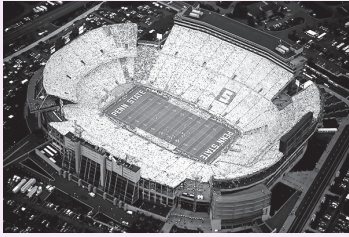


## PSU FOOTBALL



With football season in full swing, we received this update from Brother **Mark Frisina '82**, on his favorite PSU football memory — and pledge pranks.

"Definitely when PSU beat Nebraska in the first night game. Many at the fraternity — pledge pranks as a member of the TAILS pledge class stand out, especially the time that we egged the brothers while they sat for dinner. The SAE experience was a new memory every day. Too many to list."

## LOST LIST

### Keep Your Brothers In the Know!

Update Your Information Today  
Take a minute to look over the **lost mailing list** and **lost e-mail list** at [www.saepsu.com](http://www.saepsu.com) to see which of your brothers are missing.

If you know their updated contact information, you can submit it by right clicking on their name and selecting "Open Link in New Tab," which will trigger an email pop up to [requests@affinityconnection.com](mailto:requests@affinityconnection.com). Once you've typed your message, send it our way so we can update our records! All contact information is stored in a secure database and is not traded or sold. Publications are limited to once monthly eLetters and biannual print newsletters.



FALL 2016

# The RANCHER

PENNSYLVANIA ALPHA-ZETA  
SIGMA ALPHA EPSILON  
THE PENNSYLVANIA STATE UNIVERSITY  
STATE COLLEGE, PA

[WWW.SAEPSU.COM](http://WWW.SAEPSU.COM)

## ALUMNI UPDATES

### Alumnus Receives Promotion

**"Being A Past Eminent Archon Was A Tremendous Experience That Helped Me Immeasurably"**



Marcus & Millichap recently promoted **J.D. Parker '03** to Division Manager of the firm's Northeast Division, a territory that includes Manhattan, Boston, Brooklyn, New Haven, New Jersey, Westchester,

and the firm's Ottawa and Toronto offices in Canada.

A senior Vice President since 2015, Parker previously served as district manager for Marcus & Millichap's New York Tri-State region where he oversaw five offices and more than 250 brokers and staff.

"As district manager, J.D. did a wonderful job growing our Manhattan office to become Marcus & Millichap's top office by sales volume and number of professionals," stated Mitch LaBar, Marcus & Millichap Executive Vice President and Chief Operating Officer. He has also played significant roles in leading a number of company initiatives, including his contributions as a member on the firm's technology steering committee."

Parker has been on a fast track at M&M since joining the firm in 2004, breaking into the business as an Investment Sales Agent in the New York area. He was named the firm's Rookie of the Year and won a national achievement award from the firm his first year and was promoted to sales manager in Manhattan in 2006. A promotion to Regional Manager in Brooklyn followed in 2007 before being named Regional Manager in Manhattan in 2010, the same year he was promoted to Vice President. Under Parker, the Manhattan office of Marcus & Millichap was the No. 1 office in the firm from 2011 - 2015.

Parker is an active member of the Real Estate Board of New York and the International Council of Shopping Centers.

Said Parker of his time at SAE Penn State, "Being a past Eminent Archon was a tremendous experience that helped me immeasurably. My pledge Brothers have become my real Brothers — nurture those relationships. Work hard, play harder!"

*Information courtesy of costar.com*



### Vinnie Lizza '13

"Currently I run Sales for NYC/NJ Division for a Specialty Software Product with Dell Technologies (formerly EMC Corp). I have been in the role approx. 18 months and have

been at Dell EMC since graduating in May 2013.

I think some of the biggest takeaways from being a part of PA Alpha-Zeta were focused around leadership, accountability, and relationship management. To be successful in a very numbers/statically driven sales job, all three of the previously mentioned traits play directly into my ability to over-achieve on my goals and maintain myself above my peers. Outside of work it has been hugely beneficial as I am marrying my college girlfriend who I happened to meet at the Ranch!"



