

Draft – SASFAA Executive Board Meeting
The Don CeSar Resort, St. Pete Beach, Florida
June 11, 2004

CALL TO ORDER

President Ron Day called the meeting to order at 9:04 AM in the North Terrace at the Don CeSar Resort.

WELCOME

The board was welcomed to the state of Florida by Karen Fooks, in the absence of Florida State President Nathan Basford. President Ron Day introduced Sherry Foster, SWASFAA President-Elect. A moment of silence was observed in recognition of the men and women fighting in Iraq.

SUBSTITUTE VOTING AND CHANGES TO THE AGENDA

It was announced that in the absence of Kentucky President Ron McMakin, Kentucky President-Elect, Heather Boutell would vote on his behalf. The following changes to the agenda were noted: Karen Fooks would give the welcome in the absence of Nathan Basford; Janet Sain would give the Florida State report and the Past President report and Karen Fooks would give her Management Institute Report after the Membership Report at 2:00 p.m. The following absences were noted: Karen Koonce, SASFAA Past President; Nathan Basford, Florida State President; Ron McMakin, Kentucky State President and Greg Martin, Department of Education.

INTRODUCTIONS

The following elected board members were present: Ron Day, President; Janet Sain, President-Elect; Freida Jones, Vice President; Lester McKenzie, Treasurer and Dee Talley, Secretary.

State presidents in attendance were: Deborah Byrd, Alabama; Lenora Jackson, Georgia; Patrick James, Mississippi; Bruce Blackmon, North Carolina; Keith Reeves, South Carolina; Nancy Beverly, Tennessee and Sherwin Hibbets, Virginia.

Committee chairs in attendance were: Jane McNaughton, Finance and Audit; Zita Barree, Conference; Mary Givhan, Diversity; Erik Melis, Electronic Services; Clark Aldridge, Legislative Relations; Karen Fooks, Management Institute; Forrest Stuart, Membership; Guy Gibbs, Newsletter Editor; Ron Gambill, Site Selection; Bob Godfrey, Vendor and Sponsor.

Liaisons present were: Michael Morgan, Agency Liaison and Amy Moser, Lender Liaison.

The following 2004-2005 officer-elect, state president-elect, committee chairs and liaisons were present: Sandy Neel, Secretary; Chip Quisenberry, Alabama; Ron Anderson, Florida; Heather Boutell, Kentucky; Laura Diven-Brown, Mississippi; Sharon Oliver, North Carolina; Betty Whalen, South Carolina; Joanie Walker, Tennessee; Tom Morehouse, Virginia; Brent Tener, Conference; Marie Bennett, Legislative Relations; April Kendrick, Newsletter Editor; Carol Mowbray, Special Projects and Elizabeth McDuffie, Agency Liaison.

APPROVAL OF THE MINUTES

ACTION: Sherwin Hibbets moved to accept the minutes of the February 14, 2004 board meeting held at the Sheraton Hotel in Birmingham, Alabama. The motion, seconded by Patrick James, was approved.

REPORTS FROM THE OFFICERS

SEE ATTACHMENT A

Report from Treasurer, Lester McKenzie

Lester reported that several outstanding invoices have not been posted, including the transitional meeting expenses and the New Aid Officers Workshop. The tax return has been received by IRS; it was forwarded to Jane McNaughton and she forwarded on to Ann Rochester.

Lester stated that budget line item 214 (Diversity Issues) is over budget by a little less than \$3000 due to the expenses incurred for the tour of the Civil Rights Institute.

ACTION: Lester McKenzie moved to reduce budget line item 206 (Annual Meeting Program) by \$3000, and to add this amount to budget line item 214 (Diversity Issues). The motion, seconded by Deborah Byrd, was approved.

Lester announced that the association had purchased a credit card machine on a seasonal rental basis (February and June). The machine was very well received by the membership at the February conference in Birmingham. By using the credit card machine, the liability for cash on hand has been significantly reduced. The set up fees and rental of the equipment was \$21 plus \$8 for possible damage to the machine. Thus far, the total charges have been \$217. Lester is still in the process of collecting approximately \$11,000 of charges made to the machine. Lester estimated that SASFAA has lost \$67 in total revenues as a result of using the credit card machine.

Lester has created a new expense form for elected board members to complete any time they use their credit card. Credit card charges have been removed from the old expense form and will be reported on this new form.

REPORTS FROM THE STATE PRESIDENTS

SEE ATTACHMENT D

COMMITTEE REPORTS

SEE ATTACHMENT B

Report from Audit and Finance Chair, Jane McNaughton

Jane reported that Ann Rochester, CPA has recommended that SASFAA not use the word "audit" in the Policy and Procedures Manual. Since SASFAA does not perform a true "audit", the word "audit" should not be used. The Audit and Finance Committee should be referred to as the "Budget and Finance" committee. Therefore, Jane is recommending that this change in wording be made to the P&P manual as

well as to the name of the committee. In this way, SASFAA's liability will be reduced because the association does not perform a true "audit", which would cost approximately \$10,000.

A question was asked about the difference between a "true" audit and a financial review. A "true" audit is performed by an outside CPA firm (a firm not associated with SASFAA). This type of audit is usually performed for associations that have a \$1 million budget; several thousand members and have employees and own property.

President Ron Day recommended that this issue be passed on to Carol Mowbray, Special Projects Chair, to be dealt with as part of SASFAA's Long Range Plan.

A question was asked as to any procedures SASFAA may have in place for "writing off" items that are no longer functionable on SASFAA's assets list. Currently, there is no procedure in place for this. Jane McNaughton and Karen Koonce will work together to identify items on the assets list that are no longer usable. Erik Melis recommended that, as part of his electronic services responsibilities, he will work on developing a procedure for disposing of unusable assets.

At the November board meeting, Jane was asked to investigate other types of investment strategies (other than CDs) for SASFAA. She has done her investigation with the assistance of Jim Mills at SunTrust. Jane recommends that SASFAA continue to invest in CDs to protect its reserves. Jane stated that bonds are not FDA insured. A question was asked as to why is the interest put back into the checking account rather than investing the money. It was stated that this was done so that SASFAA could have more money in the checking account in the event that there are unexpected expenses to be paid. Why isn't this interest put in the savings account? SASFAA moves the interest back and forth; it's deposited into the checking, and then moved from checking to savings. The savings account is an interest bearing account. Lester indicated that actually all the funds are deposited into the savings account. Jane recommended that SASFAA move \$100,000 from the savings account into CDs.

ACTION: Patrick James moved to accept the recommendation made by Jane to move \$100,000 from the savings account into CDs. The motion was seconded by Lenora Jackson.

Discussion of the motion ensued, and a question was asked as to whether SASFAA has enough investments to cover any future liabilities. Has a specific dollar amount been set for this purpose? Clark Aldridge stated that this issue was addressed in last year's GAP report and it was determined that SASFAA would need to have investments that would cover up to eighteen months of expenses. SASFAA's current investments would not be sufficient to cover this timeframe. Ron Gambill stated that the investments SASFAA currently have would not be enough to cover all future contracts that the association has entered into.

ACTION: Patrick James called the question. The motion was restated and the vote was called. The motion passed.

The board meeting recessed at 10:50 a.m.

The board meeting reconvened at 11:06 a.m.

Committee Reports Continued

Report from Electronic Services Chair, Erik Melis

Erik reported that he believes the new SASFAA web site database has been configured to allow for on-line voting.

State Presidents Reports Continued

Report from the State Presidents

Patrick James, spokesperson for the state presidents, stated that they (the state presidents) have the majority vote on the board, and that there still appears to be a division of the Board. References are continually made to the “elected board” however, Article 10, Section 2 in the Bylaws specifically defines who constitutes the Board, and the state presidents are a part of that group. Patrick cited several examples of the division in the board (i.e., elected officers meeting on the agenda, introduction of board members at the conference). He stated that the state presidents would like to see these references, or this division discontinued or the bylaws should be changed.

The board meeting recessed for lunch at 12:05 p.m.

The board meeting reconvened at 1:15 p.m.

Report from Membership Chair, Forrest Stuart

Forrest reported that SASFAA has 1,408 members. Two hundred and eleven members have paid membership dues for 04-05. Forrest stated that if membership dues are not paid by July 1, privileges to the membership portion of the SASFAA web site will be prohibited except for the list serve. It was felt that SASFAA is doing a disservice to individuals that cannot pay their membership dues prior to June 30. If membership is not paid by June 30, individuals will be unable to search the membership database or access the budget information. An extension should be granted to these individuals until after the February conference. It was pointed out that access to the list serve is controlled by SASFAA. Several associations extend their membership deadlines so that their members will have more time to pay. It was observed that technology should serve our needs; not dictate how we operate. Approximately half of the membership of SASFAA renew their membership at the annual conference in February. There was discussion about changing the June 30th deadline, but it was noted that this would require a bylaws change. Therefore, it was recommended that a grace period be granted through August 31st. Some discussion ensued about the timing of the nominations and elections and getting that information out to the membership in the December newsletter, along with the absentee ballot. However, it was stated that ATAC would work with SASFAA in coordinating dates.

ACTION: Deborah Byrd moved to extend the membership dues deadline to August 30th until a committee can be formed to bring forward a recommendation. The motion, seconded by Patrick James, was approved.

Erik stated that a note will appear on the SASFAA web site indicating that membership has expired, but that access to the members' only database will expire on August 30th.

Report from Management Institute, Karen Fooks, Chair

Karen and her committee are recommending a three tier registration for the Management Institute. It is as follows:

\$195 early registration
\$225 regular registration
\$275 late registration

ACTION: Patrick James moved to accept the three tier registration recommended by Karen Fooks. The motion, seconded by Nancy Beverly, was approved.

The board recessed at 2:38 p.m.

The board reconvened at 2:50 p.m.

Report from Newsletter Editor, Guy Gibbs, Chair

Guy recommended that SASFAA do not incur the \$800 expense of making a printable version of the newsletter.

Section 8.8 of the P&P manual requires an editorial board. Guy recommended that SASFAA change the word “required” to “may”.

ACTION: Sherwin Hibbets moved to accept the word change recommendation made by Guy Gibbs. The motion, seconded by Freida Jones, was approved.

ACTION: Patrick James moved to have SASFAA spend the \$800 required to make the newsletter printable in a PDF format. The motion was seconded by Heather Boutell.

Discussion ensued on this motion, and Guy indicated that he thought it would be a waste of money. However, it was stated that the newsletter is currently not being read and if converting it to a readable format would cause more people to read it, then why not spend the money. On the other hand, it was stated that having the PDF version would not cause more people to read the newsletter. It was suggested that if SASFAA has the ability to post documents, the newsletter file could be sent to Erik and he could put it in PDF format and post to the web site. Another suggestion was made to send certain portions of the newsletter to the SASFAA list serve as a “teaser” so that interest in reading the newsletter would be achieved. It was stated that the money SASFAA receives from a one page ad could help cover the cost of making the newsletter printable. Any change to the newsletter will affect revenue and this is a concern of the Vendor/Sponsor chair. A suggestion was made to table the issue and let the next board decide.

ACTION: Patrick James called the question. The motion was restated and voted on. The motion failed by a vote of 8 (against) to 5 (for).

