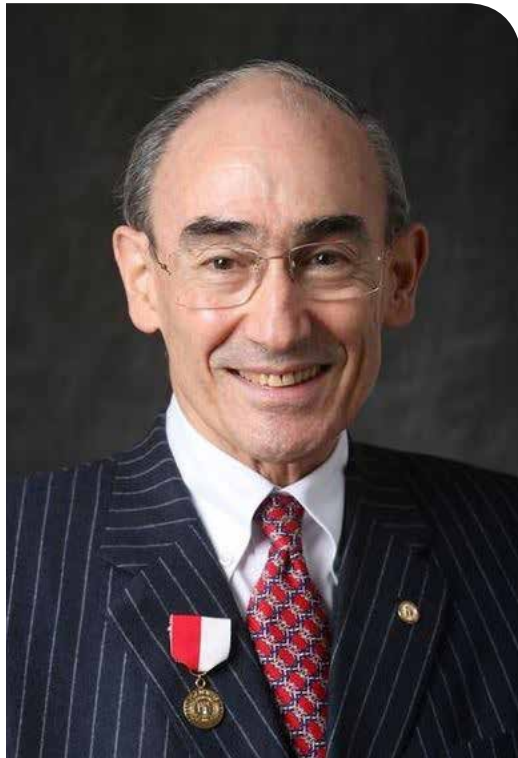
Ian Lowe, Executive Director
International Headquarters

BIG PI SPOTLIGHT

ROGER ORLOFF RECEIVES BIG PI AWARD

At Pi Lambda Phi's 121st Anniversary Leadership Convention, Brother Roger Orloff '57, NY Kappa Tau, joined the Big Pi Chapter. As a man who has had much success in his career and life, Roger believes firmly that success comes with the duty to give back. His lifelong commitment to service and philanthropy are truly astounding.

A recipient of a Bachelor of Management Engineering from Rensselaer Polytechnic Institute and a Master of Business



Administration with Distinction from Harvard Business School, Roger has had a successful career as President of the Acquisition Search Corporation, a boutique investment banking firm specializing in mergers and acquisitions. He has received the Distinguished Service Award, the highest award of the Rensselaer Alumni Association

While I could tell the story of Roger Orloff and his many accomplishments, I believe his own words speak eloquently to these. What follows is Roger's acceptance speech, given at the Presidential Awards Banquet on August 13, 2016. They offer an inspiring story of not just one Pilam, but two. Two Pilam's who have truly lived our Creed and our motto "Not Four Years, But a Lifetime."

[begin speech]

Thank you, Shawn. Thank you, Pi Lambda Phi.

Brothers, tonight we renew friendships; honor accomplishments and service to Pi Lambda Phi and think about our Fraternity, its Creed, history and the meaning of, "Not Four Years but a Lifetime," On this night, I want to share what Not Four Years but a Lifetime has meant to two Pilams and, I hope, to all of us.

There is a plaque at this Convention that is inscribed, "In commemoration of those brothers whose dedicated efforts helped in the establishment, growth, character and prestige of our Fraternity." The eleventh

name on the plaque is Edward M Orloff. To his friends, and they were many and devoted to him, he was Eddie Orloff. Eddie Orloff loved Pi Lambda Phi. He lived Not Four Years but a Lifetime.

He grew up in Brooklyn, the first child of immigrant parents. After high school, he had to work for two years to be able to afford college. He enrolled at New York University in 1924. He joined New York Gamma Chapter of Pi Lambda Phi. He lived in the fraternity house on Andrews Avenue, even though his home was a subway ride away. He played second base for the NYU varsity baseball team. At 5 foot 9, 145 pounds, he played halfback for a varsity football team good enough to fill Yankee Stadium for its annual game with Fordham and to nearly beat the University of Nebraska.

He graduated in 1928. He started a business. He did well enough to marry, begin a family and support his family through the depths of the Great Depression. He continued the friendships he had started at Pi Lambda Phi.

