

**Executive Board Meeting  
Renaissance Hotel  
Nashville, TN  
August 4 – 6, 2006**

**August 5, 2006**

**CALL TO ORDER**

President Brent Tener called the meeting to order at 9:05 a.m.

**WELCOME**

Brent opened the meeting by welcoming everyone to Nashville, TN.

**CHANGES TO THE AGENDA AND SUBSTITUTE VOTING**

No changes were noted and the Chair declared a quorum.

**INTRODUCTIONS**

The following elected board members were present: Brent Tener, President, Guy Gibbs, Past-President; Lianne Masterson, President-Elect; Sandy Neel, Vice President; Heather Boutell, Treasurer and Deborah Byrd, Secretary.

State Presidents in attendance were: Runan Pendergrast, Kentucky; Jenelle Handcox, Georgia; Erik Melis, Virginia; Jonna Gibson, Alabama; Kim Jenerette, South Carolina, Garry Jones, Mississippi, Rance Jackson, North Carolina, Janette Overton, Tennessee, and Tom Judge, Florida

Committee Chairs in attendance were: Clark Aldridge, Budget and Finance; Janet Sain, Diversity, Barry Simmons, Special Appointee; Soraya Welden, Membership; Ron Gambill, Site Selection; Keith Reeves, Vendor and Sponsor; Michael Morgan, Conference; Sharon Oliver, Newsletter, and Bill Spiers, Legislative Relations.

Liaisons present: Mike Hawkes; Agency, and Paul Mittelhammer, Lender.

Jeanette Overton, Tennessee president gave greetings from TASFAA and presented a small gift to the attendees on behalf of the Tennessee association

**APPROVAL OF THE MINUTES**

**ACTION: The minutes from the Executive Board meeting of June 8, 2006 at the Don CeSar Beach Resort, St. Pete Beach, Florida were approved as presented.**

**REPORTS FROM THE OFFICERS  
SEE ATTACHMENT A**

**Report from President, Brent Tener**

Brent discussed the leadership conference; the goals and objectives with relationship to the GASP committee and committee appointments. He read a letter of thanks from the Treehouse for the \$2,000 donation made at NASFAA.

**Report from President Elect, Lisanne Masterson**

Lisanne stated that the 2007 – 08 Conference and Vendor/Sponsor Chairs will be Lester McKenzie (Vendor/Sponsor) and Brad Barnett (Conference). She also reminded the board that the President Elect selects the Conference Chair for the conference under their leadership.

**Report from the Vice President, Sandy Neel**

Sandy requested names for instructors for the 2007 NAOW from the state presidents

**ACTION: Sandy Neel made a motion that the site of the NAOW will be May 4 – 11, 2007 at the University of Louisville. The motion being seconded by Jenelle Handcox was approved.**

Discussion occurred regarding the timing, the end of the semester duties and the number of participants. The number of participants will increase by twenty-one (21) with two (2) additional instructors.

**Report from the Past President, Guy Gibbs**

Guy stated that the offices of President Elect, Vice President and Treasurer are up for election and SASFAA members can self nominate. Dave Cecil received the NASFAA Leadership award and it will be presented at the annual conference in Nashville.

**Report from the Secretary, Deborah Byrd**

Deborah thanked everyone for getting their reports in on time.

**Report from the Treasurer, Heather Boutell**

Heather presented the 2006 – 07 budget. SASFAA will use PayPal to accept payments. Policy and Procedure changes will be presented at the November Executive Board Meeting.

**STATE PRESIDENT'S REPORTS  
SEE ATTACHMENT B**

**COMMITTEE REPORTS  
SEE ATTACHMENT C**

**Report from Budget and Finance Chair, Clark Aldridge**

**ACTION: Guy Gibbs made a motion to approve the 2006-07 budget as presented. The Motion being seconded by Heather Boutell was approved.**

Discussion about whether the increase in vendor fees would cut back on sponsorship.

**ACTION: Heather Boutell made a motion to accept Clark Aldridge's recommendation to replace the lower yielding CD with a higher one. The Motion being seconded by Jenelle Handcox was approved.**

**Parliamentary Procedures Workshop, Lisanne Masterson**

Lisanne handed out a quiz on Parliamentary Procedures and Motions Guide. She stated that By-Laws must be voted on by the entire body.

**ACTION: Lisanne Masterson made a motion to approve the proposed letter to Fred Sellers, as amended with the President and Legislative Relations Chair empowered to make minor changes as necessary to reflect the express intent of the SASFAA Board of Directors. The Motion being seconded by Rance Jackson was approved. The letter is in response to Federal Register Vol. 71, No.127, July 3, 2006. The Federal Register addresses changes in regulations as the result of the HERA Act.**

**Leadership Workshop, Barry Simmons**

Each state will identify two individuals that SASFAA will provide \$400 for travel with an additional individual identified by the SASFAA Board representing each state. The proposed time will be late March or early April. The workshop will begin with lunch and conclude with lunch on the third day.

**ACTION: Lisanne Masterson made a motion to accept the 2006 -07 Committee Membership makeup as presented. The Motion being seconded by Rance Jackson was approved.**

Discussion occurred regarding better procedures to appoint and/or select committee members.

**August 6, 2006**

### **CALL TO ORDER**

President Brent Tener called the meeting to order at 9:00 a.m.

The Chair declared a quorum.

**ACTION: Lisanne Masterson made a motion to approve the Objectives/Tasks and Activities as presented. The Motion being seconded by Jenelle Handcox was approved.**

Brent Tener read a letter from Dr. Dallas Martin, NASFAA President that was sent to Raza Khan at MyRichUncle.

Discussion was made about the situation. It was reported that the Direct Lending Coalition is in support of the statements by MRU. It was discussed that if the SASFAA Board of Directors decided to end the relationship with MRU, the reps from MRU will be deleted from the database and membership fees returned and no further correspondence would be delivered from SASFAA

**ACTION: Janette Overton made a motion that SASFAA's Executive Board craft a response to MRU to not allow them to participate as a vendor/sponsor or as an active member of the association, to immediately refund any current payments and to make their membership inactive. The Motion being seconded by Jenelle Handcox was unanimously approved via voice vote.**

**Brent indicated that he would draft a letter to send to MRU expressing the sentiments of the Board. In addition, the one individual representing MRU would have his membership fees returned and notified that the Board of Directors had declined his request for membership.**

Brent Tener adjourned the Executive Board meeting at 10:30 a.m.

Respectfully submitted,

Deborah W. Byrd, Secretary

### **ATTACHMENT A**

#### **Report from President Brent Tener**

##### *Summary of Activities*

**GAP 11:** (05-06) SASFAA President identify potential elected board members and committee chairs who have never attended the NASFAA Leadership Training and commit to sending no more than three each

year in order to promote future leaders. The board should consider elected officers first, then committee chairs. Efforts should be made to target under-represented groups.

**Activity:** Will need to work with Executive Board to identify up to three individuals to attend the NASFAA Leadership workshop per the objective. Pending budget approval, the monies have been set aside

**GAP 73:** (05-06) Provide training opportunities on site selection procedures and contract negotiations at the state level. Including how to read and understand hotel contracts utilized for annual conferences and state meetings.

**Activity:** We will be holding a workshop on Sunday, August 6, that will discuss site selection. Ron Gambill, current Site Selection Chair will conduct the training.

### **Discussion**

Welcome to Nashville, TN, and to the Renaissance Hotel and the site for the 2007 SASFAA annual conference. The folks here in Tennessee will be great hosts for the conference. I am sure that we will be in for a real treat when we meet here in February 2006. I give an advanced thank you to our TASFAA colleagues as they began planning for our visit.

### **Goals and Objectives**

You are to be commended for the work that you did in putting together your objectives, tasks and activities. I've had an opportunity to review them and have provided a copy for board approval.

As you will remember, the format that I asked you to use in setting forth your goals and objectives is a departure from the format employed in prior years. There were a number of reasons that this request was made including the following:

- The format brings uniformity in the way in which goals and subsequently the objectives are developed.
- Using this document will make it much easier for the Governance and Planning Committee to review the year's activities and to write their report.

