

RESOURCES
IN
ACTION:

MONTANA BETA REACHES NEW HEIGHTS



Nearly every chapter with a house has experienced the very real challenges of an operational cash crunch or some other urgent financial issue that could not be resolved easily without external assistance. Most of us — alumni and chapter collegiate members alike — have been in a situation where we, despite being part of such a large organization, felt like our chapter and its support network was on an island with few options for financial recovery or worse, with no apparent way to survive. It is difficult enough having to re-invent the wheel when new problems and challenges come our way, let alone financial duress.

In fall of 2012, Montana Beta's membership stood at fewer than 15 members and, due to the small membership size, experienced myriad cash-flow issues throughout each semester. Frequently, the chapter was unable to pay bills in a timely manner halfway or late in the semester, and many of those invoices were held until the next round of cash was collected for dues and rent. Additionally, occupancy of the chapter house was very low, making it difficult to pay all of the housing-related expenses. With those factors in mind, the Montana Beta House Corporation was forced continuously to rely on alumni donations to ensure that all of the bills were paid.

At the beginning of Fall 2013, the Montana Beta House Corporation contracted with Greek Housing Management, LLC, a branch of the SAE Financial & Housing Corporation, to manage the property under its management structure and agreement. In addition, the corporation secured a loan from F&H to help manage cash-flow shortages while the chapter men grew their membership and made necessary operational efficiencies. The loan is scheduled for payoff in August 2017.

One of the highlights of 2015 was SAE F&H's willingness, ability and commitment to help the Montana Beta chapter and house corporation by providing resources that smoothed their cash flow

House Corporation

Member-Support Initiative

F&H has recently announced the availability of web-based best-practices content that can be accessed and downloaded to members of Sigma Alpha Epsilon house corporations. The content on the F&H website is listed in various categories that, when selected, will be displayed for your review. If any of the content is applicable to your needs, it can then be downloaded and saved.

F&H Corporation

For those who want to know more about the F&H business model

Housing Development

For those thinking about remodeling or renovating an SAE house

Property Management

For those needing assistance dealing with the many aspects of managing the day-to-day operations of a successful chapter house

Housing Loans

For those wanting to explore an infusion of cash through a short-term loan

Housing Services

For those wanting to learn more about national buying contracts that can provide better pricing leverage

To gain access to these assets, users must have a password, which was provided via e-mail to alumni and house corporation members whose contact information is in the national database. If you are a chapter adviser or house corporation member who did not receive the announcement e-mail, please contact Honorary F&H Board Member Ryan Martin at rtm.thephoenix@gmail.com. In the message, please indicate your role with the chapter and provide your contact information, including a cell number and your preferred e-mail address.



and provided direct operational support. F&H staff provided regular operational assistance, and the F&H board members approved a short-term loan to the Montana Beta House Corporation, allowing them to manage their intra-semester financial and operational issues in a better way. F&H staff coached and provided the MTBE House Corporation with best practices in a number of areas, including strategic budgeting, implementation of a membership deposit concept and the establishment of a competitive lease and parlor-fee price for brothers both who live in and live out of the chapter house.

Today, the Montana Beta chapter has a roster of more than 50 men. And the house corporation no longer needs to rely on the financial generosity of alumni members to make ends meet. A plan is in place, with progress toward that plan, of establishing financial reserves and paying all bills on time. In addition, the group is making progress on paying off debts that accumulated during the challenging times.

“One of the most significant impacts of F&H’s help was knowing we had the support of knowledgeable and experienced people who had been through these situations before,” says Kurt Ingold, House Corporation Treasurer. “Being able to rely on F&H’s team, along with the financial resources they were able to provide us, was very helpful to us in our growth plan.”

“We know that SAE’s undergraduate experience is made richer when the brothers have the privilege of living together in a chapter house,” says Charlie Boyd, President of the SAE Financial & Housing Corporation. “We also know, through years of property management, that the quality of that experience is heavily influenced by how well prepared the chapter is to manage itself in a business-like way.” *Do you have questions about resources offered by F&H to help you with the issues facing your chapter and house corporation? If so, contact Associate Executive Director Greg Somers via e-mail at gsomers@sae.net or at (773) 590-1056. **END***

Q: What Is Greek Housing Management, LLC?

A:

GHM, a wholly-owned subsidiary of SAE Financial & Housing Corporation, provides property-management services to Sigma Alpha Epsilon chapters. Those services are provided through a management agreement with each client chapter.

The GHM manager performs duties such as building chapter budgets and advertising for chapter services, such as screening, interviewing, hiring, training, supervising and terminating

the chapter’s employees in consultation with the chapter’s leaders and others. GHM pays all vendors, handles all aspects of payroll, collects leases and invoices, and collects all rents and fees.

See the F&H website at <http://saefandh.com/services/management/> for more details about GHM.