But Not Four Years but a Lifetime meant more to him than just these friendships. His work required extensive travel. As he traveled, whenever he was near a Pilam chapter, he would stop by, introduce himself, get to know the brothers and ask what he could do for them. No one told him to do this. He did it because he loved Pi Lambda Phi. He lived Not Four Years but a Lifetime.

Eddie Orloff was my father. I wish I could

BIG PI SPOTLIGHT

say that he taught me about Pi Lambda Phi and Not Four Years but a Lifetime. He never got the chance. He died without warning of a massive heart attack. He was 41. I was 5. But what he couldn't teach me perhaps he passed along in his genes.

I arrived at Rensselaer Polytechnic Institute in the fall of 1956, a 16 year old freshman, academically and socially unprepared for a large, demanding university. For the first time in my life, I was struggling with my studies and to fit in. Somehow Pi Lambda Phi saw potential that I had come to doubt myself.

New York Kappa Tau Chapter had been founded in 1949 as a local fraternity, Kappa Tau. Many of its founders had experienced diversity in the armed forces and accepted it as how things should be. When they chose men for their fraternity, they were interested in the man, not his religion, nationality or the color of his skin.

They understood that the longevity of Kappa Tau would require the guidance and resources of a national fraternity. They spoke to a number. In each case, the answer was the same. We'll take you, but only if you get rid of so and so. We don't accept men of his religion, race, nationality, skin color. Kappa Tau's reply was always, we're not interested, if that's the condition. Small wonder they chose Pi Lambda Phi. They were initiated in 1954.

The successors to the founders of Kappa Tau accepted me for what I was and might become, not for how well I fit someone's stereotype. They encouraged me to share in the leadership of the chapter, as Rushing

Chairman, creator of the first alumni homecoming and alumni newsletter, Scribe and Marshal. They helped me to grow and to learn skills that would serve me the rest of my life.

My term as rushing chairman is one example. Although usually one of the smallest houses on campus, we had, for us, a large graduating class. Rushing began with freshman naming the fraternities by which they wanted to be rushed. Only three picked Pi Lambda Phi. What resulted was an exercise in what today we would call branding. I had to decide quickly what made us different and better, why this should matter and how to sell it to an audience that had overwhelmingly said it wasn't interested. A big part of the answer was diversity. We succeeded and recruited the largest pledge class to that date.

I graduated in 1960, earned my MBA at Harvard and started a career that began in corporate strategic planning and mergers and acquisitions and led into investment banking.

In 1990, I moved to Atlanta to start a boutique investment banking firm in mergers and acquisitions. My objective was not just to earn a living but to change lives, by helping people to realize the dream of owning a business

or to gain access to the time and money needed to pursue other dreams by selling one. Working for myself, I would eventually have the freedom to indulge a passion for volunteering.

My life as a volunteer had begun almost as the ink was drying on my Harvard diploma and has continued for more than half a century. I have been privileged to serve my Fraternity, alma maters, profession and community, locally and nationally, in roles that have enabled me to contribute, form friendships, grow and learn.

A decade or so ago I began to think seriously about institutions that had had a profound impact on my life, the obligations that should go with these benefits and how I could fulfill these obligations. One result will be the bequest of a scholarship fund for Pi Lambda Phi to be named after my father and myself, preserving in memory a bond that



Pi Lambda Phi 1959 National Convention - Boston. Orloff (second row, fourth from the left)

BIG PI SPOTLIGHT



Orloff (right) with Brother Lew Bergins (left) building a display for the Interfraternity Conference Ball during his Junior year at Rensselaer

lasted too briefly in life.

When I moved to Atlanta, I declined a chance to be President of the Rensselaer Alumni Association. The responsibilities of starting a new business would leave too little time to be effective. I decided that what time I could devote to RPI would be most effectively spent on fundraising. The result was a relationship with the Rensselaer Annual Fund that continues to this day. I am currently leader of a team of 50 or so volunteers who raise more than one-quarter of the Annual Fund. I lead this team by example as its top fundraiser and Vice Chairman of the Advisory Council of the School of Management and Trustee of the Advisory Council of the Annual Fund.