### **Committee Appointments**

As committee chairs and appointees, you are also to be commended for identifying individuals to serve a role on committees in 2006-2007. We are very fortunate to have had a great number of SASFAA members offer their time and experience to serve this year. Unfortunately, there are insufficient committee slots to find places for everyone, but we must continue to encourage volunteerism and to involve new members in the work of our committees. It is also important to encourage individuals to volunteer to serve their state associations.

I will provide the 2006-2007 volunteer lists to President-Elect Lianne Masterson. Those who volunteered will be thanked in an appropriate way for offering their service to SASFAA and encouraged to continue to volunteer in future years. NASFAA has a process that places volunteers in positions in subsequent years and I have attempted to employ this same philosophy through our committee chairs. We should never lose sight of the important role our volunteers play in the success of this association.

### **NASFAA Board Meeting**

The NASFAA Board Meeting was held July 2-4 at the Seattle Sheraton as a prelude to the NASFAA Conference in July. I continued to sit in the "peanut gallery" along with my colleagues from the other regional associations. Guy Gibbs and Susan Little represented SASFAA as voting members. This was the final board meeting for Chair David Gelinis and Susan Little. Their leadership was recognized and they were thanked for their service to NASFAA.

### **Report from President Elect Lianne Masterson**

## **Report from the Vice President, Sandy Neel**

### *Summary of Activities*

**Code Number: GAP54:** Select a curriculum coordinator from a list of previous instructors of the NAOW.

**Activity:** Pat Arauz, University of Louisville, has agreed to be the curriculum coordinator for the 2006-07 New Aid Officer workshop. Pat taught at the workshop in 04-05 and 05-06.

**Code Number: PP5.41:** Plans and coordinates the summer new aid officers' workshop, including curriculum development, recruitment of faculty, site selection and advertising the workshop (the workshop guide is included as Appendix D).

**Activity:** Since the transition Board meeting Sandy has contacted former State Presidents to ask for potential candidates for new instructors for the NAOW. Sandy received a few nominations. Every effort is being made to have at least one instructor from every state. Every effort is being made to select instructors from diverse school sectors. We really need to have representation for Georgia. Proposed new instructors that have been contacted are: Keisha Pope, J Reynolds Community College, Virginia; Cedric Trigg, University of Louisville, Kentucky; Forrest Stuart, Rhodes College, Tennessee

Returning instructors are: Bill Zahn, UNC- Greensboro, North Carolina; Erik Melis, George Mason University, Virginia; Andy Weaver, University of Alabama, Huntsville, Alabama, Searcy Taylor, Mississippi Gulf Coast Community College Mississippi; Anh Do, St. Thomas University, Florida

Sandy is looking for two previous instructors to teach for one year. This year we are adding an additional class so the number of total instructors will be 14 instead of 12. Deborah Byrd taught last year and will not be returning this year.

The returning Lender Reps are Zita Barree and possibly Todd Smith.  
The new Lender Reps are Mike Seiler from Southwest Student Services and Brenda Paganelli from NSLP.

**Code Number: PP6.144:** Identify locations and develop schedules for training activities.

**GAP 52:** Select sites for the Summer Workshop where the host institution agrees to provide a staff member to be the site coordinator.

**Activity:** Sandy visited the University of Louisville on August 2 and 3 to see if they could accommodate the NAOW. Sandy is also looking at the University of Alabama –Huntsville and Rhodes College in Tennessee. All three sites have committed a site coordinator and are easily accessible for instructors and participants. The workshop has not been held in Kentucky, Alabama, or Tennessee for several years. Other site recommendations are being accepted and will be reviewed.

## **Report from the Past President, Guy Gibbs**

### *Summary of Activity*

**GAP03:** (05-06) The Chair of the Nominations and Elections committee continues to ensure, to the extent possible, that minorities are represented on the slate of candidates.

**GAP04:** (05-06) The SASFAA Past President and the Immediate Past Presidents of the state associations start the process of obtaining viable candidates and remain proactive in getting nominations for the position of President-Elect, Vice President and Treasurer.

**GAP05:** (05-06) The committee should meet in the fall at a place and time that will result in the participation of all Immediate Past President of the states and does not conflict with other committee meetings.

**Activity:** The Nominations, Elections and Awards Committee members will be presented for approval during the board meeting. This is only a formality because this committee's membership is prescribed in the *SASFAA Policy and Procedures*. The committee is chaired by the SASFAA Past President comprised of the Immediate Past President of the nine state associations. The chair has already started working with this committee in establishing the process of identifying candidates for SASFAA elective offices of President-Elect, Vice President and Treasurer (a two-year term). Likewise, consideration has been given to how to identify potential award recipients.

The committee will meet in Nashville, October 5-6. The recommended candidates for elective office and awards will be presented to the Executive Board for their consideration and approval when the board meets in Orlando, November 4-5.

**PP6.135:** The nominations of SASFAA officers should be on the agenda of each state association's board meeting.

**PP6.21 and PP6.22:** Solicit nominations for outstanding, significant and meritorious contributions to the advancement of student financial aid and make recommendations to the board.

**Activity:** State presidents are requested to announce at their boards the importance of identifying and recommending qualified candidates for SASFAA elective office. The same is true for identifying potential candidates for SASFAA awards. Nominations may be made to the states' Immediate Past President or forwarded to the SASFAA Past President.

Information will be posted to the SASFAA website and the SASFAA Newsletter encouraging the membership to identify and nominate candidates for elective office and awards. The SASFAA Newsletter editor should work with state newsletter editors to ensure this information is available at the state level as well.

**GAP06:** The board, committee members and liaisons must understand the GAP process and the importance of providing information that will evaluate their progress in meeting the SASFAA Long-Range Plan. The President and Past President must emphasize the importance of reading and reviewing the Long-Range Plan and the previous year's GAP report.

**Activity:** Both the President and Past President will provide information relative to the Long-Range Plan and the GAP report at the board meeting. The board, committee chairs and liaisons will be reminded of their responsibility as it relates to the plan and report and their roll in meeting the components of the plan and responding to recommendations contained in the report. Further discuss will ensue at each board meeting during the year about the reporting process that will be utilized.

The SASFAA President has the responsibility for nominating members to the GAP committee and he will do so during the board meeting. The chair of the committee is the SASFAA Past President as defined in the *SASFAA Policy and Procedures Manual*.

### **NASFAA Board Meeting**

My last official function as SASFAA President was to represent the membership at the NASFAA board meeting held in Seattle in June. It was a pleasure to do so and particularly during the year that our own David Gelin, SASFAA Past President, member of our association and of TASFAA, served as National Chair. If you were able to attend the NASFAA conference you know what a wonderful job that David did during the year and at the conference. He was a wonderful representative of what SASFAA stands for and of our profession.

It will be a pleasure to have Brent Tener move to the “head table” this next year as he assumes a voting role on the NASFAA board and for welcoming Lianne Masterson as SASFAA President-Elect to the “peanut gallery” as an observe. The NASFAA will meet November 17-19 in Minneapolis, Minnesota. Janet Dodson is the current National Chair. You should plan now to attend the 2007 conference to be held in Washington, DC, in July.

#### **New Aid Officer and Mid-Level Workshops Were Successful**

We must show our appreciation to Tolly Tollefson the 2005-2006 SASFAA Vice President for a very successful New Aid Officer and Mid-Level Workshops held in June.

The New Aid Officer Workshop was held at the University of North Carolina-Asheville, June 18-23. The workshop was oversubscribed with a number of individuals having to be turned away for lack of space. She assembled an excellent faculty with Chip Quinsberry as the curriculum coordinator. Evaluations of the workshop were excellent.

The Mid-Level Workshop was also a success and all seats filled. This workshop is help in conjunction with the Southwest Association of Student Financial Aid Administrators (SWASFAA) and SAFAA hosted this year the Furman University in Greenville, SC. Bob Godfrey did an excellent job as curriculum coordinator and had assembled an excellent faculty. The evaluations were excellent.