### Scott W. Morgan '79

"I was recently elected Mayor of the Town of Gulf Stream, Florida. I am also President of Humidifirst Co., a manufacturer of commercial humidifier systems."

2017 Blue-White Weekend Set- With Changes

Blue-White weekend is set for April 21-23 in 2017, with the Blue-White game scheduled for Saturday the 22.

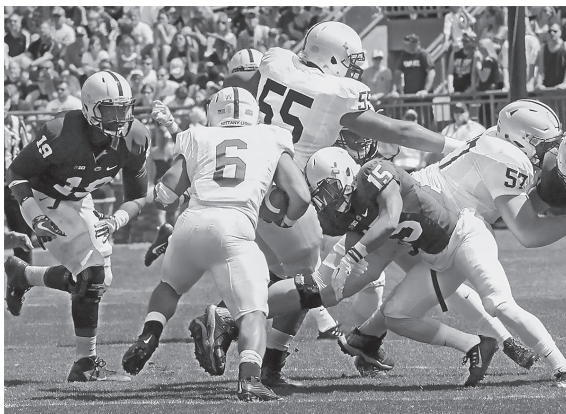


Citing expenses associated with Penn State’s annual Blue-White weekend, the university’s athletic department announced recently that it will charge some to park in the lots surrounding Beaver Stadium for the 2017 Blue-White game.

Season ticket holders who also have a parking pass will still be able to park for free, which is how it has been for years for all fans attending the Lions’ April spring practice finale.

That will change next year; for those without a season parking permit from the prior season, a \$20 cash only fee will be charged to “help meet some of the expenses associated with the Blue-White Game,” according to a PSU release.

Overnight RV parking for fans arriving on Friday night will still be \$60, while



RVs arriving on Saturday will park in the overnight lot and will be charged \$20.

“Blue-White Weekend is a tremendous illustration of the Penn State community coming together all across campus,” Director of Athletics Sandy Barbour said in a release. “Blue-White is a great example of Athletics serving as a conduit for our Penn State family connectedness.”

But the costs associated with that connectedness have started to add up.



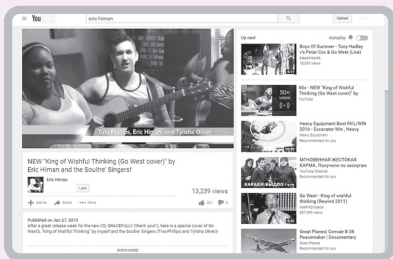
According to Penn State:

- The athletic department spends over \$500,000 annually on the weekend, which also includes other sports events and activities.
- It spends \$60,000 for clean-up outside of the stadium after the Blue-White Game, and approximately \$9,000 for clean-up inside the stadium.
- It puts in 3,000 hours of preparation for the weekend, not including hours recorded by 650 game-day personnel.
- Over 65,000 fans attended the Blue-White game, according to a Penn State estimate, in 2016.

*\*\*From pennlive*

ALUMNUS ON YOUTUBE!

Eric Himan '01: From Humble Beginnings to Stardom



“My favorite memory of PSU is when I started gigging at SAE Happy’s parties. I was just starting to perform out as a singer/guitarist. SAE gave me the chance to start playing in front of people. I learned a bunch of cover songs and played my first show at the house. Everyone complimented me and started encouraging me to play more. I put together a band and we started playing a lot of the fraternities. I went on to tour opening for big acts like Leon Russell, Edwin McCain, Ani DiFranco, and more.”

Check out a great video of Himan and friends performing a cover of the 1990 smash hit “King of Wishful Thinking,” by British pop band “Go West,” by visiting YouTube.