Five years ago Shawn Upchurch, Jeff Buhler and Chip Luman asked if I would serve on the Board of the Educational Foundation. Fortunately for me, I said, yes. Participating

in strengthening our Fraternity, planning its future, assuring the Longevity of Pi Lambda Phi has been a great privilege.

So what have I learned from a lifetime of volunteering? Let me try to summarize.

Wealth and power should not be an end in themselves. They will not be fully enjoyed until used in helping others.

Whatever we have achieved in life, we have been helped to do by others. In accepting this help, we should accept an obligation to assure that those who follow us will have the same opportunities from which we benefitted. This obligation includes sharing both our time and treasure with institutions that have helped mold us.

Pi Lambda Phi is a unique institution. As obvious as the wisdom of a diverse, non-sectarian fraternity seems today, as widely accepted as it is, it was a radical idea when first propounded by Frederick Manfred Werner, Louis Samter Levy and Henry Mark Fisher.

The words of our Creed, "that all men are created free and equal," echo those of Thomas Jefferson in the Declaration of Independence. The implication that, "freedom implies the elimination of prejudice," necessarily follows. The commitment that, "it is incumbent upon me to fight for such freedom, even with my life," was made by those who fought the Revolution that the Declaration of Independence was written to explain. Yet in the time of Brothers Werner, Levy and Fisher, all too few lived these words.

The common response to discrimination was for those excluded to withdraw into

institutions as exclusionary as those from which they had been excluded. The idea that victims of discrimination should form institutions that would be open to even to those who had discriminated against them was as radical in 1895 as were Thomas Jefferson's words in 1776. 121 years later, that idea endures, it remains vital and it has been widely, but sadly, not universally accepted.

That our ideals and our Fraternity have endured for 121 years is the result of the work of generations of men dedicated to the Longevity of Pi Lambda Phi. So tonight I ask you to consider how we can all live Not Four Years but a Lifetime and commit to the Longevity of Pi Lambda Phi for the next 121 years and well beyond. We can do this:

Let our chapter and International



Orloff receiving the Big Pi Award from Shawn Upchurch, Educational Foundation President, at the Presidential Awards Banquet during the 121st Anniversary Leadership Convention

BIG PI SPOTLIGHT



Orloff (back left) pictured with his sophomore year roommates, Brother Mike Swagel (center) and Armand Gilman (right), along with three co-eds.

Headquarters know who we are and where we are. They can't communicate with us if we can't find us.

Give our email address to our chapter and IHQ. It is so much more efficient to communicate digitally than by postal mail, that they can afford to do it much more often. We want to share with you the inspiring stories of how we are helping young men to discover and realize their potential and molding future Big Pi's, men who will help build a better Fraternity, community and world.

Helping to teach young men to lead like a Pilam, providing scholarships, building strong chapters, reviving lapsed chapters, expanding to new campuses and communicating with and serving alumni cost money. Who is going to pay for it? We can. We should. We must. Give as generously as

you can to the Pi Lambda Phi Educational Foundation. At least once a year write a check or give online. If you are able, consider a major gift and a bequest.

Volunteer, for our chapter, nationally or both. The great work of Pi Lambda Phi is done by Pilams. There is much to be done. Help to do it. The rewards will be substantial.

So thank you for this award. Thank you to Brothers, past, present and future who have enriched my life by making it possible for me to be a Pilam and to be proud to be a Pilam and of all Pi Lambda Phi stands for, has accomplished and will accomplish. It's a Great Time to be a Pilam. If we continue to live Not Four Years but a Lifetime, I am confident of the Longevity of Pi Lambda Phi.
[end speech]

Once again, on behalf of Pi Lambda Phi Fraternity and its Educational Foundation, I want to thank Brother Roger Orloff for his selfless years of service and giving, and congratulate him on being the newest member of the Big Pi Chapter!

Fraternally Yours,
Shawn Upchurch, C.K., President
Educational Foundation

Your Donations

Your first taste of significant responsibility may have come from Pi Lambda Phi. Your life has probably been shaped by this experience. You grew and matured because of it. You formed friendships that have lasted a lifetime. Please give today to assure that another generation of undergraduate Brothers will have the same opportunities.