#### **Mississippi Conference**

As you are aware, the SASFAA President makes every attempt possible to attend at least one state conference during the year. In many instances I was able to make both fall and spring conferences. When I was unable to attend Brent Tener represented SASFAA and I thank him for doing so. The last conference I attended was in Jackson, Mississippi, in June after the transition meeting and between visits to the New Aid Officer and the Mid-Level Workshops. I extend my thanks to MASFAA and to Soraya Weldon for their warm welcome.

#### **2005-2006 Budget**

When we embarked on establishing the budget for 2005-2006 we had just come from a banner year under the leadership of Janet Sain. The membership had exceeded all expectations and the annual conference held in Atlanta was a huge draw. My immediate concern and that of the chair of the Budget and Finance Committee, Clark Aldridge, as well as the newly elected treasurer, Heather Boutell, was the building of a budget that would reflect the potential 2005-2006 membership count and a conference to be held in Greensboro, North Carolina, that would not have the same draw as Atlanta. Because of the expense of the conference in Atlanta and carry over of payments that drew from Janet’s budget from a prior year, there was some concern. I mentioned to them at that time that I was not going to be the first SASFAA President that did not balance the budget and that I was not going to have to go into SASFAA reserves.

With that in mind, we built a budget that was approved by the board. This was a budget that we thought could be met and at the same time provide sufficient funds to officers and committees conduct business and meet their goals in serving the needs of the membership. I am happy to report that we had a very successful year and thanks go to everyone that worked so hard last year to ensure our meeting and living within the adopted budget.

I do believe that special recognition should be extended to Keith Keeves, Juanita Russell, Clark Aldridge, Lianne Masterson and Heather Boutell for their work; however, the entire board, committee chairs, liaisons and volunteers are to be commended for their hard work leading to a very successful year.

#### **Report from the Secretary, Deborah Byrd**

##### *Summary of Activities*

**Code # PP 5.62:** Prepares and submits meeting minutes with supporting documents and publications, including annual conference programs, special reports, and membership directories to archives.

**Activity:** Reviewed and printed the minutes of the Transition Meeting to distribute at the August Executive Board Meeting.

**Code # PP 5.63:** Serves as chair of the bylaws committee, which annually conducts a review and recommends changes to the bylaws to the Board.

**Activity:** Reviewed the volunteer list for the bylaws committee and Debra Talley and Dr. William Wall were listed. I contacted them and they both agreed to serve.

**Code # PP 5.64:** Orders and distributes the Association's official stationery.

**Activity:** Ordered the Association stationery and it will be ready on August 10, 2006.

**Code # PP 5.66:** Facilitates meeting arrangements, including lodging, meal functions and meeting rooms for Board meetings.

**Activity:**

1. Sent email to the board and committee members requesting room requirements.
2. Contacted Linda Monte at the Renaissance Hotel and arranged for the hotel rooms for the Executive Board and the Conference Committee.
3. Received confirmation numbers and forwarded this information to the board and committee members.
4. Received the meeting menus and sent Michael Morgan a copy for him to make selections for the conference committee.
5. Contacted Brent for breakfast, lunch and break times.
6. Submitted menus to Linda Monte. She forwarded me the selections, I signed them and faxed to Linda.

### **Report from the Treasurer, Heather Boutell**

#### *Summary of Activities*

**GAP 36:** (05-06) Pursue permanent set up of PayPal option for use of membership fee payment, conference registration payment and vendor/sponsor payments.

**Activity:** PayPal can now be used to pay membership fees. Leonard Gude recently (projected completed on August 1, 2006) worked with ATAC to alter the "Thank you for submitting your membership application" page. This page now instructs SASFAA members to send their payments via mail and lists my address, or gives members the option of clicking on a web page and paying via credit card through PayPal. Special thanks to Leonard Gude for setting up this page and working with ATAC. We will be adjusting the page later to include other items of revenue such as workshop registrations and vendor/sponsor payments. Treasurer Boutell plans to send an e-mail message out to the membership via the listserv letting members know of this option.

**GAP 74:** (05-06) Purchase another license for QuickBooks for the Budget and Finance Chair to download on laptop. Also use this license to start fresh with data this year in order to eliminate old data and old accounts that are no longer in existence, but impacting the proper calculations of our assets and liabilities.

**Activity:** Prior to July 1, 2006, Treasurer Boutell purchased QuickBooks On-line. This web-based product eliminates the QuickBooks software found on the laptop. The license purchased includes four registrations, which include Treasurer Boutell, Budget and Finance Chair Clark Aldridge, President-Elect Brent Tener, and will include Anne Rochester for 990 purposes for completion next fall 2007. QuickBooks was started fresh with no old data, so old accounts and old information is no longer an issue. Monthly back-up is no longer required to be sent to Budget and Finance Chair Clark Aldridge, as he can access information at any time. Treasurer Boutell will continue to send monthly reconciliation account information to Chair Aldridge. The purchase of the on-line product will cause several changes to the Policies and Procedures Guide to Financial Management. Treasurer Boutell will review those changes with Chair Aldridge prior to the November meeting and will present them for approval at that time.

**Discussion**

Total Cash on Hand as of August 4, 2006: \$229,726.90

BB&T Savings: \$95,793.23

Fifth Third Savings: \$74,505.85

Fifth Third Checking: \$59,427.82

The changes to the Policies and Procedures and the Guide to Financial Management from the June meeting were submitted to Sandy Neel in July for publishing. The travel/expense guidelines and travel form have been updated and sent to Leonard Gude for posting on the ATAC website.

Credit cards were secured for Michael Morgan, Conference Chair, and Deborah Byrd, Secretary. Credit cards were canceled for Janet Sain, Outgoing Past President, and Tolly Tollefson, Vice President. All other officers were able to keep their cards for use in 06-07.

<b>Southern Association of Student Financial Aid Administrators, Inc.</b>				
<b>Budget vs. Actual</b>				
<b>July 2006 - June 2007</b>				
	<b>Total</b>			
	<b>Actual</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>
<b>Income</b>				
<b>01 Membership Dues</b>	7,750.00	37,000.00	-29,250.00	20.95%
<b>02 Professional Development</b>	0.00	91,650.00	-91,650.00	0.00%
<b>03 Annual Meeting</b>	0.00	146,150.00	-146,150.00	0.00%
<b>04 Vendors/Sponsors/Patrons</b>	7,347.18	162,500.00	-155,152.82	4.52%
<b>05 Advertising</b>	0.00	47,000.00	-47,000.00	0.00%
<b>07 Interest Earned</b>	2,999.77	21,000.00	-18,000.23	14.28%
<b>08 Miscellaneous Income</b>	862.50	800.00	62.50	107.81%
<b>09 Balance Forward</b>	0.00	35,275.00	-35,275.00	0.00%
<b>Total Income</b>	<b>18,959.45</b>	<b>541,375.00</b>	<b>-522,415.55</b>	<b>3.50%</b>
<b>Expenses</b>				
<b>101 President</b>	37.00	8,000.00	-7,963.00	0.46%
<b>102 President-Elect</b>	0.00	5,000.00	-5,000.00	0.00%
<b>103 Vice President</b>	0.00	4,600.00	-4,600.00	0.00%
<b>104 Secretary</b>	0.00	4,200.00	-4,200.00	0.00%
<b>105 Treasurer</b>	0.00	7,406.00	-7,406.00	0.00%
<b>106 Past President</b>	1,221.79	3,558.00	-2,336.21	34.34%
<b>201 Membership/Directory</b>	0.00	6,000.00	-6,000.00	0.00%
<b>202 Electronic Services</b>	900.00	12,200.00	-11,300.00	7.38%
<b>203 Professional Advancement</b>	0.00	124,921.00	-124,921.00	0.00%
<b>204 Newsletter</b>	275.10	3,624.00	-3,348.90	7.59%
<b>205 Budget and Finance</b>	0.00	3,500.00	-3,500.00	0.00%
<b>206 Annual Meeting Program</b>	731.28	214,000.00	-213,268.72	0.34%
<b>207 Site Selection</b>	0.00	1,500.00	-1,500.00	0.00%
<b>208 Nominations and Elections</b>	0.00	7,600.00	-7,600.00	0.00%
<b>210 Executive Board</b>	0.00	42,479.00	-42,479.00	0.00%
<b>211 President's Contingency</b>	0.00	4,000.00	-4,000.00	0.00%