Report from Site Selection, Ron Gambill, Chair

Ron presented seven sample hotel checklists to assist with selecting hotels for the various meetings held by SASFAA and committees. Ron recommended that these checklists be added to the P&P manual as appendices.

ACTION: Deborah Byrd moved to amend the P&P manual to include the hotel checklists developed by Ron Gambill as appendices to the manual. The motion, seconded by Freida Jones, was approved.

Ron reported that the Don CeSar was offering SASFAA a new contract for the next three years (2006, 2007 and 2008). The rate for all three years would be \$147 along with a \$10 resort fee. Ron recommended that SASFAA sign the contract with the Don for the next three years.

ACTION: Deborah Byrd moved to accept the recommendation that SASFAA extend its contract with the Don for the next three years. The motion, seconded by Freida Jones, was approved.

There was a suggestion made that the Beach House Suites be included in the contract. Ron will negotiate this with the Don before the contract is signed.

Report from Vendor/Sponsor, Bob Godfrey, Chair

Bob Godfrey recommended a change to the P&P manual in the area of levels of sponsorship. The recommended policy statement should be as follows: Conference sponsorship levels are determined only by contributions given specifically in support of the conference and are not affected by any sponsorship received for any other event during the year.

ACTION: Keith Reeves moved to change the P&P manual in the sponsorship section to include the policy statement. The motion, seconded by Janet Sain, was approved.

Discussion ensued on the motion. A comment was made that the suggested sentence would not address the problem. Currently, SASFAA only designates "levels" for conference sponsorship. Therefore, if someone provided dinner at a board meeting during the year, they are recognized for this, but it's not included in their sponsorship for the annual conference. Non-conference sponsorship is just recognized at the event. Section 6.16.1.12 of the P&P manual was referred to.

LIAISON REPORTS

SEE ATTACHMENT C

Old Business

None

New Business

Janet Sain reviewed the GAP committee in the absence of Past President Karen Koonce. She stated that the GAP committee reviewed the long range plan in conjunction with the GAP report.

No recommendations were made to change the bylaws.

The current state presidents should bring the names of potential SASFAA candidates prior to the transitional meeting.

Janet stated that she would like to implement on-line voting for 2004-2005.

Janet briefly reviewed the recommendations made by the GAP committee. The document is currently in a draft form. The draft will be updated and the final copy will be given to Ron Day to be placed on the web site.

Janet stated that the GAP committee does have a certain composition that is to be followed year after year; however, the continuity was broken when several individuals were unable to attend or couldn't continue their commitment. There is a policy that addresses the composition of the committee, and Janet will see if she can locate the policy.

ACTION: Deborah Byrd moved to adjourn the Executive Board meeting. The motion, seconded by Bruce Blackmon, was approved. The meeting adjourned at 4:48 p.m.

Respectfully submitted,

Dee Talley, SASFAA Secretary

ATTACHMENT A – OFFICERS REPORTS

Report from the President, Ron Day

Ron began his report by stating his appreciation to all the board members. He also stated that a more heartfelt express of his thanks would take place at the “passing of the gavel.”

Ron began by expressing his appreciation to all members of the board that assisted in any way with the annual conference. He expressed his thanks to Zita Barree for a tremendous job. Also, he thanked Bob Godfrey for his excellent work with the vendors, Lester McKenzie with his very admirable and detailed work with registration, Forrest Stuart for assisting with registration and all membership issues, and also to Erik Melis for all the vast amount of work he did with electronic services issues.

A number of meetings were attended by Ron since the last board meeting in February. He stated the following:

Spring State Conferences: KY, SC, TN, NC, GA, MS
NASFAA Board Mtg.: Rapid City, SD
NASFAA Finance Com.: DC
SASFSA Management: Chapel Hill, NC

He congratulated all states for great conferences. He also expressed his appreciation for their respective hospitality. He highlighted several states’ activities.

Ron then expressed to each member his sincere appreciation for serving on the SASFAA board and also serving on various sub committees while on the board. He asked that the board review his annual report that is part of the recent newsletter (posted on the SASFAA web site).

Ron concluded his report by stating that when the gavel will be passed, he will have further accolades for the board.

Report from the President-Elect, Janet Sain

President-Elect Janet Sain has completed the selection of her 2004-2005 Committee Chairs. Many thanks to them for agreeing to chair! The committee chairs will be contacting those individuals who completed volunteer forms as soon as we have completed the transitional board meeting in June. There is still time to submit a volunteer form if you are interested in helping for the year.

Below is the list of your 2004-2005 Board.

2004-2005 SASFAA Board

President	Janet Sain
Vice President	Zita Barree
Secretary	Sandy Neel
Treasurer	Lester McKenzie
President-Elect	Guy Gibbs
Past President	Ron Day

AL State President	Chip Quisenberry
FL State President	Ron Anderson
GA State President	Freida Jones
KY State President	Heather Boutell
MS State President	Laura Diven-Brown
NC State President	Sharon Oliver
SC State President	Betty Whalen
TN State President	Joanie Walker
VA State President	Thomas Morehouse

Agency Liaison	Elizabeth McDuffie
Budget & Finance	Karen Koonce
Conference Chair	Brent Tener
Dept of Education Liaison	Greg Martin
Diversity Chair	Dee Talley
Electronic Services Chair	Erik Melis
Legislative Relations Chair	Marie Bennett
Lender Liaison	Jane McNaughton
Membership Chair	Forrest Stuart
Newsletter Editor	April Kendrick
Site Selection Chair	Ron Gambill
Vendor/Sponsor Chair	Bob Godfrey

Special Projects Chair	Carol Mowbray (will report on projects listed below)
• Long Range Planning	Crusie Lucero & Carol Mowbray
• Past President's Initiative	Ron Day & Susan Little
• Management Institute	Karen Fooks

Janet participated in the 2003-2004 Governance and Associational Planning (GAP) meeting held May 8th in Atlanta. This group reviewed all the end of the year reports submitted to the President for analysis and recommendations for the 2004-2005 board. Their final report will be utilized by the Long Range Planning subcommittee which begins working on the next five years of Long Range Goals and Objectives this fall.

As the SASFAA representative on the NASFAA Nominations and Elections Committee, Janet is proud to announce the results of the voting for National Chair-Elect, Representative-At-Large and Nominations and Elections-SASFAA representative. All three of these categories contained nominees who are SASFAA members:

NASFAA Chair-Elect	Dave Gelinas
Representative-At-Large	Karen Fooks
Nominations & Elections	Bob Godfrey

Congratulations to them all! SASFAA had a great turnout in voter participation this year. Thanks for exercising your right to vote!

Future travel for Janet include trips to Scottsdale, Arizona for the WASFAA meeting, Ft. Myers to do the SASFAA Update at FASFAA in June and the transitional board meeting in St. Petersburg.

Report from the Vice-President, Freida Jones

The Professional Development Committee's objective, in direct response to the GAP report and Mission Statement, was to promote professional preparation, assist educational institutions, foundations, agencies, lending institutions, and develop effective programs pertinent to student financial aid through exchange of ideas.

Specifically, the Long-range Planning Goal this committee supported: Provide for the professional growth and competencies of members by offering workshops, seminars, meeting, and other training opportunities to meet the needs of the membership.

Specific activities: Conducted a New Aid Officers' Workshop at the SASFAA Annual Conference in February. Conducted a Planning Retreat in March at the University of South Florida in preparation for the week-long Summer New Aid Officers' Workshop in June. There will also be a Mid-level Work Shop for aid administrators with three or more years of experience conducted immediately following the Summer New Aid Officers' Workshop.

This committee chair asked the President to appoint a chair for the Management Institute. The purpose of this change was to allow the Vice President more time on "Training" rather than "Management" for this committee. It is the opinion of this chair that the Management Institute should be another chaired position appointed at the discretion of the president.

Resources were and are adequately provided to the committee to carry out its duties.

The level of support from the Board was more than adequate.

Although email was the most used method of communication for this committee, meetings and telephones were also used as appropriate to accomplish the goals of the committee.

RECOMMENDATIONS FOR 0405

1. The Curriculum Coordinator and Site Coordinator for the next year's Summer Workshop attend this year's workshop to learn first hand the details involved in delivering a quality program.
2. Continue promoting the New Aid Officers' and Mid-level Workshops at the annual conference, with follow-ups through Newsletter advertising.
3. Continue the Mid-level Workshop on an annual basis coordinating it between SASFAA and SWASFAA. However, it is not recommended that the Mid-level workshop occur immediately following the NAOW. Care should be taken to have at least a week between the two workshops.
4. Management Institute, while it is considered "training", the chair should be appointed by the president as the committee is mainly designed not to train, but to enhance management abilities.

Report from the Past President, Karen Koonce

No report.

Report from the Secretary, Dee Talley

Dee reported that she was finishing up some last minutes secretarial duties (such as updating the Policy and Procedures manual) before turning the duties over to SASFAA's new secretary, Sandy Neel.

Report from the Treasurer, Lester McKenzie

See the next page.

**SASFAA Budget
2003-2004**

	Actual	Budget	\$ Over Budget	% of Budget
Income				
01 · Membership Dues	36,400.00	30,000.00	6,400.00	121.33%
02 · Professional Advancement	99,889.00	80,000.00	19,889.00	124.86%
03 · Annual Meeting	128,140.00	120,250.00	7,890.00	106.56%
04 · Vendors/Sponsors/Patrons	137,950.00	120,000.00	17,950.00	114.96%
05 · Advertising	12,010.00	20,000.00	(7,990.00)	60.05%
06 · Publications	0.00	0.00	0.00	0.00%
07 · Interest Income	18,584.32	13,000.00	5,584.32	142.96%
08 · Miscellaneous Income	1,811.50	500.00	1,311.50	362.30%
Total Income	\$434,784.82	\$383,750.00	51,034.82	113.30%
Expense				
101 · President	7,461.77	7,500.00	(38.23)	99.49%
102 · President-Elect	5,208.91	6,900.00	(1,691.09)	75.49%
103 · Vice President	1,185.56	4,000.00	(2,814.44)	29.64%
104 · Secretary	1,349.54	3,600.00	(2,250.46)	37.49%
105 · Treasurer	5,131.67	7,200.00	(2,068.33)	71.27%
106 · Past President	3,092.52	3,200.00	(107.48)	96.64%
201 · Membership/Directory	2,842.95	6,200.00	(3,357.05)	45.85%
202 · Electronic Services	8,551.58	8,000.00	551.58	106.89%
203 · Professional Adv	116,179.40	94,000.00	22,179.40	123.60%
204 · Newsletter	1,654.14	4,000.00	(2,345.86)	41.35%
205 · Finance and Audit	1,143.37	2,900.00	(1,756.63)	39.43%
206 · Annual Meeting Program	159,682.15	165,000.00	(5,317.85)	96.78%
207 · Site Selection	623.42	1,700.00	(1,076.58)	36.67%
208 · Nominations and Elections	2,432.98	2,500.00	(67.02)	97.32%
209 · By-Laws	0.00	0.00	0.00	0.00%
210 · Executive Board	18,800.77	30,000.00	(11,199.23)	62.67%
211 · President's Contingency	2,112.44	3,275.00	(1,162.56)	64.50%
212 · Archives/Research	0.00	800.00	(800.00)	0.00%
213 · Advance Program Planning	284.31	1,975.00	(1,690.69)	14.40%
214 · Diversity Issues	7,740.15	4,500.00	3,240.15	172.00%
215 · Prior Administration Bills	3,961.37	4,000.00	(38.63)	99.03%
216 · Legislative Relations	844.88	3,500.00	(2,655.12)	24.14%
217 · Long Range Planning	1,358.60	4,000.00	(2,641.40)	33.97%
218 · Vendor/Sponsor/Patron	1,898.10	4,000.00	(2,101.90)	47.45%
219 · Special Projects	6,446.74	8,500.00	(2,053.26)	75.84%
221 · Computer Hardware/Software	2,102.00	2,500.00	(398.00)	84.08%
Total Expense	\$362,089.32	\$383,750.00	(21,660.68)	94.36%
Net Income	\$72,695.50	\$0.00	\$72,695.50	100.00%

ATTACHMENT B – COMMITTEE REPORTS

Report from Budget and Finance, Jane McNaughton, Chair

Jane submitted copies of the current investments for the Board's review. One CD matures on June 11, 2004 for \$50,000 and a second CD matures on June 22, 2004. At the February 2004 Board Meeting, the Board asked Jane to investigate other investments besides CD's but following the Guide to Financial Management recommendations for types of investment. Jane presented a comparison between bonds and CD rates provided by Jim Mills, SASFAA's Investment Officer at SunTrust Bank. Jane also recommended moving \$100,000 into the reserve account based on the balance in SASFAA's savings account and the projected revenue and expenses through June 30, 2004.