Through the years, all of us have seen deserving undergraduate Brothers be a part of this Fraternity but also struggle because of merely not having enough money to cope with ever rising tuition costs.

There are two ways to give; either online via credit card, or by mail with a check. Your generous donation can make an impact today!

Give online at:

www.pilambdaphi.org/donation

By mail:

Pi Lambda Phi Educational Foundation
Gift Processing Office
c/o P.O. Box 2
Grafton, OH 44044

We are asking you to join us in funding educational projects. Your gifts can send Brothers to receive leadership training at the Annual Convention, or provide incentive scholarship grants to deserving Brothers.

2016 CONVENTION RECAP

As a recently initiated brother and founding President of Pilam's new colony at Hofstra University, I was honored to represent my colony at Pi Lambda Phi's 121st Anniversary Leadership Convention in Lisle, IL. On August 11, I, along with 105 other undergraduate brothers from across North America gathered at the Hyatt Regency. The four days were filled with discussions, trainings, and peer interaction—all for the betterment of our chapters, as well as our organization as a whole. Though the days were long, Convention served to connect brothers from across the nation in a mutual dedication to the health and wellbeing of Pi Lambda Phi. The International Executive Council, as part of their beginning stages of developing a new strategic plan,



Major Mark Woodsmall, '81 IN Alpha Delta, (retired) receives the Military Recognition Pin from Ian Lowe, Executive Director, for his 30 years of service in the armed forces.

was adamant in receiving input from the undergraduates, illustrated through several breakout sessions and open-floor conversations about the present state and future of our fraternity. Though the attending students learned a great deal from staff, Fraternity leadership, and peers, it is safe to say that the IEC Councilmen and Foundation Trustees learned much from the students as well.

As one might expect, the Awards Banquet was one of the highlights of Convention. Brothers enjoyed each other's company while digging in to fine food and delectable cake. Even better than the cake, distinguished chapters and individuals were recognized for their hard work and dedication to Pilam. Some notable winners were Ohio Beta Tau Chapter at Baldwin Wallace University taking home the George A. Beck Outstanding Chapter Award, Massachusetts Theta at the Massachusetts Institute of Technology received the Isador Halprin Memorial Scholarship Award for the second year in a row. Indiana Alpha Theta Colony at Indiana University received both the Jules Lennard Elimination of Prejudice Award and the Colony of the Year Award, and their campus advisor, Barry Magee, won Campus Advisor of the Year. Ben Mitchell from Florida Delta at the University of Florida and Travis Taylor from New York Kappa Tau at Rensselaer Polytechnic Institute were honored with the Rafer Johnson-Upsilon Achievement Award, the top individual undergraduate award.

The night culminated with the final two alumni awards. First, Jeff Buhler, C.K. of Florida Delta, was presented the Edward Goldman Alumnus Achievement Award



Andrew Foray, 2015-2016 Undergraduate IEC Councilman and Chairman of the House of Delegates leads the 2016 House of Delegates meeting.

for his numerous years of service to the Fraternity, including his six years as the President of the International Executive Council. The final award was the Big Pi presented to Roger Orloff, New York Kappa Tau at Rensselaer Polytechnic Institute. In his acceptance speech, Brother Orloff spoke about the importance of living our motto, "Not Four Years, But a Lifetime," as well as the importance of giving back to those who have given so much to you. Visit here for the full list of 2016 awards recipients. Congratulations again to all award recipients!

The 2016 Pi Lambda Phi Convention was a great success, attracting high-quality men ready to learn, teach, and cultivate strength and unity throughout all of our chapters and

2016 CONVENTION RECAP

colonies. This year welcomed a number of new colonies and brothers, showing off the growth prompted by Pilam's reinvigorated initiative. Juan Lopez, Florida Delta, the newly-elected Undergraduate Representative on the IEC, commented that "once I got to Convention and saw the number of brothers who were there from recent colonizations, it hit me how great of a job Pi Lambda Phi is doing at gaining more size and strength." Future Conventions will likely see an even greater turnout as our number of chapters continues to grow, and the IEC can continue to count on our undergraduate brothers for candid feedback and ideas regarding the future of our fraternity.