<b>213 Advance Program Planning</b>	0.00	200.00	-200.00	0.00%
<b>214 Diversity Issues</b>	0.00	15,180.00	-15,180.00	0.00%
<b>215 Prior Administration Bills</b>	8,628.42	8,700.00	-71.58	99.18%
<b>216 Legislative Relations</b>	0.00	4,077.00	-4,077.00	0.00%
<b>217 Long Range Planning</b>	0.00	4,600.00	-4,600.00	0.00%
<b>218 Vendor/Sponsor/Patron</b>	397.19	4,600.00	-4,202.81	8.63%
<b>219 Special Projects</b>	0.00	43,680.00	-43,680.00	0.00%
<b>221 Computer Hardware/Software</b>	0.00	2,500.00	-2,500.00	0.00%
<b>222 Purchase of CD</b>	0.00		0.00	
<b>223 Project Development</b>	0.00	5,250.00	-5,250.00	0.00%
<b>Total Expenses</b>	<b>12,190.78</b>	<b>541,375.00</b>	<b>-529,184.22</b>	<b>2.25%</b>
<b>Net Operating Income</b>	<b>6,768.67</b>	<b>0.00</b>	<b>6,768.67</b>	
<b>Net Income</b>	<b>6,768.67</b>	<b>0.00</b>	<b>6,768.67</b>	
Thursday, Aug 03, 2006 02:35:22 PM GMT-4 - Cash Basis				

**ATTACHMENT B  
STATE PRESIDENTS REPORTS**

**Report from North Carolina President, Rance Jackson**

*Summary of Activities*

N/A

**Code Number** (first column, such as GAP02)

**Activity:** Please list the activities you have conducted in support of the objective/task

**Goals and Objectives**

Building on our success for the future

NCASF AA through the leadership of our Past Presidents and Executive Boards, have forged a path toward increased service to the great State of North Carolina. The 2005-2006 NCASF AA Board and its supporters made possible a number of initiatives which has and will continue to impact the financial aid community and those we serve well into the future. The areas of interest are:

- a.) Leadership - Through the continued development of an Annual Leadership Symposium
- b.) Middle School Enrichment Scholarship Program - Making Early Awareness more than just a theme but a true reality providing an educational experience to young college hopefuls throughout North Carolina
- c.) Fiscal Management - By initiating a Financial Management Guide to ensure good stewardship of financial resources.
- d.) New Services and Committee development - Web, Fiscal, and Conference activities.

With these primary activities in place, it is my desire to build on the current success we have experienced and implement the approved features such as the development of ATAC as our web service provider. Increase scholarship funding for the Enrichment Program, review and amend where applicable Policies and Procedures to solidify fiscal responsibility, continue to support the concept of providing Leadership Symposiums to NCASF AA membership, utilize the Executive Committee within the organization to promote inclusiveness' of information and ideas, seek approval of utilization of Quick Books on the Web

and other electronic services to reduce operating cost.

As an addition to these current successes I will solicit support of including inter-organizational involvement with future joint conferences with other bordering states and officially adopting like organizations outside of our region. I plan to promote additional training opportunities for our membership by continued association with our vendors, sponsors, and State agency.

### **Report from Florida President, Tom Judge**

#### **End of 2005-2006 FASF AA Board Year**

Ruth Strum ended her year with the Spring Conference at the Sanibel Harbour Resort & Spa in Fort Myers, FL. There was a record number of attendees at the conference, numbering 525 plus. The FASF AA President's gavel was passed to Tom Judge at the event. Tom spoke to the attendees and articulated his overall 2006-2007 theme of "Legacies of Leadership." He also introduced his 2006-2007 Executive Board.

#### **2006-2007 Executive Board Retreat (see list of board members at end of report)**

The 2006-2007 FASF AA Executive Board met from July 26-28 at the Tampa (FL) Waterside Marriott for their retreat. Tom Judge discussed the upcoming year with the attendees (27 of the 31 members attended). Topics included overall goals and objectives; board member responsibilities; policies and procedures; 2006-2007 calendar activities; reporting obligations to the secretary and full board; communications amongst the board and membership; and, the overall make-up of the board.

In addition, Bill Spiers (Parliamentarian) spoke to the group on proper parliamentary procedures for board meetings and also gave an overview of our association's fiscal condition. Bill will serve as the chair of our Fiscal Concerns Committee for 2006-2007.

Leonard Gude presented to the group on the topics of the overall FASF AA budget, individual committee budgeting, and re-imburement policies. Leonard served FASF AA as the acting treasurer during the 2005-2007 board year.

Phil Asbury (Electronic Services) facilitated a discussion on the FASF AA website and took suggestions from the board on possible improvements.

The board spent an entire afternoon in small group discussions on ways to improve FASF AA during 2006-2007 and into the future. Doug Savage (Region I rep) led the regional reps in a discussion of how to set up their workshops for the fall and spring.

The board also approved the fall conference budget.

#### **40<sup>th</sup> Anniversary Year of FASF AA**

2006-2007 will mark the 40<sup>th</sup> anniversary of FASF AA as an organization. We will be conducting special events and commemorations during the year, especially at our fall and spring conferences. A 40<sup>th</sup> year pin is being developed to distribute to our membership, with the first batch to be given out at our fall conference. Tom Judge is the 40<sup>th</sup> president of FASF AA and the third to serve from the University of Miami. James Alinder from UM was the first president of FASF AA. Ron Hammond was the second.

#### **2006-2007 Conferences**

FASF AA will conduct its 2006 fall conference from September 27-29 at the Hyatt Coconut Pointe in Bonita Springs. In addition, FASF AA will host a HERA workshop on September 26 at the same site. For additional information on the conference, see the FASF AA website at [www.fasfaa.org](http://www.fasfaa.org).

The 2007 spring conference will be held at the Tampa Waterside Marriott from May 23-25. Additional information will be posted on the FASF AA website as it becomes available.

FASFAA will host both a fall (Destin) and spring (Orlando) conference in 2007-2008, but will be going to one conference a year on a trial basis, beginning with spring, 2009.

### **Goals for 2006 - 2007**

Tom Judge has provided a listing of his 2006-2007 goals on a separate sheet for the SASFAA board members. Highlights include: continue to keep the association in sound fiscal condition; increase volunteer opportunities for the membership; emphasis on leadership opportunities and development; look at ways to maintain fiscal stability in an ever-changing lender/vendor environment; study the overall structure of FASFAA; and, to maintain our high levels of training opportunities.

### **2006-2007 FASFAA Executive Board**

President	Tom Judge
Immediate Past President	Ruth Strum
President-Elect	Emily Attridge
VP for Training	Aileen Morrissey
Secretary	Catherine Huntress
Treasurer	Erin Dunn
Special Asst. to President	Denise Wendle
Region I Representative	Doug Savage
Region II Representative	Anna Zawisza
Region III Representative	Sandi Peppard
Region IV Representative	Lorrie Steedley
Region V Representative	Margherite Powell
Region VI Representative	Stephanie Watson
Site Selection	Monica Stam, Kathleen Donohue, Tracy Misner, Denise Wendle
Electronic Services	Phil Asbury
Lender/Sponsor Liaison	Allison Beaver
Newsletter	Carmen Afghani
Membership	Mary Harshaw
State & Federal Leg.	Darryl Marshall
OSFA Liaison	Theresa Antworth
Fall Conference	Tracy Misner & Carmen Afghani
Spring Conference	Kathleen Donohue & Marcia McConnell
Ambassadors	Rebecca Lydick
Vocational-Technical	John Ward
Graduate/Professional	Brenda Brown
Archives, History, CEUs	Debbie Bennett
Early Awareness Outreach	Deberrin Tunsil
Cultural Initiatives	Maria Frias
Scholarship	Lee Ann Wolfenden
Volunteer Services	Kim Culver
Parliamentarian	Bill Spiers

### **Report from Kentucky President, Runan Pendergrast**

The KASFAA Transition meeting was held June 1 and 2 at the Embassy Suites in Lexington, KY. Before members boarded the 2006 - 07 *KASFAA EXPRESS* they described their railcar (color, size, special features, etc). While on board the *KASFAA EXPRESS*, members completed a KASFAA Trivia Quiz. We must know where we've been to know where we want to go in the future. Former conductors assisted new conductors with setting goals and objectives and updating the operational calendar.