Jane also distributed copies of the latest SASFAA Asset list and asked for any changes. Jane also asked Freida Jones, SASFAA's Vice President, to inventory the supplies at SASFAA's New Aid Office workshop to ensure that all assets are properly listed.

Jane recommended as a proposal to the Board based on a recommendation from Anne Rochester, CPA of edsouth who completes SASFAA's 990 tax return that we change wording of "audit" in SASFAA's Policy and Procedures manual to "financial review". If an audit is not performed, SASFAA's procedures should not refer to an audit. Based on SASFAA's fiscal size and based on the recommendations of a CPA firm and another CPA in Knoxville, Tennessee. SASFAA's financial review is based on agreed upon procedures versus a true audit which costs about \$10,000.

Jane also thanked the Board for the opportunity to serve the past two years. She also thanked Lester McKenzie for his outstanding job as Treasurer.

As of June 3, 2004

GMAC

<u>Interest Rate</u>	<u>Maturity</u>
2.750%	12/15/2005
3.400%	6/15/2006
4.100%	6/15/2007
5.250%	6/15/2009

John Hancock

<u>Interest Rate</u>	<u>Maturity</u>
2.650%	6/15/2006
3.250%	6/15/2007
3.750%	6/15/2008

Household Finance

<u>Interest Rate</u>	<u>Maturity</u>
3.500%	6/15/2007
4.500%	6/15/2009

Certificate of Deposit

<u>Interest Rate</u>	<u>Maturity</u>
2.000%	6/9/2005
2.850%	6/9/2006
3.500%	6/9/2007
4.000%	6/9/2008
4.200%	6/9/2009

Report from Conference Committee, Zita Barree, Chair

SASF AA 2004: *Access – the Key to Brighter Futures* was a success! Key success factors included:

- Committee expenses stayed within the original \$165,000 budget
- The committee was represented by all nine SASFAA states and achieved the goal of being balanced and diverse.
- A total of 777 people attended the conference, with 157 of them indicating this was their first conference.
- The conference registration process was virtually 100% online.
- A new online conference evaluation process was implemented (thanks to Brent Tener) – 331 people responded (compared to less than 200 paper evaluations received in 2003).
- 95% of evaluation respondents indicated that the 2004 conference met their professional needs.
- A total of 43 concurrent interest sessions were offered in six different track designations – from the evaluation forms, respondents rated the quality of the sessions as being a 4.17 on a scale of 1 to 5 (with 5 being the highest possible score), compared to an average score of 4.2 in 2003.
- A fantastic opening session with Wintley Phipps as the keynote speaker – this event scored a 4.66 on the evaluations on a 1 to 5 scale compared to last year's opening session that received a 3.77 score.
- A trip to the Civil Rights Institute on Monday afternoon in which almost 300 attendees participated
- New format for Tuesday banquet with the SASFAA Dinner Club – on evaluations, this received an average score of 4.49 on a scale of 1 to 5 (higher than Banquet/Ruby Red Ball scores from 2003).
- Successful SASFAA Community Service Project, which raised \$2500 for Kid One Transport.
- Specialized targeted e-mails were sent to first-time attendees welcoming them to SASFAA and trying to get them better acclimated to the conference ahead of time.
- Lester McKenzie and Forrest Stuart did an excellent job this year in providing the various lists that were used to make sure attendees received the correct ribbons and invitations. Some work still needs to be done on coordinating attendees of the conference who receive complimentary registrations.
- Great exhibit space!

At the conference itself, our biggest weakness was the hotel and there was not a whole lot we could do about that. On the evaluations, hotel services were rated 2.07 overall (on a scale of 1 to 5) as compared to last year at the Adam's Mark which received a 3.87 score. By far, most of the complaints on the evaluations involved the hotel and the general session with presenter Morris Dees. All comments received on the evaluations related to the hotel were shared with them. No response was received.

Special thanks go to the committee members who have made all this possible:

Mike Reynolds, Local Arrangements Co-Chair
Dorenda Adams, AL rep
David Bartnicki, DOE rep
Heather Boutell, KY rep
Jolene Burke, VA rep
Bridget Ellis, NC rep
Antoinette Esposito, GA rep
Wendy Hutchins, MS rep
Andrea Perry, SC rep
Brent Tener, TN rep and 2005 Conference Chair
Rick Wilder, FL rep

Ex-officio members:

Ron Day, SASFAA President
Mary Givhan, Diversity Chair
Bob Godfrey, Vendor/Sponsor Chair
Freida Jones, SASFAA VP
Lester McKenzie, SASFAA Treasurer
Forrest Stuart, Membership Chair

Report from Diversity Committee, Mary Givhan, Chair

During the SASFAA conference a Financial Aid Fair was held for students in the Birmingham area. There was one student from Meridian who came to the workshop. When asked on the evaluation form to rank the workshop from 1-10, one participant ranked it an '11'. There were a total of 150 to participate in the workshop. This was the first such project that SASFAA has sponsored, and hopefully this will not be the last.

There are many people to thank who helped with this project. It is always dangerous to list individuals for fear of leaving someone out. If you participated and your name is left off, please know that this is unintentional.

Those who help make this possible include:

Sponsors for refreshment: KHEAA and Alabama Association of Student Financial Aid Administrators

Sponsors for goodie bags:

Amsouth
Bancorpsouth
Citibank
Educaid
Nelnet
NSLP
PNC
Regions
Trustmark
USAFunds
Virginia Polytechnical Institute

Volunteers:

Carmen Afghani, SunTrust
Nathan Bashford, Florida State University
Kelly Bernhardt, Amsouth
Heather Boutwell, Bellamine University
Noel Brock, Citibank
Deborah Byrd, Calhoun Community College
Laura Carney, University of Alabama – Birmingham
Carlos Clark, Alabama A & M
Shannon Cross, Amsouth
Sheryl Dumas
Betty Edwards, Trenholm State Technical College
Antoinette Esposito, Medical College of Georgia
Sheila Ford-Smith, University of Alabama - Birmingham
Sandra Gibson, Morris College
Bill Grizzard, Amsouth
Gail Haydel, Regions Bank
Anita Haynes, Emory University
Jennifer Heter, SunTrust
Charles Holloway, Bishop State
Wendy Hutchins, SallieMae
Jon Paul Keenan, Amsouth
Gale Ladd, Weber and Associates
Gary Mann, SunTrust
Jan May, University of Alabama – Birmingham
Helen McIntyre, University of Alabama – Birmingham
Sandy McKee, Chase
Em McNair, Texas Guarantee
Jo Miner, Birmingham Southern
Shirley Ogburn, University of Alabama – Birmingham
Brenda Paganelli, NSLP
Maria Parker, Bessemer State Technical College
Lauren Peavler, Citibank
Andrea Perry, Midland Technical College
Donna Ready, Amsouth
Barry Simmons, Virginia Polytechnical Institute
Rosemary Tutt, National Education
Terry Vazquez, Bank of America
Gene Vitale, Texas Guarantee
Pebblin Warren, Alabama Department of Postsecondary Education
Marguerite Wilder, Morris College
Dot Wilkinson, Southern Union State Community College
Sharon Williams, Bessemer State Technical College
Todd Woodlee, NSLP

Thanks to all for your hard work and support of this project.

Lakeya Humphrey, a senior at Holy Family High School, was the winner a \$750 scholarship given at the Financial Aid Fair Workshop. The workshop was a preconference event held on Saturday, February 14 prior to the start of the annual conference. Over 150 attended the workshop.

Lakeya said that she was very happy to receive the scholarship. She said that she did not know where she was going to get the funds needed to pay for her college costs. This scholarship along with support from family and friends will make it possible. She plans to attend Alabama State University and major in Early Childhood Education. Lakeya hopes one day to open her own day care center.

Her high school counselor describes her as being easy to work with and said that she will have a prosperous and positive future. Lakeya come from a family that supports higher education. She is the third in her family to attend college. Over 98% of the students who graduate from Holy Family High School go on to college.

“The workshop was great”, reports Lekaya. She said that it gave information that she and her friend were not aware of. The information about loans and certain scholarships from different school proved to be very helpful. The workshop also helped her with completing the FAFSA.

Thank you to SASFAA and all our vendor partners for support of this project.

Report from Legislative Relations, Clark Aldridge, Chair

The House Education & the Workforce Committee chaired by Congressman John Boehner, released its long awaited reauthorization bill “The College Access & Opportunity Act” on May 5, 2004. The Senate is expected to release its bill later this month. However, most observers believe that reauthorization in 2004 is unlikely. More likely, is that Congress will extend the current law for one year in September.

The House is expected to hold its second hearing on the bill in mid-June. At the first hearing, as you would expect, there were varying points of view on a number of items contained in the bill in particular fixed interest rates, loan consolidation issues, additional funds for grants and the “90-10 rule”.

Factors influencing reauthorization are limited legislative time remaining on the Congressional calendar, election year politics, and budget issues.

The House bill executive summary list areas that the Committee indicates will expand access to higher education. Those areas are:

- **Strengthening Pell Grants, student aid, student access, and serving institutions.**
- **Reducing loan cost, fees and red tape for students and graduates.**
- **Removing barriers for non-traditional students.**
- **Empowering consumers through “sunshine” and transparency in college cost and accreditation.**

STRENGTHENING PELL GRANTS, STUDENT AID, STUDENT ACCESS, & MINORITY SERVING INSTITUTIONS

Major components of this bill impacting higher education provides for:

Additional Pell Grant aid for high-achieving first and second year students. This additional grant of up to \$1,000 was outlined in the President’s earlier budget message.

Provide for year around Pell Grants for students who are accelerating their studies.

Remove the Pell Grant tuition sensitivity provisions contained in the current legislation.