Special thanks to Paul Griffin, Calvin Carie, Ian Lowe, Patrick Spanner, Michael Zanotelli, Orrin Webb, John Palasits, Daniel Degallier, Lauren Patricio, and Raj Chidambaram for all their hard work to ensure that Convention was a success.

Fraternally,
Graham Bellairs '16, President
New York Alpha Tau
Hofstra University



"NOT FOUR YEARS..."

JEFF BUHLER RECEIVES EDWARD GOLDMAN AWARD

Written By: Jonathan Finnerty '15, NJ Alpha Lambda

The Edward Goldman Alumnus Achievement Award is granted to an alumnus for their contributions to Pi Lambda Phi. Originally initiated at FL Delta in the Fall of 1990, this year's recipient of the Goldman Award is Jeff Buhler, C.K.

Buhler has devoted much time and energy to Pilam. His roles have included IEC President; Educational Foundation Trustee; Chapter Advisor and House Corporation President for his Florida Delta chapter; Leadership Consultant; Director of Chapter Services; Assistant Executive Director; and Director of Development for the Educational Foundation.

When asked about his most notable contributions as IEC President, Buhler responded, "We made a commitment to ensuring the longevity of Pi Lambda Phi by focusing on the relevance of our Creed and establishing an operational structure that would provide healthy chapters today and growing chapters tomorrow."

The Edward Goldman Award is given to those who demonstrate a high devotion to Pilam. Buhler is no exception to this standard. Embracing the values of the Fraternity, Buhler says, "Each of our values is like a pillar that creates the strength of our 121-year history, and lays the foundation for the next 121 years."

After asking which of the core values was most important, Buhler responded, "While I do not believe any is less important than the others, our character value is a unique thread that binds our Brotherhood together. Our founders created a society of men that was open to all men based

upon their character, not their differences."

The history of Pilam also provides an example for the thread of character, Buhler said, "We have a legacy of tearing down barriers and creating a better society between people. The character of our Founders and legendary Brothers like Jules Lennard, George Beck, Rafer Johnson, Fred Dobens and David Temple are inspiring to me."

History aside, Buhler still believes that the mission of Pi Lambda Phi, as reflected upon in our Creed, is as relevant today as it was 121 years ago, "We are too often reminded of the prejudice, discrimination and hate that still exists today. Our college campuses are the development platform for tomorrow's leader and engaged citizens; these campuses need Pilam, our Creed and our commitment to the elimination of prejudice."

Being a great example of what continued service to Pilam ought to be, Buhler has taken his skills learned while an undergraduate Brother and has applied them to his professional life. He currently serves as the Senior Vice President of Customer Service at Massey Services, a pest prevention, termite protection and lawn care company with 140 locations across the Southeast. Buhler is also Chairman of the Board for the Orlando Science Center and President-elect of the National Association of Landscape Professionals.

Buhler offers this advice to undergraduate Brothers: "Our Fraternity is like many opportunities in our lives as there is a direct correlation between what you invest and commit and the benefits you will receive." Adding, "Leading like a Pilam as an undergraduate member provides



a wonderful parallel development opportunity to our students' academic journey. Learning the impact of values based recruitment and gaining experience in holding your peers accountable will benefit our career and communities the rest of your life."

Congratulations to Brother Jeff Buhler, C.K. on his achievements and for receiving the Edward Goldman Alumnus Achievement Award. His many years of dedication are the prime example of Pilam leadership in action.

"NOT FOUR YEARS..."

CHIP LUMAN RECEIVES COUNCIL KEY

Written By: Patrick Spanner '08, WA Epsilon Alpha

Brother Chip Luman is a leader who gravitates towards daunting challenges. After joining the Pi Lambda Phi Educational Foundation as a Trustee in 2008, he was elected President in 2009. During Luman's six-year tenure as President, the Foundation traversed many challenges and has emerged significantly stronger because of his leadership.