### **Goals for 2006 - 07**

At the Transition meeting the Executive Board discussed and adopted goals for the upcoming year.

- Moving the elections from the Spring Conference to an early date.

- Developing future Financial Aid Professional by providing a Professional Development Scholarship to a KASFAA New Member. The scholarship will be used to cover registration fees for the SASFAA New Aid Officers Training.
- Developing candidate qualifications for elected positions.

Our first Executive Board meeting was held July 25, 2006. All committees had a representative and all presented a report with goals for 2006 - 07. We will continue to work on our policies and procedures to ensure all updates from past the boards are included.

### **Finances**

The board voted to increase our Exhibit fee to \$500 and our General Conference Support to \$750.00. This increase will become effective for the 2006 Fall Conference.

### **Fall Conference – KASFAA – A Winning T.E.A.M (Together Everyone Accomplishes More)**

The fall conference is scheduled for Oct 18-20, 2006 in Ft. Mitchell at the Drawbridge Inn. The conference will have a sports theme, so attendees will be encouraged to wear their favorite team(s) apparel throughout the conference. Conference Chair Bryan Erslan and his team are working diligently to provide an outstanding fall conference. The conference will began with the Department of Educations conducting HERA Act training. DOE official Kathy Makowski will be presenting the federal update.

### **Training Events**

KASFAA will participate in the NASFAA training and has scheduled two instruction dates, November 7 in Louisville, KY and February 9 in Bowling Green KY. The training will be conducted by Pat Arauz and Victoria Owens. KASFAA High School Counselor Workshops have again been approved for 6 hours of continuing education credit. The workshops will be offered across the state beginning November 7.

### **College Goal Sunday**

College Goal Sunday in Kentucky will be held January 28, 2007. We will have 20 sites throughout the state. Members of the College Goal Sunday committee met with Marsha Westin of NASFAA College Goal Sunday to discuss ways to improve our program and reduce event cost.

### **2006-07 Executive Board**

President	<b>Runan Pendergrast</b> , Bluegrass Community & Technical College
President-Elect	<b>Bryan Erslan</b> , Berea College
Vice President	<b>Rick Wilson</b> , Bowling Green Technical College
Past President	<b>Shelley Park</b> , Eastern Kentucky University
Secretary	<b>Karyn Yates</b> , Eastern Kentucky University
Treasurer	<b>Jennifer Cosen</b> , Kentucky Higher Education Assistance Authority
Agency Rep	<b>Jennifer Long</b> , Kentucky Higher Education Assistance Authority
Four Public Year Rep	<b>Pat Arauz</b> , University of Louisville
Two Public Year Rep	<b>Kathy Hodges</b> , Elizabethtown Community & Technical College
Private Rep	<b>Katie Valentine</b> , Midway College
Proprietary Rep	<b>Laura Jones</b> , Sullivan University
Lender Rep	<b>Rosemary Tutt</b> , National Education

### **Report from Tennessee President, Janette Overton**

The 2006-07 TASFAA Executive Board Transition Meeting occurred June 5, 6, and 7 at the Montgomery Bell State Park in Dickson, Tennessee. The “guiding theme” for the year stems from a quote from Ursula K. Le Guin.

*It is good to have an end to journey towards: but it is the journey that matters in the end.*

The 2006 - 07 Executive Board met on July 24 in Nashville, TN to begin its official year. There are many new faces on this year's board, along with a few that agreed to serve again. Because offering excellent training opportunities to our membership is so important to me, I have asked the board to focus on setting up several training opportunities to be offered in the six districts that make up TASFAA.

Prior to our spring conference a new volunteer form was constructed. It was handed out at the end of the conference and many of our members completed and returned it at that time. Constructing this new volunteer form was to aid the committee chairs in their selection of committee members. The executive board was supplied with the compiled list of volunteers. Board reports were given at the July meeting and there were few if any duplicated volunteers on this years committees. Changes are currently being made to our website, one of which is needed to implement TASFAA's "no-membership fee" cost.

On July 25 the conference planning committee met to begin putting together the fall conference that will be held on October 22-24 in Franklin, TN at the Cool Spring Marriott. The TASFAA Advisory Committee to TSAC met with members of TSAC on July 25 to discuss the implementation of the two new state programs.

TASFAA finished the 2005-06 year on yet another sound financial footing. Because of the continued excellent fiscal management of the precious board, TASFAA will carry forward \$34,596.92 in the 2006-07 year. Our current assets held in CDs are valued at \$169,993.32. Considering our liability for future contracts is \$78,400, our 2006-2007 operating budget is \$203,664.08.

#### **2006-07 TASFAA Board**

President

President-Elect

Past President

Treasurer

Secretary

District 1

District 2

District 3

District 4

District 5

District 6

Association Governance

Awards

Conference – Fall

Conference - Spring

Counselor Internship

Diversity

Electronic Services

F.A. Awareness/

Mentoring Outreach

Governmental Relations

Historical

Lender/Guarantor Liaison

Membership

Newsletter/Public Relations

Nominations

Project Development

Site Selection/Leadership

Sponsorship

State Programs

TASFAA Advisory to TSAC

#### **ELECTED OFFICERS**

Janette Overton, Johnson Bible College

Clyde Walker, Vanderbilt University

Forrest Stuart, Rhodes College

Terri Parchment, EdAmerica

Allison Snyder, Sun Trust Bank Education Loans

Jim Shannon, Christian Brothers University

Judy Woodard, University of TN, Martin

Bill McCord, Nashville State Tech. Community College

Christy Elia, University of TN, Chattanooga

Celena Rader-Lambdin, Lincoln Memorial University

Amy Collins, East Tennessee State University

#### **COMMITTEE CHAIRS**

Cara Suhr, TN Technology Center at Nashville

Sara Reese, Aquinas Primetime

Clyde Walker, Vanderbilt University

Sandy Neel, University of TN, Martin

Chrystal Lampkin, Northeast State Tech. Community College

Danny Davis, Educational Credit Management Corporation (ECMC)

Bill Crittenden, TN Student Assistance Corp.

Dianna Greer, O'More College of Design

Ron Gambill, EdSouth

Jan Lassiter, EdSouth

Tom Hood, Sallie Mae

Laura Land, Vanderbilt University

Lisa Warmath, Lambuth University

Forrest Stuart, Rhodes College

Louanne Langston, USA Funds Services

Nancy Beverly, Regions Bank

Sandra Rockett, Dyersburg State Community College

Levis Hughes, TN Student Assistance Corp.

Forrest Stuart, Rhodes College

**Report from Virginia President, Erik Melis**

The VASFAA Transitional Board Retreat took place from May 22 - 24th at the Airfield Conference Center in Wakefield and we have had a successful launch to our bold trek for 2006 - 2007. We also managed to leave the retreat with a balanced budget for the upcoming year.

The theme for 2006 - 07 is to "Trek Boldly into New Frontiers" which will be accomplished by launching five special "ships". These ships are: MemberSHIP, PartnerSHIP, LeaderSHIP, ScholarSHIP, and FellowSHIP. Each of these ships will have specific mission objectives to help ensure the success of our VASFAA trek. The mission objectives are:

MemberSHIP: (1) Increase overall membership in the association by encouraging those that used to be members, and are no longer active, to become active once again and by reaching out to those institutions that are eligible to have members in the association but for whatever reason have chosen not to be active; (2) Ensure broad sector representation in association membership by reaching out equally to all sectors.

PartnerSHIP: (1) Increase volunteerism and involvement in the association by providing opportunities for new members and those not previously involved to step forward and get actively involved in committee work; (2) Enhance the relationships VASFAA has with external partners and entities like SCHEV, the newly formed Commonwealth College Access Network, SASFAA, NASFAA, and state and federal legislators; (3) Reach out to legislators at the state and federal level to provide information about VASFAA and advocacy on financial aid and college access issues.