Simplify the financial aid application process by expanding the “simplified needs test” for those families that qualify for free lunch, food stamps or other means-tested programs.

Permits dependent students to earn additional funds without negatively impacting eligibility to receive federal funds.

Phase out the unfair advantages in campus-based student aid. This would be accomplished by phasing out the current campus-based aid formula and the fair share concept that has typically favored northeastern universities.

Strengthen federal college access programs (TRIO and GEAR UP). The bill would increase the minimum grant levels for TRIO and provide more flexibility for institutions to serve different populations at multiple campuses. Also, assures that the unique needs of working adults are served. The Act also clarifies that the GEAR UP grants are provided for six years.

Strengthen minority serving institutions to include HBCUs, HBGIs, Tribal Controlled Colleges and Hispanic Serving Institutions. The bill would make it easier for these institutions to use technology to improve education by providing flexibility in the use of federal funds to improved internet and other distance learning facilities. They may also, use grant funds to build endowments.

REDUCING LOAN COST, FEES & RED TAPE FOR STUDENTS AND GRADUATES

Over a period of years reduce loan origination fees to 1%.

Increase annual loan limits for first and second year students from \$2,625 to \$3,500 for first year student and from \$3,500 to \$4,500 for second year students. Graduate loan limits would increase to \$12,000 per year. The overall life-time loan limits would not be changed. Perkins loan limits will be increased as well.

The bill would ensure that the variable rate structure would remain in effect beyond the 2006 year when rates are scheduled to be pegged at a fixed 6.8%.

Consolidation loans interest rates would change from the current fixed rate to a variable rate with an 8.25% cap.

The "single holder rule" would be eliminated, allowing students to shop for the best deals on Consolidation loans.

Protect borrowers' credit history by requiring lenders to report to all national credit bureaus.

Improve repayment options by allowing borrowers to make interest only payments.

Require that consolidation borrowers be provided with comprehensive information about the total interest they will be repaying, the repayment terms they are agreeing to, the benefits they will be eligible for, and other important consumer disclosures.

Reform the current law that allows some lenders to receive higher than market-value subsidies.

Reform federal income guarantees for lenders by specifying that excess interest earnings must be returned to the government.

Reinstitute the lapsed provisions allowing schools with low default rates to be exempt from the 30 day hold rule and the one term multiple disbursement rule.

Preserve the balance between the FFELP and Direct Loan programs.

REMOVING BARRIERS FOR NON-TRADITIONAL STUDENTS

Repeal the “90-10” rule that requires that proprietary schools demonstrate that 10% of their revenue is derived from sources other than federal student aid.

Allows all eligible institutions to compete for available funding as long as they are two-year degree-granting institutions.

Repeal the “50 percent rule” as it pertains to instruction by telecommunications.

Ensure colleges and universities are able to enroll home-school students without losing eligibility for participation in federal student aid programs and clarify that home-schooled students are eligible to enroll in a college or university.

EMPOWERING CONSUMERS (PARENTS AND STUDENTS) THROUGH “SUNSHINE” & TRANSPARENCY IN COLLEGE COSTS & ACCREDITATION

The bill would require the U.S. Department of Education to use certain data provided to the Department to create a “College Consumer Profile” and make this information available to the public.

Publicly identify institutions that repeatedly engage in excessive tuition hikes, giving consumers an index they can use to track tuition increases and make more informed decisions in their college spending. Institutions that increase tuition more than twice the rate of inflation over a three year interval will be identified.

Make accrediting agencies more accountable by making information about their accreditation process more transparent by giving students, parents and the public direct access to information.

The bill ensures that credits are not unfairly and arbitrarily denied based on the accreditor of a college or university where credits being transferred were earned, so long as the accreditor is recognized by the U.S. Secretary of Education.

ADDITIONAL FEATURES

The bill would allow greater opportunities for cancellation of Perkins loans for military personnel, placing members of the Armed Services in the same category for loan cancellation as teachers, full-time law enforcement personnel and nurses. The bill would also treat members of the military as independent students.

Clarify federal student aid rules related to drug offenses. The bill states that the law applies only to students who are currently enrolled, receiving federal Title IV Aid, and convicted of a drug related offense.

Repeal nine current programs previously authorized under the Higher Education Act that are duplicative and/or unnecessary or have expired and are no longer needed.

Provide for an IRS data match to prevent Pell Grant fraud.

Reduce red tape for schools by making technical corrections and improvements to the current law as requested through the FED UP project.

Expand loan forgiveness for teachers from the current \$5,000 to \$17,500.

Senate Status

The Senate's budget bill includes funding for a number of areas that are part of the House's reauthorization bill. These items include a \$5 billion reserve fund for a phase out of loan origination fees, and increased loan limits. In addition, the bill provides funding for variable interest rates for Consolidation Loans.

Senator Judd Gregg (R-NH) has indicated that he will introduce a reauthorization bill in the Senate shortly. However, many observers believe that a bill will not be acted on by the Senate this year because of the limited legislative time remaining before the election year recess, as well as issues with partisan politics.

If President Bush wins re-election this year, the work that has taken place on reauthorization this year should provide a blueprint for the bill in 2005. However, if Senator Kerry wins a lot of the current work will be scrapped.

On May 17, 2004 Reps. Thomas Petri (R-WI) and George Miller (D-CA) introduced the Direct Loan Reward Act, H.R. 4370. The intention of this bill is to revitalize the Direct Loan Program by rewarding institutions that leave the FFELP program in favor of the Direct Loan Program. The bill assumes saving in DL that could be used to provide additional Pell Grants to students.

Of course there are major differences of opinion as to which program is the most cost effective. According to Department of Education shows that the overall Direct Lending subsidy cost has been underestimated by \$2.4 billion over the life of the program and the FFELP subsidy has been overestimated by \$5.9 billion over the same time.

Interest rates have dropped to their lowest rates ever. The new rates are:

Stafford (in-school) 2.77%

Stafford (in repayment) 3.37%

PLUS 4.17%

Consolidation (in grace) 2.85%

NASFAA has released its draft guidelines on illegal inducements and has asked for comments from the financial aid community. These voluntary guidelines have been endorsed by the Consumer Bankers Association, Education Finance Council, National Council of Higher Education Loan Programs, and the Student Loan Marketing Association. The guidelines are as follows:

Guidelines for FFELP Industry Practices

DRAFT 4/16/04 (as amended by NASFAA's Board of Directors 5/04)

1. FFEL borrowers have the right to choose the eligible lender of their choice and institutions cannot intentionally delay or refuse to process the loan application based on the borrower's choice.
2. Lenders, guarantors, servicers, secondary markets, and their related organizations are encouraged to work with institutions, students, and others to help promote increased awareness of financial aid opportunities and generally to promote access to postsecondary education.

3. Lenders, guarantors, servicers, secondary markets, and their related organizations are encouraged to engage in philanthropic activities including providing scholarships or financial contributions; however, they should not be conditioned on the existence of, or the expectation of, an FFEL business relationship between the industry participant and the institution, nor should institutions or their related organizations request or accept philanthropic contributions based on such a relationship.

4. Lenders, guarantors, servicers, secondary markets, and their related organizations should not offer, directly or indirectly, nor should institutions or their related organizations request or accept private loan products in exchange for a specified dollar amount of FFEL loan or guarantee volume, a percentage of FFEL loan or guarantee volume, or FFEL exclusivity. Notwithstanding the above, institutions may choose a single preferred FFEL lender or a single preferred FFEL service provider.

5. Institutions and their related organizations should not request or accept referral or marketing fees for FFELP loan applications. Institutions and their related organizations are encouraged to coordinate all matters related to student loans through the designated campus financial aid office.

6. Lenders, guarantors, servicers, secondary markets, and their related organizations should not offer referral or marketing fees for FFEL loan volume to educational institutions or their related organizations; however, they are permitted to offer reasonable referral and processing fees to other lenders and other non-institutionally-related entities for FFEL loan applications.

7. Lenders, guarantors, servicers, secondary markets, and their related organizations are encouraged to work with schools to implement new technologies and to offer training sessions and financial instructional materials that assist students and staff members; however, except as part of a philanthropic effort, lenders, guarantors, servicers, secondary markets, and their related organizations should not offer, nor should institutions or their related organizations request or accept equipment, commercially available software or funds to procure such.

8. Subject to applicable state law, lenders, guarantors, servicers, secondary markets, or their related organizations may provide reasonable financial reimbursement to institutional personnel for travel, lodging, meals, and miscellaneous expenses, associated with their participation in school advisory group meetings held by the sponsor.

9. Lenders, guarantors, servicers, secondary markets, and their related organizations are encouraged to sponsor approved activities open to all eligible attendees during regularly-scheduled conference periods. Every effort should be made to conduct private functions during times that do not conflict with any portion of the scheduled conference program.

10. Institutional personnel should not request or accept, nor should lenders, guarantors, servicers, secondary markets, or their related organizations offer gifts, meals, or tickets to **sporting or** entertainment events. ~~if the value of such is greater than what would be offered in a normal business setting.~~ Further, institutional personnel should be aware of state ethics laws to ensure they are in compliance.

Report from Management Institute, Karen Fooks, Chair

CONTENT

The 2004 SASFAA Management Institute will be held December 10-12, 2004 at the Grove Park Inn in Asheville, NC.

The committee has met twice to discuss the format, content and speakers. The committee established as its goal, a higher ed issues-oriented workshop that, in addition to educating the attendees about issues facing our institutions' today, also give the attendees tools to take back with them to make them more effect on their campuses.

The tentative plan is to focus on four major issues:

Demographics (Who's going to college and what does the future hold?)

Cost/Affordability

Economic Outlook for Higher Education

Washington Update (focus on results of election and/or reauthorization)

Following each major speaker, there will skill-building sessions such as dealing with the media, how to make your case to your administration, effective legislative advocacy, etc. and then small group sessions to further discuss both the issue and the tools.

We are currently in the process of confirming the proposed speakers.

LOGISTICS

The committee has proposed a 3-tiered registration fee (plus SASFAA dues for non-members):

\$195 for early registrants (before Sep 1)

\$225 for regular registration (9/1- 10/31)

\$275 for late registration (11/1-conference)

Attendance will be limited to 100 participants. While targeted to senior financial aid administrators, registrations will be accepted from all interested administrators regardless of role or years of experience. However, if the number of registrants exceed available spaces, the committee proposes to limit the number attendees per institution and give preference to senior administrators (directors/associate directors with 5+ years of experience).

Report from Membership Committee, Forrest Stuart, Chair

s of membership data entered May 25, 2004; the 2003-04 membership numbers are as follows:

TOTAL: 1,409 (2002-03 Membership was 1,288)

By State (Alpha):	By State (Rank)	Ethnicity:
AL: 158	FL: 245	White, Caucasian: 612
FL: 245	GA: 159	Black, African-American: 164
GA: 159	AL: 158	Hispanic: 25
KY: 96	NON-SASFAA: 149	Asian or Pacific Is: 4
MS: 78	TN: 140	Other: 7
NC: 139	NC: 139	American Indian: 2
SC: 124	SC: 124	Not reported: 595
TN: 140	VA: 121	Gender:
VA: 121	KY: 96	Male: 339
NON-SASFAA: 149	MS: 78	Female: 710
		Not reported: 360

Many thanks to the 2003-04 SASFAA Membership Committee for all of their help in sending membership and conference information to their respective states.