Luman, an avid music and micro-brew enthusiast, was introduced to Pilam in 1986 at Pennsylvania State University. In addition to offering a strong brotherhood and a social outlet, the PA Omega Gamma Chapter offered a unique opportunity. Being re-colonized only a couple years prior, PA Omega Gamma had a "startup" feel and presented Luman the opportunity to build a Chapter with his fellow Brothers. Since joining Pilam at Penn State, Luman has continued to have a passion for startups.

Today, he serves as the Chief Operating Officer for HireVue, which Luman joined in 2008. Along with his passion for startups, Luman took the Creed of Pi Lambda Phi with him into his career. In the world of startups, where success, such as that seen by HireVue, is rare. Luman credits some of HireVue's success to his philosophy on how he builds his team, and that philosophy's connection to our Creed.

When Luman assumed the role as President of the Educational Foundation, there were multiple challenges facing the organization, including "overcoming past perceptions and reengaging alumni." In 2010, under his leadership, the Educational Foundation, in partnership with the

International Executive Council, launched Pilams current Strategic Plan, which has resulted in many positive strides for the Fraternity. In addition to helping create the processes and environment for the Fraternity and Foundation to work as one, Luman takes most pride in expanding the reach and opportunities for alumni to be involved, increasing the number of scholarships, and replenishing restricted accounts.

For his meritorious dedication, Brother Luman will be awarded the prestigious Council Key. Awarded to a Brother for outstanding and continued service, the Council Key is one of the highest awards a Brother may obtain for service to Pilam.

As he looks toward the future of Pilam, Luman believes the Creed, and our ability to translate it into a message which continues to resonate on college campuses, is pivotal to our success.

"We are making big steps and have a plan for achieving greatness," shared Luman. "We need to continue to execute on our plan and grow the Foundation, so we can support our undergraduate Brothers at the level they deserve. It is incredibly important for alumni to give back."

The path to greatness is never easy. Without leaders like Brother Chip Luman, traveling down that path would be far more difficult. Thank you Brother Luman for your selfless service to Pi Lambda Phi and your lifelong commitment to Creed!



CHAPTER SPOTLIGHT

FL DELTA - "LIGHTNING IN A BOTTLE"

Written By: Juan Lopez '13, FL Delta, & Alex Salamanca '10, FL Delta

While it is immensely challenging to capture lightning in a bottle, it is even more challenging to build a fraternity.

Since its establishment nearly a century ago, the University of Florida's Chapter of Pi Lambda Phi Fraternity – FL Delta – has built a rich history on campus and beyond, including its time as the top fraternity on campus in the late 20th century. However, over the past fifteen years, the Chapter has endured rough patches which questioned its existence.

From its re-founding in 2001 after a few-year shut-down, to a significant membership re-organization in 2010 which cut the Chapter's numbers by nearly 75%, times have been tough. But, embodying the true Pilam spirit, the men who remained in the Chapter committed themselves to rebuild.

Competing against fraternities averaging over 100 members which easily pulled in pledge classes of 30 or more members was not easy for such a small fraternity. Few wanted to join what seemed like a small player in the university's storied fraternal life.

But then, when times looked bleak, a storm started to roll in. Starting in 2012, the Chapter partnered with Pilam IHQ to boost summer recruitment. Implementing newfound recruitment tactics, the Chapter saw its numbers grow from approximately 30 men to well over 70 brothers. Finally, the Pilam that FL Delta alumni dreamed about was back and it was time to Lead like a Pilam once more on campus.

Only three years later, another opportunity – even more challenging than the last – presented itself to the fraternity. In the summer of 2015, a group of over 100 men lost the ability to have a fraternal experience at the University of Florida. This time, it was the perfect storm rolling in.

Recognizing the mens' high potential and their strong familial connections to the Chapter and Pilam as a whole, the Chapter began talks about the possibility of offering them a new fraternal experience at Florida within Pilam.

Spearheaded by FL Delta alumni Jeff Buhler, C.K. '90 and Neil Solomon '88, both sides of undergraduates came together – Juan Lopez, then Chapter President, and Ben Mitchel, point person for the men – to discuss the group's future. After multiple meetings and with the support of key IHQ, University, and Alumni stakeholders, the FL Delta Chapter decided to move forward with the opportunity.