LeaderSHIP: (1) Provide development opportunities for new leaders within the association using mechanisms such as the Leadership Symposium, committee chair opportunities, etc; (2) Encourage membership to work with Past President and Nominations and Elections committee to have, at a minimum, two highly qualified candidates for each position on next year's slate of candidates.

ScholarSHIP: (1) Provide high-quality training to the membership at the annual conference in 2007; (2) Provide additional high-quality training opportunities for our members beyond the annual conference to include a series of fall training events targeted at all levels of training needs.

FellowSHIP: (1) Provide additional opportunities to foster networking and sharing of ideas within VASFAA and between VASFAA and external groups such as SASFAA, NASFAA, and other state associations; (2) Provide increased opportunities for members to provide feedback and input to the association utilizing a series of "away missions" during which the President and other members of the board will go to various parts of the state and see feedback through several hosted roundtable discussions.

We have committee chairs and co-chairs for all of the VASFAA committees we will have in 2006-07, and most of these chairs were able to attend the retreat. There are also several people in committee chair positions who have not previously served in VASFAA leadership positions. This is a great way to get the missions of LeaderSHIP and PartnerSHIP started.

VASFAA had great representation at the SASFAA New Aid Officer's Workshop with 26 attendees, 1 instructor and 1 lender representative.

VASFAA's board liaison to the State Council for Higher Education in Virginia (SCHEV) working with the VASFAA State Relations Committee Co-Chair were able to arrange for a special training session on ACG and SMART grants, conducted by Kay Jacks from the Department of Education, which was held at Piedmont Virginia Community College. 70 people, including Registrar and Admissions representatives, were able to attend. The attendees represented 30 different institutions and the training event was deemed a great success.

VASFAA's Training Committee, Support Staff Training Committee, and Experienced Aid Officer's Training Committee are hard at work planning a multi-faceted training event for the Fall. This event, while not a formal conference, will provide a variety of training opportunities covering a diverse range of training needs.

The 2006-2007 VASFAA Executive Board will hold its first official board meeting on August 16<sup>th</sup>. In keeping with the theme of exploring new frontiers, this first board meeting will be held completely in an electronic format. Hopefully this format will meet the goals of a typical board meeting while saving the association expenses associated with an in-person board meeting and will relieve the board members from some time out of the office.

On August 10<sup>th</sup>, the VASFAA President, President-Elect, Past-President, and State Relations Committee Chair will be meeting with the Virginia Secretary of Education. This meeting, set up by the VASFAA State Relations Committee, is part of VASFAA's continuing outreach to legislators and external partners and will provide an opportunity to present VASFAA as a resource on matters related to financial aid and college access.

We have already begun the steps to prepare an annual conference in May 2007 that will rival all before it. All the VASFAA committees involved in putting together the annual conference have already set sail on the ScholarSHIP and have begun the hard work involved in carrying out this most important mission.

We are extremely excited about the upcoming year and look forward to the journey we will experience together as we "Trek Boldly into New Frontiers." This trek would not be possible without the efforts and commitment of all those that graciously volunteer their time and resources for VASFAA. The list of crew members continues to grow and we are sincerely indebted to all those that have stepped forward already and those that will still step forward as we begin the new VASFAA year.

### **Report from Alabama President, Jonna Gibson**

The 2006-2007 AASF AA began with our transition meeting on June 15-17, 2006 at the Legends in Prattville, Al. I am excited to say we have a great deal of new things that we are working on for the 2006-2007 year.

#### **2006-2007 AASF AA Officers**

President	Jonna Moses Gibson, Regions Student Lending
President Elect	Ben Baker, University of North Alabama
Vice President	Charles Markle, Auburn University
Past President	Buddy Jackson, Faulkner University
Secretary	Suzanne Bush, Bevell State Community College
Treasurer	Lissa Burleson, Samford University
Treasurer Elect	Phillip Nelson, Auburn University

We will be offering an additional New Aid Officer workshop this year for the first time before our fall conference and again before our spring conference. Charles Markle is coordinating a New Aid Officer workshop this August at Auburn University and other workshop in the spring.

One of my goals this year for AASF AA is to have our archived material scanned and with the help of Chip Quinsenberry, Archive Chair, I know this is possible. Another goal is to get ATAC up and running, I have had a lot of positive response from the AASF AA members.

AASF AA Fall Conference will be held in Auburn, Alabama on the campus of Auburn University on October 11-13 at the Dixon Conference Center.

## **Report from South Carolina President, Kim Jenerette**

### **Transitional Board Meeting**

The 05-06 and 06-07 SCASFAA Boards met June 26-27 at the Younts Conference Center on the campus of Furman University (Greenville). Goals were reviewed and discussed for the upcoming year for committee members. "Taking it to the next Level" is the theme for the upcoming year. Five goals were outlined as the 06-07 SCASFAA Executive Board moves forward for this upcoming year.

SCASFAA and NCASFAA will be hosting a joint fall conference on November 6 - 8 at the Grove Park Inn and Spa Resort in Asheville, NC. All of the State Presidents have been invited and we look forward to this "mini-SASFAA" conference. Bob Godfrey (SC) and Bill Cox (NC) serve as co-chairs and the conference committee met on July 24<sup>th</sup>.

The Professional Development Committee, chaired by Jeff Holliday, met on July 14<sup>th</sup> and has already penciled in 3 workshops: HERA Training on October 12<sup>th</sup>, New Aid Officers Workshop on November 13<sup>th</sup>-14<sup>th</sup>, and the de-centralized training on December 5<sup>th</sup>.

The Budget Committee, chaired by Jeff Dennis, met on July 17<sup>th</sup>. SCASFAA has voted to purchase ATAC – with this and the upcoming joint conference with NCASFAA, a very detailed and long meeting occurred to ensure that SCASFAA continues to maintain a sound budget. We are very appreciative of the previous years of sound, fiscal leadership and continue to stay the course for our association.

Keith Reeves chairs the Electronic Services Committee and his experience with ATAC serves SC well as we delve into a new service for our association.

Elizabeth Milam-Lomas is chairing an Advisory Committee to CHE (state agency that oversees State Scholarship Programs). The purpose is to ensure constant communication between CHE and the financial aid offices and develop a clear understanding of regulatory ramifications for all involved.

The full committee of the 06-07 SCASFAA Board can be found at [www.scasfaa.org](http://www.scasfaa.org).

## **Report from Georgia President, Jenelle Handcox**

### Discussion

The transitional meeting of the 2006-2007 GASFAA Executive Board was held July 21-22 at the Jekyll Island Club Hotel. The first day of the meeting was devoted to reports and recommendations from the outgoing 2005-2006 Board. Since there are several members on the Board who have never served previously, several areas were covered including a review of parliamentary procedures, policies & procedures, and proper budget usage. I am proud to say that we were able to place every GASFAA volunteer on a committee.

GASFAA's established goals for 2006-2007 include:

- Survey the membership as to their needs and satisfaction with information provided by GASFAA and solicit suggestions for improvement
- Develop a program to place emphasis on early awareness of financial aid opportunities, possibly similar to NASFAA's College Goal Sunday
- Continue to offer member institutions NASFAA training at no cost
- Continue the "GASFAA Day at the Capitol" with the Georgia Legislature
- Update GASFAA By-Laws to incorporate voting by all members
- Revise high school counselor training opportunities to reach more individuals
- Explore leadership development on behalf of the association
- Review GASFAA's activities and consider submitting any of our current or new activities for a NASFAA state award

- Research the transfer of historical records to imaging

The next meeting of the GASFAA Executive Board is scheduled Wednesday, October 11, immediately prior to the Fall Conference.

### **Report from Mississippi President, Garry Jones**

Due to the timing of this year's MASFAA and NASFAA annual conferences and other conflicts MASFAA's Transitional Board Meeting was not able to be conducted until July 27 and 28. It took place in Jackson at the Marriott Downtown, which was the location of our annual conference.