SASFAA members can renew their membership for 2004-05 beginning in June. Membership runs from July 1 – June 30 of each year.

Report from Newsletter Editor, Guy Gibbs, Chair

Section 8.1.1 of the *SASFAA Policy and Procedure Manual* states that, “The primary purpose of the newsletter is to disseminate information that may be of interest to the financial aid community.” Every effort was made during the year to meet this goal. The publication schedule of newsletters for the months of October, December, April and June were met. In addition, several monthly updates were published to keep the membership informed of activities occurring within the association.

As required by policy, the newsletter contained a calendar of training and development activities, board meeting highlights, message from the president, treasurer’s report, committee reports and state reports. In addition articles were used from various other sources that provided needed information about financial aid concerns and issues. Unsolicited materials that promoted goods or services from a particular vendor were not included in the newsletter; however, it was noted that on a couple of occasions articles appeared on the Listserv that were probably not appropriate; however, they were posted by members of the association and had nothing to do with the newsletter and/or its content.

Section 8: Communications, of the *SASFAA Policy and Procedure Manual*, has been reviewed. Only one suggested change is noted at this time. The manual recommends, “An editorial board shall be formed each year to review and edit the content of submissions, assist in the solicitation and/or writing of articles, and help proof newsletters prior to publication.” While this is a notable goal, the current editor found that it was not always feasible. Instead of an editorial board the current editor relied on assistance of office staff for assistance. Since ATAC is now editing the newsletter, this particular provision of the policy seems to lose some importance.

Suggested word change to the statement regarding an editorial board to the following: *“An editorial board may be formed each year to review and edit the content of submissions, assist in the solicitation and/or writing of articles and help proof newsletters prior to publication.”*

The newsletter editor would like to thank each elected board member, state president, committee chair and liaisons for the invaluable assistance given this year. Also thanks to those individuals not on the board and/or serving as chairs of committees for the submission of articles for publication.

The editor would also like to thank President Ron Day for his invaluable guidance and assistance during the year and for inviting him to serve as newsletter editor.

Report from Site Selection, Ron Gambill, Chair

Final contracts were negotiated with the Nashville Renaissance Hotel and the adjacent Nashville Convention Center for the 2007 SASFAA Annual Meeting. The main dates of the 2007 conference will be February 11-14, 2007.

Site Selection negotiated contracts for the SASFAA Executive Board meetings to be held in August and November of 2005. This was in response to the subcommittee’s recommendation to secure meeting space earlier for cost effectiveness and better meeting dates.

The Site Selection Subcommittee submitted new checklists to be incorporated into the Policy and Procedures Manual. The checklists include the Annual Meeting, the New Aid Officers Workshop, the Management Institute, Executive Board meetings, the Transition Meeting, Committee meetings and the Mid-Level Workshop. The Policy and Procedures Manual will need to be updated with this information after Executive Board approval.

Additionally, the Don CeSar has offered a contract to extend the SASFAA Transition Meeting through 2008 with a guaranteed room rate of \$147 for all three years. This is only \$5 more than being paid currently. The resort fee will be locked at \$10 per day.

Southern Association of Student Financial Aid Administrators
Site Selection Annual Meeting
Hotel Checklist

1. Available Dates: _____ 2nd Week of February
 _____ 3rd Week of February
 _____ 4th Week of February
2. Pattern: Friday/Saturday: Executive Board, Local Arrangements,
 Program Committee
 Sunday - Wednesday: Main Conference Dates
3. Sleeping Room Commitment:
- Friday – 80 Monday – 600
 Saturday – 325 Tuesday – 525
 Sunday – 600 Wednesday – c/o
4. Room Rate Confirmed:
- Allowed Attrition: _____ %
 Deposit Required: _____ Yes _____ No _____ Credit Card
 Cancellation Policy: _____ Hours
5. Convention Space: Includes space for audio-visual and headtable.
- a. General Session: 1,000 _____ Theater _____ Schoolroom
 b. Concurrent Sessions: 10 rooms @ 100 _____ Theater _____ Schoolroom
 c. Banquet Facility: 800 – 900 Rounds of _____ 8 _____ 10
 d. Exhibitor Space: 65 - 8' x 10' booths (pipe and drape)
 Set-up 8:00 a.m. – 12:00 noon Sunday – Exhibitors
 Exhibit Hall Charges: _____ Waived; _____ Yes: _____ Amount
 e. Registration Area: _____ Yes _____ No; Workroom/Office: _____ Yes _____ No
 f. Meeting Room Charges: Waived _____; \$ _____
6. Food and Beverage Requirement: \$ _____
 Allowed Attrition: _____ %
7. Dryage Company: _____ In-House _____ Client Choice
 Companies Available for Bid: _____
 Set-up Time: _____ Saturday _____ Sunday by 8:00 a.m.
 Advantages for Use of In-House (if available): _____
8. Audio-Visual Services: _____ In-House _____ Outside Vendors
 Current Pricing List: _____ Yes _____ No (Obtain if available)
9. Airport Shuttle Service: _____ Yes _____ No
 Costs: _____ One way _____ Roundtrip _____ Complimentary
10. Hotel Parking: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
 _____ Self Parking _____ Valet Rate
11. Room Reservation Options: _____ 800# _____ Website _____ Other:
 Reservation Policy: _____ 3 Weeks _____ 4 Weeks

**Southern Association of Student Financial Aid Administrators
Site Selection for New Aid Officers Workshop
Campus Facility Checklist**

1. Available Dates: _____ 3rd Week of June (preferred)
_____ 4th Week of June
2. Pattern: Friday - Friday
3. Campus Housing Commitment: 150 individuals

Friday/Saturday: Staff/Instructors
Sunday-Friday: Staff and Participants; Friday – c/o
Suite-style accommodations with semi-private bathrooms (preferred). ___Yes ___No
Other: _____
Linens provided, soap, etc.,: _____ Yes _____ No
Meets ADA requirements (i.e., wheelchair accessibility): _____ Yes _____ No
4. Meeting Space: Meets ADA requirements. _____ Yes _____ No
 - a. Auditorium/lecture hall with AV and web access for 150 – 170: ___Yes ___No
 - b. Computer Lab: _____ Yes _____ No
 - c. Classrooms with AV and web access: 6 that will seat 30. _____ Yes _____ No
 - d. Conference office/workroom: _____ Yes _____ No
 - e. Registration area: _____ Yes _____ No
 - f. Facilities for social activities/exercise: _____ Yes _____ No
 - g. Limited to the workshop functions only for the week: _____ Yes _____ No
5. Banquet Facilities: On-campus: _____ Yes _____ No
 - a. Breakfast, lunch and dinner: 150 – 175
 - b. Thursday evening banquet
 - c. Proximity to meeting rooms and campus-housing: _____
6. Airport Shuttle Service: _____ Yes _____ No

Costs: \$ _____ One way \$ _____ Roundtrip _____ Complimentary
7. Facilities Issues
 - a. Will there be on-campus construction that will interfere with participant housing or meeting space?
_____ Yes _____ No
If yes, describe: _____
 - b. Medical Facilities
 1. On campus: _____ Yes _____ No
 2. Nearest hospital: _____
8. Campus Parking Facilities: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
9. Costs:

Housing: \$ _____ by day \$ _____ by week per participant
Meals: \$ _____ by day \$ _____ for week per participant
Use of gym/exercise facilities: _____ free \$ _____ use fee
Meeting room: _____ Complimentary \$ _____/day \$ _____ week
Technical support available: _____ Yes _____ No \$ _____/hour
10. Comments:

**Southern Association of Student Financial Aid Administrators
Site Selection Management Institute
Hotel Checklist**

1. Available Dates: _____ 1st week December
 _____ 2nd week December

2. Pattern: Friday – Sunday

3. Sleeping Room Commitment: Friday Saturday Sunday
Two-Bedroom Suite: 89 89 c/o
 1 1 c/o

4. Room Rate (Confirmed): \$ _____

 Allowed Attrition: _____ %
 Deposit Required: _____ Yes _____ No _____ Credit Card
 Cancellation Policy: _____ Hours

5. Meeting Space: Includes space for audio-visual and headtable.
 - a. General Session: 125 _____ Theater _____ Schoolroom
 - b. Concurrent Sessions: 3 rooms @ 50 _____ Theater _____ Schoolroom
 4 rooms @ 30 _____ Hollow Square
 - c. Banquet Facility: 125 Rounds of _____ 8 _____ 10
 - d. Meeting Room Charges: _____ Waived \$ _____
 - e. Registration Area: _____ Yes _____ No; Workroom/Office: _____ Yes _____ No

6. Food and Beverage Requirement: \$ _____
 Allowed Attrition: _____ %

7. Airport Shuttle Service: _____ Yes _____ No
 _____ Hotel _____ Other:
 Costs: \$ _____ One way \$ _____ Roundtrip _____ Complimentary

8. Hotel Parking: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
 _____ Self Parking \$ _____ Valet Rate

9. Room Reservation Options: _____ 800# _____ Website _____ Other:

 Reservation Policy: _____ 3 Weeks _____ 4 Weeks
 Master Billing: Room and Tax
 President's Master Billing: All Charges

10. Special Concessions:

 Complimentary Two-Bedroom Suite: _____ Yes _____ No
 Additional Suite: _____ Yes _____ No
 Upgrades: _____ Yes _____ No
 One per Fifty Complimentary Nights: _____ Yes _____ No; Other Ratio _____

11. Comments:

**Southern Association of Student Financial Aid Administrators
Site Selection Executive Board Meeting
Hotel Checklist**

1. Available Dates: _____ 4th Week of July _____ 1st Week of November
 _____ 1st Week of August _____ 2nd Week of November

2. Pattern: Friday – Sunday

3. Sleeping Room Commitment:

	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
One-Bedroom Hospitality Suite:	1	1	c/o
			c/o

4. Room Rate (Confirmed): \$ _____ Suite \$ _____
 Allowed Attrition: _____ %
 Deposit Required: _____ Yes _____ No; _____ Credit Card
 Cancellation Policy: _____ Hours

5. Meeting Space: Hollow Square for 35
 Banquet Facility: 35 Rounds _____ 8 _____ 10
 Meeting Room Charges: _____ Waived; \$ _____

6. Food and Beverage Requirement: \$ _____
 Allowed Attrition: _____ %

7. Airport Shuttle Service: _____ Yes _____ No
 _____ Hotel _____ Other
 Costs: \$ _____ One Way \$ _____ Roundtrip _____ Complimentary

8. Hotel Parking: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
 _____ Self Parking \$ _____ Valet Rate

9. Room Reservations: Master List Provided by SASFAA Secretary
 Master Billing: R/T
 President's Master Billing: All Charges

10. Special Concessions:
 Complimentary Hospitality Suite: _____ Yes _____ No
 Upgrades _____ Yes _____ No

11. Comments:
 - a. If held in conjunction with the Program Committee:
 - (1) 9 additional room nights Saturday
 - (2) 15 rooms for Sunday night total
 - (3) Check-out Monday

**Southern Association of Student Financial Aid Administrators
 Site Selection Executive Board Transition Meeting
 Hotel Checklist**