## TESTIMONIAL

### Having Brothers For Life Is Priceless

We want to share a story with you. This story comes from a Penn State fraternity and a situation that took place in 2013. One brother had a daughter who was facing a very serious genetic illness. The best doctor available in the area was in Baltimore, but he had closed his doors to new patients. As often happens, this brother's dilemma was shared by one brother to another, and to another. Thanks to the efforts of one brother, the base of those who knew about this expanded, and the doors (literally) opened. This young girl was able to see the specialist she needed and begin her path to healing.

But there is a bit of a sad ending to this story. While the father of the girl did everything he could to thank his dear fraternity brother, there really wasn't an immediate opportunity to see him face to face.

He sent emails and made phone calls. Then, the opportunity presented itself. The chapter was holding its 100th anniversary, and he would certainly be able to offer a sincere handshake and personal message of gratitude. But that was not to be. A week earlier, his dear brother had passed away, and thus the opportunity was forever gone to really share his appreciation. Do you have anything you need to say to your Sigma Alpha Epsilon brothers before it is too late?

Do you remember those commercials done by Visa, which pointed out things in life that are priceless? Our version would go something like this: Four-year degree at Penn State: \$78,000. Cost of living at the Ranch: \$300/month. Value of having one of my fraternity brothers introduce me to my wife and the mother of my three children: priceless.



How can you ever replicate the experiences and environment of PA Alpha-Zeta Chapter? There are things that have happened at 200 E. Beaver Ave. that could not have happened anywhere else. Belonging to Sigma Alpha Epsilon at Penn State means being related to something that is beyond other relationships or affiliations.

So, here are a few things you can do today to make sure that time doesn't run out before you let your brothers know what PA Alpha-Zeta Chapter means to you:

Send us an update to post on our website and in our next *The Rancher*. Send your email to [alumninews@affinityconnection.com](mailto:alumninews@affinityconnection.com). You may think, "Yeah, no one really wants to hear that stuff." WRONG! This is how one fraternity brother was

able to save the life of his daughter. Think big picture here and send us your news!!

Call a brother today. Let him know what is happening with you and find out what is happening with him. Make plans to return together for Homecoming.

Help us financially support our ability to keep the house running and our alumni returning for Homecoming and other events. We have set a goal of 100 donors for our 2016-2017 Annual Fund giving year.

For some of us, our days at 200 E. Beaver Ave. are years behind us. But in the words of Mary Schmich, those years made us who we are today. "Understand that friends come and go, but with a precious few you should hold on. The older you get, the more you need the people who knew you when you were young."

## FROM THE EMINENT ARCHON

### We'd Love For You To Stop By!



Peter Mathews,  
Eminent Archon

Greetings Brothers – I just wanted to take a moment to welcome back all of the active brothers and say hello to our alumni base! The dust has settled since move in; we have gotten back to our classes, and had

two great game days under our belts. My Executive Board and I have mapped our three main areas of improvement for this semester. Improving our academic and fraternal education is always our most important goal. We have renovated the Library, LSM, and first floor coat closet to be great study rooms and have four members tutoring for the local tutoring company LionTutors. Secondly, we would like to

improve the connection between our active and alumni brothers. We plan to have an Alumni Tailgate for the Ohio State game that everyone is welcome to join. If you would like information on buying group tickets for the game, please contact me contact me at [petermathews35@gmail.com](mailto:petermathews35@gmail.com)! Also, please look us up on Facebook and LinkedIn. Lastly, we would like to increase our Community Service and Philanthropy involvement. We hope to host an event this fall supporting our SAE National Charity, Children's Miracle Network Hospitals. As well as always striving to beat our previous THON total which was \$126,066, good for seventh place in Greek Organizations last year. That is all for now, if you plan on visiting State College at any time this semester please get in touch with us, we would love for you to stop by!

## SAE Reunion

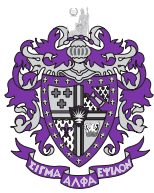
### As Always, It Was Like We Were Never Apart!



An archived update from Brother **Jacek K. Grotnik**, exemplifies the unbreakable bond of the SAE Brotherhood!