As Brother Solomon put it, FL Delta had just "caught lightning in a bottle."

While the initial discussions were not easy, the parties soon found the real challenge in deciding which men were truly Pilam material and figuring out how to properly assimilating them into our brotherhood. Brothers Buhler and Solomon again took the lead – assisted by fellow FL Delta alumni Phil Spence '05 (Chapter Advisor), Romano Muniz '05, Myles



FL Delta (University of Florida) - 2016 Nose Bowl Champions

O'Keefe '05, and Lawrence Lipp '04 – to guide the Chapter on the multi-month process of selecting which men had standards high enough to become Pilams.

Once the nearly 100 men were selected, they moved through a tailored and intense three-week new member education process, culminating with their initiation into Pi Lambda Phi, Fraternity.

To manage the new and enlarged Chapter while still continuing normal operations such as fall recruitment, FL Delta's Rex position was divided between Juan Lopez and Ben Mitchel. Under the newfound leadership of the Executive Board, FL Delta began to soar.

The fall of 2015 saw the Chapter initiate an additional 29 men and beat Tau Epsilon Phi (TEP) in Nose Bowl, the longest-running fraternity rivalry flag football game in North America, by a score of 26-7. While the score

CHAPTER SPOTLIGHT



FL Delta Brothers Juan Lopez, 2016-2017 Undergraduate IEC Councilman, Phillip Spence, Chapter Advisor, and Ben Mitchel, 2016 Rafer Johnson Award Winner, celebrate FL Delta's accomplishments at Pilam's 2016 Convention

of the game was in FL Delta's favor, the men also won as Pilams – as gentlemen.

The fall momentum carried into the spring of 2016, enabling the Chapter to raise over \$45,000 for Dance Marathon (an annual philanthropy event at college campuses across the country which raises money for the Children's Miracle Network) and initiate an additional eight men.

Like a phoenix weathering the storm, FL Delta had risen from just 30 remarkable men into a Chapter numbering over 185 diehard Pilams.

As the men learned, success often brings its own unique set of challenges. Communication and the day-to-day operations of such a massive chapter became more complex, as did learning to properly risk manage. Some Chapters and leadership teams might have crumbled under the new pressure, but – with support from alumni, IHQ, and the University – FL Delta has continued to work through

the challenges and quickly climb through the ranks of the top fraternities on campus.

Looking back on the process, the brothers of FL Delta experienced tremendous growth. For the brothers who were invited in, they were able to continue their fraternal journey within a Chapter deeply rooted in tradition and supported by a stable alumni base. For the pre-existing brothers, they gained the athletic, social, and academic excellence they had been working towards in recent years. Finally, for the new members who joined the fraternity, they have become part of a legacy which they may not yet quite understand – the opportunity to make FL Delta once-again the best fraternity on campus.

The fall of 2016 has already brought multiple successes to the Chapter including increased

alumni donations (allowing the Chapter to renovate its beloved house basketball court, turning it into UF's first fraternity full court) and a new member class of over thirty men.

FL Delta continues to aim higher, striving to repeat its win at Nose Bowl by score, achieve the highest fraternal GPA on campus, and beat its past year's fundraising goals for Dance Marathon. Capitalizing on the unique opportunity afforded to them just over a year ago while keeping in mind our Creed and values, the brothers of Pi Lambda Phi Fraternity at the University of Florida are truly embodying what it means to Lead like a Pilam for "Not Four Years, But a Lifetime".



FL Delta's Fall 2015 New Member class celebrate on bid day

FOUNDATION BOARD UPDATE

DAVE LABANC JOINS FOUNDATION LEADERSHIP

Written By: Tim Davey '06, OH Beta Tau

Volunteer firefighter, Philanthropist, Councilman, Trustee, and Higher Education professional joins the Leadership Team.

Dave LaBanc is currently serving as the Facilities Projects and Space Management Coordinator at the University of Mississippi, where his wife, Brandi, also works as the Vice Chancellor for Student Affairs. Prior to this, he has worked at Baldwin Wallace University, Elmhurst College, and Northern Illinois University.