1. Available Dates: _____ 1st Week of June
 _____ 2nd Week of June
 Multi-year Availability: _____ Yes _____ No

2. Pattern: Thursday – Sunday

3. Sleeping Room Commitment:

	<u>Thursday</u>	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
	50	50	45	c/o

 Two-Bedroom Hospitality Suite:

	1	1	1	
--	---	---	---	--

4. Room Rate (Confirmed): \$ _____ Suite \$ _____

 Allowed Attrition: _____ %
 Deposit Required: _____ Yes _____ No _____ Credit Card
 Cancellation Policy: _____ Hours
 Rate Extended 2 Days Prior and After: _____ Yes _____ No

5. Meeting Space: Hollow Square for 35
 Schoolroom tables for 20 behind hollow square

 Banquet Facility: 55 Rounds of _____ 8; _____ 10
 Meeting Room Charges: _____ Waived; \$ _____

6. Food and Beverage Requirement: \$ _____
 Allowed Attrition: _____ %

7. Airport Shuttle Service: _____ Yes _____ No
 _____ Hotel _____ Other:
 Costs: \$ _____ One Way \$ _____ Roundtrip _____ Complimentary

8. Hotel Parking: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
 _____ Self Parking \$ _____ Valet Rate

9. Room Reservations: Master List Provided by SASFAA Secretary

 Master Billing: Room and Tax
 President's Master Billing: All Charges

10. Special Concessions:

 Complimentary Two-Bedroom Suite: _____ Yes _____ No
 One per Fifty Complimentary Nights: _____ Yes _____ No; Other Ratio _____
 Upgrades: _____ Yes _____ No; # _____

11. Comments:

**Southern Association of Student Financial Aid Administrators
Site Selection Committee Meetings
Hotel Checklist**

1. Available Dates: Varies with Committee

2. Pattern: Two Days

3. Sleeping Room Commitment: One night 9 – 15 rooms

4. Room Rate (Confirmed): \$ _____

Deposit Required: ____ Yes ____ No ____ Credit Card
Cancellation Policy: ____ Hours

5. Meeting Space: Conference 9 – 15

Banquet Facility: Working lunch or restaurant
Meeting Room Charges: ____ Waived; \$ _____

6. Food and Beverage Requirement: \$ _____

7. Airport Shuttle Service: ____ Yes ____ No
 ____ Hotel ____ Other:
Costs: \$ _____ One Way \$ _____ Roundtrip ____ Complimentary

8. Hotel Parking: ____ Free \$ _____ Daily Rate ____ In/Out Privileges
 ____ Self Parking \$ _____ Valet Parking

9. Room Reservations: Master List Provided by Committee Chair
Master Billing: Room and Tax

10. Special Concessions:

**Southern Association of Student Financial Aid Administrators
Site Selection for Mid-Level Workshop
Campus Facility Checklist**

1. Available Dates: _____ 4th Week of June (preferred)

2. Pattern: Saturday – Tuesday
3. Campus Housing Commitment: 75 individuals

Friday: _____ Staff/Instructors
Saturday-Tuesday: _____ Staff and Participants; Tuesday – c/o
Suite-style accommodations with semi-private bathrooms (preferred). ___Yes ___No
Other: _____
Linens provided, soap, etc.,: _____ Yes _____ No
Meets ADA requirements (i.e., wheelchair accessibility): _____ Yes _____ No
4. Meeting Space: Meets ADA requirements. _____ Yes _____ No
 - h. Auditorium/lecture room with AV and web access for 75: ___Yes ___No
 - i. Computer Lab: _____ Yes _____ No
 - j. Classrooms with AV and web access: 3 at 25 _____ Yes _____ No
 - k. Conference office/workroom: _____ Yes _____ No
 - l. Registration area: _____ Yes _____ No
 - m. Facilities for social activities/exercise: _____ Yes _____ No
 - n. Limited to the workshop functions only: _____ Yes _____ No
5. Banquet Facilities: On-campus: _____ Yes _____ No
 - d. Breakfast, lunch and dinner: 75
 - e. Reception area
 - f. Proximity to meeting rooms and campus-housing: _____
6. Airport Shuttle Service: _____ Yes _____ No

Costs: \$ _____ One way \$ _____ Roundtrip _____ Complimentary
7. Facilities Issues
 - c. Will there be on-campus construction that will interfere with participant housing or meeting space?
_____ Yes _____ No
If yes, describe: _____
 - d. Medical Facilities
 1. On campus: _____ Yes _____ No
 2. Nearest hospital: _____
8. Campus Parking Facilities: _____ Free \$ _____ Daily Rate _____ In/Out Privileges
9. Costs for Institute Duration:

Housing: \$ _____ per participant
Meals: \$ _____ per participant
Use of gym/exercise facilities: _____ free \$ _____ use fee
Meeting room: _____ Complimentary \$ _____/day Other: _____
Technical support available: _____ Yes _____ No \$ _____/hour
10. Comments:

Report from Vendor/Sponsor, Bob Godfrey, Chair

Sponsorship for June Board Meeting.

Friday, June 11, 2004

Breakfast	Student Loan Xpress
Break	Educaid/Wachovia
Lunch	Sallie Mae
Break	Sallie Mae
Dinner	Bank of America

Saturday June 12, 2004

Breakfast	NSLP
Dinner	Edsouth/Edamerica

Bank of America will provide hospitality.

Securing sponsorship at the end of the year has been much more challenging than earlier in the year. SASFAA is grateful to our sponsors for their contributions to the Board activities.

Sponsorship for New Aid Officer's and Mid-Level Workshops

The following sponsors have contributed towards the success of one or both of these professional development activities. Acknowledgement must given to Freida Jones and Mary Givhan for the role that both played in securing sponsorship for their respective workshops.

Instructors' Shirts NAO – PNC Bank
Instructors' Shirts ML - ?
Participants' T-shirts NAO, ML – USA Funds
Participants' Backpacks NAO – Collegiate Funding Services (CFS)
Participants' Notebooks NOA & ML – Nelnet
Canvas Bags ML- Citibank

Monetary Contributions:

KHEAA
Education Services Foundation (EFS)
Regions Bank
Bank One

Securing sponsorship for both of these workshops proved to be very challenging. This is partly due to the fact that they come at the end of the year, and also because the nature of the workshops is such that the workshop leaders make dozens of decisions and it is difficult for the sponsorship chair to know what is needed by the workshops. Thanks must be given to our sponsors for their generous support.

Overall Sponsorship Goals

We were very fortunate to have collected \$138,850 in sponsorship funding as of June 1 exceeding our budget target of \$120,000 by 12%. We have pledges and outstanding sponsorship invoices that when paid should add an additional \$5500 -\$6000 to the total.

It should be noted that the contributions made by our sponsors when they directly pay for a Board or committee meeting meal are not shown in the sponsorship total. The most significant example of this is with Edsouth/Edamerica who has picked up the Saturday night Board dinner at each meeting this year.

Report from Electronic Services Committee, Erik Melis, Chair

The following updates have been made to the web site, through coordination with ATAC, since the February board report:

- SASFAA conference presentations (those provided) were posted to a special conference handouts section of the web.
- Link to Conference Evaluation was posted.
- 03-04 SASFAA budget information was updated on the web.
- Information for the Summer 2004 New Aid Officer's Workshop was updated.
- Information for the Summer 2004 Mid-Level Workshop, including the agenda, was posted.
- Membership application form was updated for 2004-2005.
- April 2004 newsletter was added to the web.
- Calendar updates were made on the web site.

The following web-related projects are in progress and will be continued by the 2004-2005 Electronic Services Committee:

- Electronic Services, in coordination with the appropriate other committees and board members, will review the functionality of the new SASFAA web site and recommend P&P changes to the various committees now that users have a chance to experience the functionality of the web site.

The following items related to SASFAA Listserv maintenance are continuing for 2004-2005:

- Continue to evaluate the need for listservs other than the main SASFAA listserv. This issue will be looked at by the Web Development Sub-Committee

Throughout the course of the upcoming year, the Electronic Services Committee will continue to work with the elected Board, State Presidents, and Committee Chairs to get input on improvements and updates for the SASFAA web site and to determine ways that the Electronic Services Committee can assist in meeting goals and objectives.

ATTACHMENT C – LIAISON REPORTS

Report from Lender Liaison, Amy Moser

“Ron, thank you for this opportunity!” Ron knew what he was getting into with my chronic migraines, job change to Regions Bank and broken bones! Thank you for your patience as president and an organization.

It’s very difficult for me to give a report about items that may be inaccurate due to Reauthorization. Since Ron was my first supervisor in the financial aid office, only perfection was allowed! No time on his clock for error. Please note this information is current as of the first of June 2004.

Thank you, Clark for giving my report in your report.

Here are the highlights:

1. Interest rates have been set for 2004-2005 school year: In School, 2.77%, Out of School, 3.37%: PLUS 4.17%.
2. REAUTHORIZATION: Most noteworthy with bi-partisan support: The College Access and Opportunity Act.
3. REAUTHORIZATION: Eliminate the Single Holder Rule to allow students to consolidate with any lender, not necessarily with the holder with loans currently.
4. Currently a student does not have to choose the holder of at least one loan if lender does not offer income sensitive repayment.
5. REAUTHORIZATION: College Access and Opportunity Act would create interest only options for Stafford repayment.
6. The proposed start date for College Access and Opportunity Act is July 2006.
7. There are about 50 reauthorization bills floating around.
8. An opposing bill, Access and Equity in Higher Education is the forerunner against The College Access and Opportunity Act. Please contact your legislators about the bill you believe is best. They must hear from us, the professionals, to know which bill will better fulfill the needs of our students.
9. REAUTHORIZATION: Increase loan limits for freshmen and sophomore to \$4,000 and \$6,000 respectively. Provide greater loan forgiveness.
10. DOE has established the procedures to request late loan disbursements beyond 120 days by faxing a request or through COD for Direct Loans.
11. I wish to congratulate the newest SASFAA board member to our Regions family, Nancy Beverly, the 2003-2004 Tennessee state president. Congratulations!

Report from the Department of Education Liaison, Greg Martin

No report.

Report from the Agency Liaison, Michael Morgan

State Roll Call

The National Association of State Student Grant and Aid Programs (NASSGAP) requests information from each state concerning issues and other areas of interest that affect the state aid programs. The following information represents the information provided by the nine SASFAA states that was distributed at the most recent conference in Washington, DC.