"I met up with my pledge

Brothers, **John L. Furry, III** and **Grant E. Pickering** in Boston. We feasted on pheasant at a game dinner at the Union Club and caught up on the last few years since we were last together. With Pickering on the West Coast, our reunions are rare. However, as always, it was as if we were never apart."



# SIGMA ALPHA EPSILON THE PENNSYLVANIA STATE UNIVERSITY

Alumni Relations Processing Center  
P.O. Box 7007  
Albert Lea, MN, 56007-8007

*Address Service Requested*

542-116

PRSR STD  
U.S. POSTAGE  
PAID  
State College, Pa.  
Permit No. 2

## In This Issue...

- **Alumni Updates**
- **2017 Blue-White Weekend Changes**
- **We'd Love For You To Stop By!**

## NEW UNDERGRADUATE OFFICER LISTING

Congratulations to the newly-appointed Undergraduate Officers of Pa-Alpha Zeta Chapter.  
The Brothers are looking forward to a prosperous year for SAE and Penn State!

Peter Mathews	Eminent Archon	Sam Reagon	Rush Chair	Jake Burckhardt	Trash Chair
Mitch Gendelmen		Trent Melsheimer		Samuel Kruse	Trash Chair
	Eminent Deputy Archon		Community Service Chair	Brad Walentukonis	Trash Chair
Conner Sardini	Eminent Treasurer	Owen Shenk	Philanthropy Chair	John Conaghan	
Zac Druce		John Dwyer	New Member Educator		Risk Management Committee
	Eminent Corresponding Secretary	Mark Huelsenbeck	New Member Educator	Ryan Gleason	
Nick Reit		Kevin McInerney	Greek Week Chair		Risk Management Committee
	Eminent Recording Secretary	Nate Monsell	Greek Week Chair	Owen Shenk	
John Dwyer	Eminent Warden	Jack Stanton	Greek Week Chair		Risk Management Committee
Jake Obrien	Social Chair	Chris Carradorini	Scholarship Chair	Pierce Jaswinski	
Tyler Romo	Risk Manager	Ryan Gleason	IM Chair		Risk Management Committee
Ryan Gleason	Accreditation Chair	Vantresca	Standards Board	Geoff Feiler	Education Committee
Mitch Gendelmen	House Manager	John Dwyer	Standards Board	Trent Melsheimer	Education Committee
Alfredo Oneratti	House Caterer	Mitch Gendelmen	Standards Board	Zachary Casazza	Education Committee
Alec Vagnozzi	Assistance Social Chair	Dylan Illario	Standards Board	Steven Fatzinger	Education Committee
Brenden Lunney	Rush Chair	Alfredo Oneratti	Standards Board	Owen Shenk	Apparel Chair
Jack Digioia	Rush Chair				

## LIFE LESSONS FROM SAE

### Brother Landes and His Newest Passion- Ballroom Dancing



#### Thomas Landes '62

"SAE taught me the value of social interaction and changed me from an introvert into a very social person and an incredible life of selling. Although I got my degree in Chemical Engineering, I knew I really wanted to be in sales, so

that is where I went.

Although I believe that SAE taught me the values that it takes to be a good leader, the actual leadership training was as an Army

officer. There I could observe the other officers on a daily basis and learn from the good things they did as well as the bad.

The top three things I gained from SAE were the value of social interaction, small talk, and quietly learning the interests of others, the ability to be aggressive without anyone else knowing it, and the value of adult drinks in the social process.

Without the many influences of the SAE life and values, I would never have had the life in sales that was so good to me. I realized that to be successful, you had to add value to other people's lives. Give them something they need

or will make their lives better or easier. Tell them something they need to know that no one else has told them. This can be regarding their career, critical decisions and their health concerns.

My newest passion is ballroom dancing. It is wonderful exercise, mentally challenging and very social. It is weatherproof and gives you a chance to express music appreciation physically. As we remember from Sunday jam sessions, it is more fun to dance to music than sit and listen to it. I wish I had started sooner!"