Highlights included:

- The 2005-06 Board and Committee Chairs conducted final business and gave final reports.
- The 2006-07 Board and Committee Chairs transitioned.
- Committee Chairs were briefed on their responsibilities.
- Volunteers were appointed for each committee. There were approximately 65 individuals who volunteered and each was placed.
- Budgets were discussed. A balanced budget proposal will be presented to the Board via conference call within the next 2 weeks.
- Selected participants from the Executive Council who will attend NASFAA's Leadership Conference.
- Discussed purchasing the updated NASFAA's updated CORE curriculum for use in our Financial Aid 101 training held each March.
- Set tentative date for NASFAA's Decentralized training. Will be selecting/sending 2 trainers.
- Discussed SASFAA's Leadership Workshop initiative regarding each of the 9 nine states selecting participants for special leadership training.
- Discussed Brent's charge regarding submitting a project to NASFAA for award consideration. An idea was presented and talked about.

Some of the goals we will work towards this year include:

- Continue previous work of updating the P&P manual.
- Strategize on how to grow and continue current membership involvement on state and regional levels.
- Establish well defined descriptions and expectations of each committee area with the intention of placing a PDF file on our website. Potential volunteers can utilize this PDF file as they determine which committees are of interest and practical, as it relates to time commitment, etc., for them to consider.
- Develop project for NASFAA award consideration.
- Continue developing a more cohesive network in interacting with high school counselors.
- Discuss viability of a Treasurer-Elect position.
- In conjunction with ATAC revamping our website to be more user friendly and informative.

This is MASFAA's 40<sup>th</sup> year. The Conference Chair has already begun working hard to put together an exceptional and a memorable conference for its membership next summer. Our next Board meeting will be held in conjunction with the decentralized training tentatively set for November 17.

## **ATTACHMENT C COMMITTEE REPORTS**

### **Report from Budget/Finance, Clark Aldridge**

### **Report from Conference Chair, Michael Morgan**

### **Summary of Activities**

#### **Code Number**

PP 6.61: Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

#### **Activity**

Secure volunteers to help perform the duties of the committees.

Each State representative has been encouraged to have a team of five to serve on various sub-committees; one member of each team must have technical proficiency and will be used on the AV committee.

Volunteers not used directly by the state from which they were recruited will be assigned to a specific subcommittee within the conference committee.

#### **Code Number**

LP41: Provide for the professional growth and competencies of members by offering workshops, seminars, meetings and other training opportunities to meet the needs of the membership.

#### **Activity**

Determine the training/professional development needs of members, recognizing categorical distinctions among members such as experience, institutional type, and level of responsibility. Solicit the input of members from these diverse backgrounds. Carefully review the session topics to make sure the offering provides an adequate selection for the diverse membership. Contact members of the Leadership, Midlevel and NAO training for suggestions.

#### **Code Number**

GAP41: (05-06) The "track" sessions continued at the annual conference. Sessions that would provide training on topics that will assist Directors and Associate Directors enhance their management skills is suggested.

**Activity:** Develop a conference matrix that will be used during the planning meetings by the conference committee. One axis will consist of professional ability, Director, Mid, Beginner, Tech and Personal Dev. The other axis will consist of type: four year public, two year public, private, proprietary, and lender. This matrix will be developed and modified during the selection process to insure a good cross sectional offering to address the multifaceted needs of our membership.

#### **Discussion**

I wish to recommend approval of the following members to serve on the 2006-2007 Conference Committee:

Alabama Representative	Andrew M. Weaver	University of Alabama-Huntsville
Florida Representative	Brenda M. Brown	University of Miami- School of Law
Georgia Representative	Deborah H. Clark	Atlanta Technical College
Kentucky Representative	Chris Tolson	Campbellsville University
Mississippi Representative	Laura Diven-Brown	University of Mississippi
North Carolina Representative	Dana D. Kelly	High Point University
South Carolina Representative	Jeffrey Dennis	Southern Wesleyan University
Tennessee Representative	Sara Reese	Aquinas College Primetime
Virginia Representative	Brad D. Barnett	James Madison University
Hotel Liaison	Ron Gambill	EdSouth
Local Arrangements Co-Chair	Karen Hauser	Vanderbilt University
Local Arrangements Co-Chair	Sandra Neel	University of Tennessee-Martin
Lender Liaison	Todd Woodlee	Education Finance Partners
<u>Ex-Officio Members</u>		
SASFAA President	Brent Tener	Vanderbilt University
SASFAA Vice President	Sandra Neel	University of Tennessee-Martin

SASFAA Vendor/Sponsor Chair Keith Reeves  
SASFAA Diversity Chair Janet Sain

Clemson University  
SunTrust Education Loans

### **Discussion**

The 2006 - 2007 program committees will meet August 5<sup>th</sup> - 7<sup>th</sup> to discuss presentations solicited from the general populous via the call to sessions and from direct request from more seasoned veterans in the profession. In addition the committee will develop a balanced offering to the SASFAA membership.

### **Report from Membership, Soraya Welden**

#### *Summary of Activities*

**Code Number GAP 14:** The Conference, Diversity, Newsletter and Membership committees should continue to be represented by every SASFAA state.

**Activity:** In July, the membership chair emailed each State President requesting a representative to serve from their state on the SASFAA Membership Committee. Each President submitted a name and contact information to the membership chair.

#### **Code Number GAP 15:**

1. Gather membership data for the past 2 - 4 years, as can be located.
2. Enter data into a spreadsheet and make comparisons to identify areas of growth and decline. Year-end data will also be reviewed for overall membership growth or decline.
3. Provide suggestions regarding ways to increase areas that have seen a decline.

**Activity:** Membership data by state for the past three years have been collected and entered into a spreadsheet. The largest percentage increase from one year to the next was from the state where the annual SASFAA conference was held that year. In 2005, conference was in Georgia who had 69% more members that year. In 2006, conference was in North Carolina who had 51% more members than the prior year.

**Code Number GAP 16:** Continue yearly solicitations to current, past and new potential members soliciting their participation in SASFAA.

**Activity:** In July, the membership chair posted an email to the SASFAA Listserv encouraging membership renewal. The chair requested ATAC send an email to all 05 - 06 members reminding them to renew membership and include the person's user name and password in the message.

**Code Number GAP 20:** Have ATAC a report that shows the non-specified members and work to clean up the non-specified membership by institution type which is currently noted as 264 of them on the membership statistics. On the membership/registration form, if the school is not listed, it won't link the person's name with the institution type and thus gives us non-specified stats which are misleading. Also add school type along with a new school name or school that is not already in the database. Recommend adding vendor/other than lender category under membership.

**Activity:** In July, the membership chair consulted with ATAC to begin work on identifying unspecified members and duplicate records. ATAC provided the chair with details of how to resolve these issues. To begin the process of eliminating duplicate records, the most current record must be identified. The chair requested that ATAC attach a time/date stamp to each record when an update to the member profile is made. This will help in identifying the most current record.

### **Discussion**

- (1) The membership chair recommends the following members serve on the 06 - 07 membership committee:

Alabama  
Florida

Shannon Cross  
Mary Harshaw

AmSouth Bank  
The College Board

- |                |                   |                                             |
|----------------|-------------------|---------------------------------------------|
| Georgia        | Gina Repak        | Georgia Institute of Technology             |
| Kentucky       | Morgan Kells      | Southwestern College                        |
| Mississippi    | Nancy Gault       | Sallie Mae Education Trust                  |
| North Carolina | Patricia Bowman   | The University of North Carolina, Charlotte |
| South Carolina | Caroline Thornton | Orangeburg-Calhoun Technical College        |
| Tennessee      | Laura Land        | Vanderbilt University                       |
| Virginia       | Angela Long       | Miller-Motte Technical College              |
- (2) In consultation with the President and the Electronic Services chair, the committee recommends that the membership “active status” be extended until August 31<sup>st</sup> to allow time for members to renew their membership before they are classified as inactive.
- (3) SASFAA membership has increased by 285 members, or 22%, over the past four years. (02-03 = 1,288 vs. 05-06 = 1,573) The 06-07 friendly competition will be based on the percentage increase this year versus last year based on the following 05 - 06 state totals.
- The 05-06 membership by state:
- |                |     |
|----------------|-----|
| Alabama        | 85  |
| Florida        | 290 |
| Georgia        | 189 |
| Kentucky       | 96  |
| Mississippi    | 71  |
| North Carolina | 234 |
| South Carolina | 119 |
| Tennessee      | 144 |
| Virginia       | 193 |
- (4) ATAC has added the time/date stamp feature which will record when a member updates his/her record.
- (5) There are 321 SASFAA members as of August 3, 2006.