Dave is a constant show that “Not Four Years, but a Lifetime” is something we all should work to achieve. Since joining Pi Lambda Phi in 1992, he has shown incredible dedication to both his Alma Mater and the Fraternity as a whole. When his Chapter, Ohio Beta Tau (OBT), was removed from Baldwin Wallace in 2004, Dave answered the call and lent his hand in getting the chapter re-instated. Through his strong efforts, the chapter came back early. Dave continued his guidance as the Chapter Advisor for the next two years. Though no longer the Chapter Advisor, he continually aided the chapter with his guidance and professionalism as an Executive member of the Alumni Chapter for OBT.

Serving is not just a hobby for Dave, it's a way of life for him. Whether it is helping his Alma Mater or serving as a member of the Board of Directors for Juvenile Diabetes Research Foundation in Northeast Ohio, serving the public good is in Dave's blood. Following



his time in Northeast Ohio, he moved on to Northern Illinois, where before even becoming an employee he volunteered his time to assist managing the over 500 volunteers on campus following a tragic campus shooting that took place in 2008. As he moved on from Illinois to Mississippi, he has continued this trend of service to his community by serving as a Volunteer Firefighter for Lafayette County.

For Dave, serving is second nature. It is with a warm heart that we welcome his expertise and experience to the Leadership Team for the Foundation. We know that with his voice added to the mix, we will continue moving in the right direction.

The FRATER of Today

The Frater, the original Pi Lambda Phi magazine, was first published in 1915. Originally, The Frater was published four times annually and was intended to be a lifetime subscription to keep all Pilam Alumni connected to the operation of their Fraternity.

Technology has increased the ability to share news in a timely manner through the Fraternity website, email, Facebook, Twitter, and plenty of other social media tools. These new methods allow the Fraternity to stay connected with the entire Brotherhood while reducing the costs to produce and mail a printed magazine. The savings from even a single printing can fund several scholarships and educational programs offered to our undergraduate Brothers. The Trustees constantly review programs for ways to increase the value of your donations.

Sharing information is vital to our Brotherhood. We want to connect with you and keep you updated. We hope you find this digital version of The Frater useful. Please stay connected with us by “Liking” the Pi Lambda Phi page on Facebook, and visiting our website frequently. Updates are posted weekly to let you know what your Brothers are accomplishing.

We hope you enjoy this issue of The Frater.

If you are unable to view The Frater, you may instead request a printed version by contacting the Foundation at foundation@pilambdaphi.org.

SCHOLARSHIP RECIPIENTS

Annually, through your donations, the Educational Foundation awards scholarships to some of the top undergraduate Pilams. The recipients had GPA's above 3.0 and had involvement in their Chapter, campus, and communities.

2016-2017 Recipients



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Scholarship Committee

The Educational Foundation would like to offer to special THANK YOU to the following Trustees and alumni volunteers who served on the 2016-2017 Scholarship Committee.

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Thank you to the Brothers and Friends of Pi Lambda Phi who gave generously to the Pi Lambda Phi Educational Foundation during the 2014-2015 fiscal year (July 1, 2015 - June 30, 2016). Below are the names of those donors.

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Brian Collins '81, FL Delta, welcomes his son, Kyle Collins '16, into Pilam after his initiation into the FL Delta Upsilon Chapter at the Florida Institute of Technology.

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NY Beta Omicron Fall at St. John's University celebrates after the initiation of their Fall 2016 new member class

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THE CREED OF PI LAMBDA PHI

That all men are created free and equal.

That no society of men can flourish unless members of that society are endowed with the opportunities and privileges of freedom.

*That freedom implies the elimination of prejudice --
That the elimination of prejudice means a better understanding 'twixt men.*

That it is incumbent upon me to fight for such freedom even with my life.

*That it is incumbent upon me, in my personal life,
to be devoted to the highest standards of honesty and justice.*

*That because my country is dedicated to the highest standards
of freedom and justice for all men of all creeds,
I hereby pledge allegiance to my country, and to its national symbol.*