STATE	ISSUE
Alabama	After significantly reduced funding in our state aid programs for 2003-04, the Senate has concurred with the House version of the education budget. The legislature has passed the education budget with level funding for 2004-05. The budget now goes to the Governor for his signature.
Florida	Florida 2004 Legislation projects an overall 14% financial assistance funding increase. Both merit and need programs received increases to assist with the anticipated increases of 5% and 7.5% tuition and fees at public 2 year and 4 year institutions respectively. A new tuition assistance program for students attending private institutions was also implemented with first year funding.
Georgia	
Kentucky	After a legislative review of the KY Educational Excellence Scholarship (KEES) program. The legislation proposed several bills this spring to fine tune the program. Though much of the discussion was concerning the programs funding source and it's ability to generate enough revenue to fund the program, many of the proposals would have increased the scope of the program. These changes included increasing funds for GED recipients, High school students dually enrolled in college courses and the use of KEES while attending college out of the state of Kentucky. The most controversial of the proposals among the financial aid community was to increase the GPA required for renewal in college and mandating a standardized numeric grading scale for high schools. None of the bills passed.
Mississippi	
North Carolina	
South Carolina - Tuition Grants Program	State budget requests for the upcoming 2004-2005 fiscal year have been submitted by all state agencies and will be considered by the SC General Assembly when it returns in January for the 2004 legislative session. The 2004-2005 fiscal year will be year #5 of the transition to a program-wide maximum tuition grant. The SC Tuition Grants Commission has requested sufficient funds to increase the present maximum grant of \$2,200 to the original targeted maximum grant of \$3,100, which will require an increase of \$9.7 million. A minimum increase of \$1.3 million is needed by the SC Tuition Grants Program to fund year # 5 of the transition to the present \$2,200 maximum tuition grant. The Commission has also requested that the proviso exempting the SC Tuition Grants Program from mid-year reductions be included again in 2004-2005. Anticipating that 2004-2005 may be another stringent budget year for the state, the State Budget Division has required all state agencies to submit plans on how budget reductions of 3%, 5%, and 7% would be handled by the agency.
	Reductions of this magnitude to the SC Tuition Grants Program could only be implemented by reducing the dollar size of the tuition grants to the students. A 3% reduction would be \$590,148 and would require a \$50 reduction to the awards of all 12,000 students, a 5% reduction would be \$983,580 and would require an \$80 reduction, and a 7% reduction would be \$1,377,011 and would require a \$115 reduction to all awards. We are very hopeful that the state's economic situation will improve and that no further budget reductions will have to be made.

Tennessee	The State budget is the main issue concerning Tennessee's grant program. For the 2003-2004 fiscal year, the state need based grant program had a 9% decrease in its funding level. The proposed budget for the 2004-2005 fiscal year is also estimating a slight decrease of approximately 1%. The legislature will be in session until the end of May and will finalize the budget at that time.
	With the implementation of the lottery scholarships in Tennessee for the 2004-05 academic year, we have experienced had over a 63% increase in FAFSAs processed for Tennessee residents. The FAFSA is the application for the lottery scholarship also. With this application increase, funds for the state grant program will be at a premium. State grant funds are normally expended in late April. This year, the state grant funds were expended in late March. With out new funding the grant program, Tennessee is facing a 15 million deficient just to maintain the same level as years past.
	Also, the highly competitive academic scholarship that is awarded on an interest bearing account will, potentially, not be funded this year. Additional funding has been requested. The legislature is considering that request.
	It has been a challenge to implement a new lottery scholarship program in 5 months. The program is estimated at \$180 million in the first year of operation. It is expected to serve 65,000 students in 2004-05. And, as indicated by states that we talked to prior to the program becoming law, changes are already in the making at the legislative level.
Virginia	.

NASSGAP's 34th Annual Survey for the 2002-2003 Academic Year published the following numbers for the nine SASFAA states in the spring of this year. The figures below are represented in millions of dollars.

STATE	Need Based Grant Aid	Non-Need Based Grant Aid	Non-Grant Aid	Total Aid	Change since 1997-98
Alabama	1.677	10.495	0.183	12.355	53.5%
Florida	88.73	204.671	84.81	378.211	117.4%
Georgia	1.5	395.775	11.988	409.263	89.9%
Kentucky	51.742	61.068	19.561	132.371	314.7%
Mississippi	1.34	19.37	8.977	29.687	1671.9%
North Carolina	84.379	59.817	53.521	197.717	37.4%
South Carolina	67.867	132.65		200.517	814.8%
Tennessee	54.509	0.617	1.281	56.407	158.2%
Virginia	70.958	51.988	39.607	162.553	26.8%
Average	46.967	104.050	24.436	175.453	

The chart above indicates the SASFAA states appropriate 27% of the aid budget for need based programs and 59% to Non-Need based aid programs. This is a significant shift from the national proportions collected by NASSGAP. Nationally Need-based aid represented 61% of the total aid awarded by states. Non-Need Based Grants and Non- Grant Aid represented 23% and 16% respectively. The 2002-03 national average for the since 1997-98 increased of 70.6% in total aid awarded by states.

Though a few states like North Carolina, Kentucky and Virginia have managed offer a balanced distribution of need and merit aid. Allocation of funds in recent years has shifted toward merit based programs among the SASFAA states. Though we are fortunate to have experience significant gains in

state aid funding we should be aware of this trend and the future implications as budgets and general revenue from the states get tighter. This is because as funding and revenue become scarce there is political pressure to maintain the funding of the merit-based programs. It is important that we as financial aid professionals work closely with our state agencies in the legislative process to insure that the neediest of our students are not adversely affected by the ever increasing merit based programs.

Reauthorization Issues:

Legislation was introduced May 5 to reauthorize the Higher Education Act. "The College Access and Opportunity Act of 2004" was introduced by Rep. John Boehner (R-OH), Chair of the House Education and Workforce Committee, and Rep. Howard "Buck" McKeon (R-CA), Chair of the Subcommittee on 21st Century Competitiveness. A summary of the bill is available at <http://edworkforce.house.gov/heasummary.pdf>. In brief, the goal of the bill is to

- Strengthen Pell Grants, student aid and access through:
 - Providing extra pell grants to high achieving first and second year students.
 - Providing year around Pell while repealing Pell Grant 'tuition sensitivity.
 - Phase out unfair advantages in campus based student aid to older post secondary institutions.
 - Strengthening federal college access programs like TRIO and Gear up.
- Reducing loan costs, fees by:
 - Gradually reduce loan origination fees to 1 percent.
 - Increases loan limits from \$2,625 to \$3,500 for first-year students and from \$3,500 to \$4,500 for second-year students. The aggregate loan amount remains unchanged at \$23,000.
 - Changes Consolidation Loans from a fixed rate to a variable rate. (This is emerging as the most controversial part of the proposed legislation.)
 - Eliminates the single-holder rule for Consolidation Loans.
 - Provides an interest-only flexible repayment option on Stafford Loans.
 - Lowers the loan origination fees paid by FFELP borrowers from 3 percent to 1 percent.
 - Increases FFELP eligibility for schools with greater than 50 percent reliance on distance education.
- Remove Barriers for Non-traditional students by:
 - Repealing the "90-10" rule.
 - Allow all eligible schools to compete for federal dollars.
 - Repeal distance education restrictions on number of courses by eligible institutions.
 - Remove barriers to home schooled students pursuing higher education.
- Empowering parents and students through:
 - Providing consumer styled information in the form of a college consumer profile booklet.
 - Making accrediting agencies more responsible for public awareness of institutional information.
 - Publicizing and standardizing transfer credit policies.

Request for report of LEAP:

NASSGAP requested support from several in the legislation to include \$100 million for the Leveraging Educational Assistance Partnership (LEAP) program in the Fiscal Year 2005 Labor, Health and Human Services, and Education Appropriations bill. Federal support in the form of leap helped states leverage grant aid to needy undergraduate and graduate students since 1972. Without this important federal incentive, many states would never have established need-based financial aid programs, and many states would not continue to maintain such programs. LEAP is the only federal-state partnership program requiring a two-for-one state leveraging component.

While President Bush's budget proposes to eliminate LEAP, the Senate has long supported LEAP. As college costs rise and the grant-loan imbalance widens, we urge you to make a meaningful difference in the amount of grant aid available to needy students by including \$100 million for LEAP. This federal funding commitment, which is supported by higher education representatives and student groups, would secure an estimated total of \$270 million in grant aid for our nation's neediest students.

Thanks to SASFAA President Ron Day and the Executive Board for the opportunity for me to serve in this role as agency liaison. It has been a wonderful experience.

ATTACHMENT D – STATE PRESIDENTS REPORTS

Report from Alabama State President, Deborah Byrd

No report.

Report from Florida State President, Nathan Basford

This year has passed quickly. I want to say that I have enjoyed serving on the SASFAA executive board this year and look forward to next year serving also.

Florida has had a great year. Our Fall Conference was a great success, having over 390 attendees in Naples.

Our Spring Conference, being at the beautiful Sanibel Harbor Resort and Spa, in Ft. Myers Florida had over 400 attendees.

Our Association has been involved in a number of activities this year.

We have submitted applications for the 2004 NASFAA State Award on “What Seniors want to know about financial aid and going to college”. (Thanks go out to our Outreach/Early Awareness chair, Denise Wendle.)

We have hired an investment consultant to manage portions of the Associations funds in order to protect, and improve the financial health of the Association. (This was accomplished by our fiscal concerns committee, which was chaired by our Immediate Past President Leonard Gude.

We were able to provide CEU credits to all attendees of our Spring conference with 15.5 credits, which is almost double the state requirement. (This was done, thanks to Audra Kinney and Fred Phiffer.

To all members of the SASFAA executive board, thank you for your support.

See you Saturday night.

Report from Georgia State President, Lenora Jackson

No report.

Report from Kentucky State President, Ron McMakin

KASFAA held its Spring Conference in Louisville at the Marriott East. The Program Committee selected “JOIN THE WINNER’S CIRCLE WITH KASFAA” as its theme. The Conference featured a “Hands on Track” web site with the opportunity to work at PC’s. Ron Day SASFAA President was a guest as was Dave Myette the NASFAA Chair. Steve Morgan was the opening speaker and was UNFORGETTABLE. For fun the Entertainment Committee planned a series of Derby/Racing Activities. At the Sector Meetings everyone decorated a Hot Air Balloon. At the President’s Reception there was a Derby Hat Contest and on Thursday at the luncheon there was a Shoe Box Float parade. On Thursday night there was Dinner and a Racing Event at the Kentucky Derby Museum.

New Officers for 2004/2005 were elected...President-Elect is Shelly Park from Eastern Kentucky University...Runan Pendergrast from Lexington Community College is the new VP –Training.... Lissa Caldwell from KHEAA is Secretary.... Lender Representative is Rosemary Tutt from National Education and 4-Year Public Rep is Pat Arauz from the University of Louisville.

The Conference also had plenty of Sessions that appealed to New Aid Officers, Seasoned Financial Aid Veterans and those who were in-between .The HERB VESCIO Award went to Rhonda Swim from Morehead University with a special SASFAA Award to Tim Rhodes former Director of Financial Aid at Morehead .Tim was also a KASF AA Past President.

The Executive Board of KASF AA held it's meeting on Tuesday night before the Conference and concluded with Dinner. The Transition Meeting for 2004 will be held at the Cumberland Falls Resort on June28th with the final Board Meeting on the 29th.

The Fall 2004 Conference will be held in Owensboro at the Executive Inn Rivermont and will run from Wednesday October the 20th through Friday the 22nd...The Spring 2005 Conference will be back in Louisville at the Hilton Garden Inn and will be April 20-22.

Report from Mississippi State President, Patrick James

No report.

Report from North Carolina State President, Bruce Blackmon

No report.

Report from South Carolina State President, Keith Reeves

Nominations and Elections

The Nominations and Elections Committee, chaired by Anita Elliott (Columbia College) is pleased to announce the results of elections for 2004-2005 offices:

President Elect:	Nancy Garmroth, Spartanburg Technical College
Vice President:	Elizabeth Lomas, Clemson University
Secretary:	Martin Carney, Furman University
Member-at-Large:	Tabatha McAllister, York Technical College

This group will join 2004-2005 President, Betty Whalen (Winthrop University) and 2004-2005 Past President, Keith Reeves (Clemson University) as the voting members of the Executive Board.

Spring Conference

Embracing Change - Swimming in the Sea of Opportunity! SCASF AA certainly embraced change for its Spring Conference when after 25-plus years, a change of venue for the conference site occurred. After a long stint at Springmaid Beach Resort, SCASF AA's Spring Conference was held April 18 - 21, 2004 at Ocean Dunes Resort & Villas in Myrtle Beach, South Carolina.

The conference committee, chaired by Cheryl Hughes (SC Student Loan Corp), provided a conference that was informative and enhanced professional development. Sessions for the conference included the Federal and State Updates, a Reauthorization Update, Resolving Conflicts in Determining Eligibility, Diversity, NSLDS for Dummies, Electronic Student Communication - Getting Rid of Snail Mail, Identity Theft in Financial Aid, Coping with Change, Leadership, and Effective Publications - Getting the Word Out. Guest speakers included Yolanda Adams from the Department of Education, Larry Zaglaniczny from NASFAA, Ron Day - SASFAA President, Bonnie Wallace from Citibank and Byron Wiley from the Office of Access & Equity at Clemson University.

In addition to the quality sessions noted above, conference attendees had the opportunity to enjoy team building during the SCASF AA Olympics, experienced a fun evening of talent and networking with colleagues!

Association members who retired from the financial aid profession during the 2003-2004 year were recognized during the awards luncheon. Those who have retired were: Margaret Black (SC State), John Kent (USC-Beaufort) and Mary Butler (USC-Beaufort).

Transitional Board Meeting

SCASFAA's transitional board meeting will be held June 21-22 at the Whitney Hotel in Columbia. The final meeting of the 2003-2004 board will be held on the 21st and the 2004-2005 board will convene for the first time on the 22.

Report from Tennessee State President, Nancy Beverly

My year serving as TASFAA President is almost coming to an end. It is amazing how fast the year has gone by. My Mother always said "the older one gets the faster time will pass by." Instead I would say, "the busier one is the faster time will pass by." It has been said the older one gets life slows down, but in some cases just the opposite seems to occur. The older one gets the busier life seems to be.

TASFAA has experienced a great year with many thanks due to the board members and committee members. All of these folks have done a superb job in their respective roles. One more time, I wish to express my appreciation for the opportunity to serve TASFAA as President. I have a true love for this association and this year has provided me the opportunity to development stronger leadership capabilities and to grow professionally. Thank you TASFAA members for electing me for the position of TASFAA President!

Following are some highlights from TASFAA's year:

Both the Fall Conference, *Solving the Mysteries of Financial Aid*, under the leadership of Joanie Walker, Vanderbilt University, and the Spring Conference, *TASFAA the Winning Ticket*, under the leadership of Jeanne Stewart, South College, were huge successes.

The Association Governance Committee, chaired by Crusie Lucero, Northeast State Community College, has reviewed and updated the TASFAA Policies and Procedures Manual. The goal is to present the final copy to the TASFAA Board(s), both current and new, at the TASFAA Transition Meeting to be held in June 2004 at University of the South, Sewanee, TN.

The TASFAA Financial Aid Awareness Committee, chaired by Debby Nuchols, SunTrust bank, held TASFAA's annual public awareness broadcast, *Funding Your Future: Financial Aid for Students*. WETP/WSJK Public TV out of Knoxville, TN produced the broadcast. The broadcast included a panel of financial aid administrators and representatives from the Tennessee Student Assistance Corporation who discussed types of financial available to students and a review of the Free Application for Federal Student Aid. A toll free number was provided for viewers to call in and ask questions and/or request a financial aid packet of information. The broadcast was a huge success!

TASFAA offered the NASFAA Decentralized Training in East, Middle, and West Tennessee during the month of February. Clyde Walker, Vanderbilt University, served as the trainer for these workshops. Clyde Walker, Trainer, the TASFAA District Chairs and the TASFAA Training Chair, Janette Overton, Johnson Bible College coordinated the workshops.

The TASFAA District Chairs have offered three to four district meetings in their respective areas. These meetings consisted of topics such as, financial aid awareness, the Tennessee Education Lottery Scholarship Program(s), the 2004 Federal Delivery Update, etc. . . .

TASFAA's internal review of the association's financial records was completed and resulted in no findings. Thanks to the good work of TASFAA's Past Treasurer, Bill Grizzard, Sallie Mae.

TASFEE's Project Development Committee, chaired by Karen Gibson, Edamerica, has worked on a study of salary ranges for various levels of financial aid employment across the state of Tennessee.

TASFEE's Site Selection Chair, Sandra Rockett, Dyersburg State Community College, has diligently worked this year resulting in TASFEE currently having hotel contracts signed for conferences through spring of 2006. Great job Sandra!

TASFEE has excitedly purchased ATAC, a web based design product currently being utilized by SASFEE and various state associations. Clyde Walker, Vanderbilt University is leading the action team working on this project. We are in the beginning implementation stages. This will certainly allow TASFEE to serve its membership in more enhanced ways.

TASFEE's Awards Committee, chaired by Joe Myers, Motlow State Community College, presented a large number of awards to the TASFEE membership during the Spring Conference held in April, Kingsport, TN.

The TASFEE High School Guidance Counselor Internship Committee is currently working to begin this summer program. The training for the counselors is scheduled for June 9 – 11 at Falls Creek Falls State Park. Soon after the training the high school guidance counselors who participate will begin their summer employment in various college and university financial aid offices across the state. Linda Embree, East Tennessee State University, has done a great job chairing this committee.

Approximately 75 TASFEE members attended the SASFEE Conference in Birmingham, Alabama.

Joanie Walker, TASFEE President Elect, is busy planning her upcoming year as TASFEE President. The slate of elected officers for 2004-2005 was listed, within the TASFEE Report, in SASFEE's April Newsletter. TASFEE is looking forward to yet another great year!

The TASFEE Transition will be held June 16 – 18, University of the South, Sewanee, TN. Some of the highlights will include a motivational speaker and a review of Roberts Rules of Order.

These are only some of the highlights that occurred this year. All of the TASFEE committee chairs, some who may not have been mentioned above, have diligently worked and have made huge contributions and accomplishments to the association.

“Ferris Bueller: LIFE MOVES PRETTY FAST. If you don't stop and look around once in a while you could miss it.”

Report from Virginia State President, Sherwin Hibbets

To start this report, VASFEE would like to publicly express congratulations to the two VASFEE members who were elected to serve as SASFEE officers for 2004-2005. VASFEE is excited to have two of its own, Guy Gibbs as President-elect, and Zita Barree as Vice President, honored in such a way as to be able to work for SASFEE in these capacities. We are certain they will do SASFEE “proud”, even as they have for VASFEE over the years!

VASFEE held its Spring 2004 Conference in Virginia Beach, VA on May 2-5 with the theme of “Going the Distance...Keep on Cruisin'”. This is currently the last scheduled “spring” conference for VASFEE. In 2004-2005 VASFEE is moving to one annual “conference” (which happens to be in the spring of 2005). The conference had exceptional participation with 275 attendees. The Conference and Training Committees again did an outstanding job in providing the type of professional experience our members need and expect.

At the conference, the annual election of officers was held. The results of the election for new 2004-2005 Board members are as follows:

Brad Barnett (James Madison University): President-elect

Brenda Burke (Virginia Tech): Treasurer-elect

Pat Kelly (William & Mary): Representative-at-Large

We look forward to these individuals' excellent abilities further enhancing the work of our Association!

VASF AA congratulates Melissa Collum Wyatt as the recipient of VASF AA's Excellence Award. The award was delivered at the Spring Conference. Melissa's ongoing work with the financial aid community as a colleague and VASF AA member, years on staff with the State Council of Higher Education for Virginia (SCHEV), and exemplary continuous work with Virginia financial aid legislative issues have been of great benefit to our Association and Virginia students.

VASF AA has just completed the annual Board Transitional Retreat. It was held June 2-4 at the Peaks of Otter, VA in the Blue Ridge Mountains. It was indeed a valuable time together where the outgoing and incoming Boards and incoming Committee Chairs were able to dialog and plan. I am impressed with the work done by incoming President Tom Morehouse for the coming year thus far, and Brad Barnett for the following year already. They are emphasizing continuity and are working to that end even now!

Earlier this year, the VASF AA Board voted to include sending the Treasurer or Treasurer-elect to the NASF AA Leadership Conference, along with the President-elect who has historically attended. This move was made to ensure that the Treasurer and Treasurer-elect have exposure to the training provided relative to an Association's finances and accountability for them. Treasurer-elect John Crowley was authorized to go. Although he was not able to attend this year due to timing of the approval and schedules, we anticipate that this step will further capitalize on VASF AA's leadership record in the future. From all reports, the NASF AA Leadership Conference was again a success, and a worthwhile investment of VASF AA resources in our leadership.

Though at times we do not necessarily classify support staff as leaders, they definitely take a lead role in ensuring our shops run smoothly! The Support Staff Training Committee held two one-day workshops in March and April for support staff with positive results. The topics were *Balancing Work and Professional Life*, and *The Power of Full Engagement*.

And, we await the decision regarding VASF AA's submission this past February for consideration of a NASF AA State Award for service to other constituencies. Upon Board approval, we submitted the "*Get to Know VASF AA*" (or, commonly referred to as the VASF AA Vision). This decision was made as a result of the excellent work done in 2002-2003 by the Public Relations Committee in developing the informational piece and the favorable response to it. We await the decision on this at the NASF AA Conference this summer.

With the efforts of the Board-appointed task force on Vendor/Sponsor levels and recognition, a new format has now been approved which is believed to better recognize our partners' valuable service as well as serve the needs of the Association by encouraging ongoing and enhanced financial support of Association activities. This new format goes into effect in the 2004-2005 year.

As previously reported, updates and revisions to our Policies and Procedures Manual, our Operations Calendar, and our Strategic Plan had been in process throughout this past year. They were finalized at our Transition Board Retreat. Earlier in the year, under direction of special Board Appointee, Randy Craig, we developed and completed an inventory of VASF AA's equipment and property, and addressed disposal of obsolete equipment. These upgrades to our administrative functionality are key components for running a professional organization and will provide a solid foundation for Tom Morehouse as he begins his year at the helm of VASF AA. Thanks much to all involved in all these projects, especially Randy Craig, Jeanne Holmes, Sharon Clough, and Tom!

VASFAA is poised for an excellent future as President-elect Tom Morehouse takes the reigns. I know he will perform tremendously in the year ahead! I wish you the best, Tom!

Meetings, Conferences, etc.

- VASFAA Board Meeting – November 14-15, 2004, Charlottesville, VA
- VASFAA Leadership Symposium – November 15-16, 2004, Charlottesville Omni, Charlottesville, VA
- VASFAA Conference – May 1-4, 2005 in Virginia Beach, VA at the Virginia Beach Resort & Conference Center