**Report from Vendor/Sponsor, Keith Reeves**

***Summary of Activities***

**Code Number GAP 33:**

Have Sponsorship and Advertising (newsletter and banner ads) forms available on the sasfaa.org within seven days after first board meeting.

**Activity:**

Appropriate individuals have been contacted to provide update information. Mark up of the 05-06 form will be completed following this Board meeting and forwarded to ATAC for posting.

**Discussion**

Per SASFAA Treasurer, Heather Boutell, all sponsorship funds due for 2005-06 have been received. Sponsorship for this joint meeting of the Executive Board and the Conference Committee include the following:

- Hospitality – NSLP
- Friday Dinner – EdAmerica EdSouth
- Saturday Breakfast – Regions Bank
- Saturday Morning Break – SunTrust
- Saturday Lunch – Wachovia
- Saturday Afternoon Break – Nellie Mae
- Saturday Dinner – Citibank
- Sunday Breakfast – Regions Bank
- Sunday Morning Break – SunTrust
- Sunday Lunch – Nelnet
- Sunday Afternoon Break – Nellie Mae
- Sunday Dinner – Sallie Mae Education Trust

## Monday Breakfast – Regions Bank

### **Budget Goal**

The 2006 - 07 budget goal for sponsorship, excluding advertising, is \$160,000, which represents a slight increase over 2005 - 06 (assuming that no changes are made in the budget presented for approval at this Board meeting). Conference sponsorship in Greensboro reached an all-time high. With recent mergers and the effects of HERA, we may struggle to reach this level. The budget for advertising income has been set at \$47,000, which includes banner advertising on the web and newsletter ads.

### **Note to Board**

All Committee Chairs are reminded that all requests for support for various meetings should be made through the Sponsorship Chair in order for the sponsors to receive proper credit.

### **Proposed Committee Members**

Lester McKenzie – Tennessee Tech

Jackie Bell – USA Funds

### **Report from Diversity, Janet Sain**

#### *Summary of Activities*

**GAP14:** (05 - 06) The Conference, Diversity, Newsletter and Membership committees should continue to be represented by every SASFAA state.

**Activity:** An email was sent to each State President soliciting them for recommendations. Some elected to utilize their current State Diversity chair. Some elected to utilize names from the list of volunteers that were distributed to the board by the SASFAA President. In a couple of states, those individuals happen to be the same person. Each individual was contacted and final acceptances are being received.

**GAP44:** (05-06) Utilize local student's perspective in Diversity Committee as success story for annual conference.

**Activity:** The TN representative on the committee will be soliciting student success candidates from TASFAA member schools via the listserv, TASFAA Board members, etc.

#### **Discussion**

The Diversity Committee will be utilizing the theme, “*Serving Our Hispanic Population*” throughout the year. We are hoping to present several interest sessions and a general session speaker for the annual conference for the consideration of the conference committee. We want to have a handouts table available where schools that already have FA forms in Spanish can share those with the attendees at the conference and then post those forms on the SASFAA website. Committee members will solicit these handouts via their state listserv and board members. Other possible activities at the conference may include Salsa dance lessons, Spanish food-tasting table, etc.

### **Report from Electronic Services, Leonard Gude**

#### **Code#: GAP36**

Objective/Task: (05-06) Pursue permanent set up of PayPal option for use of membership fee payment, conference registration payment and vendor/sponsor payments.

**Activity:** Added external PayPal electronic payment page, so that members can pay membership dues via credit card. Requested that ATAC link the payment page to their site.

#### **Code#: LP35**

Objective/Task: Disseminate quality information to enhance communications to the membership in a timely and cost efficient manner.

**Activities:** Had ATAC post President's Welcome to site.  
Had ATAC update Newsletter publication schedule and information on the site.  
Had ATAC post 2005 - 06 Annual Report to web.

### **Report from Newsletter Editor, Sharon Oliver**

#### ***Summary of Activities***

**GAP 32:** (05 - 06) Utilize each state's newsletter editor to comprise Newsletter committee for SASFAA.

**LP 07:** Appoint committee members, to the extent possible, who represent diversity including sectors, genders, and ethnicity.

**Activity:** State Presidents provided the name of each state's newsletter chair. A SASFAA Newsletter Committee Request Form was forwarded to each member. Each state has a representative on the newsletter committee. The Newsletter Committee members are indicated below:

Neal Kiker	SC
Jon-Paul Keenan	GA
April Kendrick	KY
Audrey Callahan	NC
Peggy Shoemake	MS
Lisa Warmath	TN
Gary Spoales	VA
Carmen F. Afghani	FL
Anthony Richey	AL
Sharon Oliver	NC

**PP6.127:** Work with the finance and audit chair to review and recommend the rates for advertisements, including applicable discounts, on an annual basis.

**Activity:** Met with Budget and Finance Chair during SASFAA's transitional board meeting. There will be no increase for ads for 2006 - 07.

**PP6.0:** Prepare and submit reports to the secretary and make reports and submit action items at Board meetings.

**Activity:** The Newsletter Committee chairperson submitted a board report for August to the Secretary by the due date.

**PP6.0:** Develop goals and objectives in keeping with committee/liaison charges, the bylaws, the mission statement and long-range plan and in consideration of the recommendations of the governance and planning committee.

**Activity:** The Newsletter Committee established goals and objectives to meet the by laws, mission statement, long range plans, and GAP recommendations for 2006 - 07 on July 15, 2006.

#### **Discussion**

The newsletter schedule for 2006 - 07 has been posted in two locations on SASFAA's website. The schedule appears on the newsletter index page and also on the opening page of the summer newsletter.

#### **Direct Links for the Newsletter**

We explored with ATAC opportunities to increase members' readership by providing direct links to the newsletter, as well as, the inclusion of hot topics when the newsletter is released. ATAC indicated that

direct links and hot topics can be provided for the newsletter. The addresses to link directly to these areas of the newsletter will be longer. They also suggested that we could create a “hot topics” page that people could go to for quick links or a “hot topics” section on the opening page of the newsletter featuring highlighted articles.

### **Newsletter Contents**

The newsletter shall include news of interest to student aid administrators including professional development information and events pertaining to aid administrators in the SASFAA region. The newsletter shall contain the following items:

- Message from the President
- Board meeting highlights
- Treasurer’s Report
- Committee Reports
- State Reports
- Calendar of training and development activities in the region

### **Newsletter Deadline**

The fall edition of the newsletter is due in October. The deadline for articles is **September 10, 2006**. All submissions (articles, ads) should be provided to the Newsletter Editor, Sharon Oliver, at [soliver@nccu.edu](mailto:soliver@nccu.edu). Materials should be sent as a word attachment, new times roman font, 10 pitch, and third person.

### **Newsletter Expenses**

Up to 20 pages and 5 pictures are included in the base cost of \$200. Additional pages are \$20 each and additional photos are \$5 each. Ads are \$10 each. ATAC is quite flexible on the pages, since ads take up partial pages and those do not count towards the page total. Generally, they do not charge for extra photos unless there are an excessively large number of photos.

### **Report from Site Selection, Ron Gambill**

#### *Summary of Activities*

**PP 6.151:** Provide site selection guidelines to state presidents at the July/August Board meeting.

**Activity:** Will provide the basic facility guidelines at the August 5 Board meeting.

**PP 6.152:** Solicit from each state president a conference site proposal that includes tentative meeting dates and facility requirements.

**Activity:** Contact has been made with Garry Jones to determine if Mississippi can be considered for the 2010 conference based on the damage to the coast by Hurricane Katrina. Garry will communicate at the August Board meeting.

**GAP 57:** (05 - 06) Provide training opportunities on site selection procedures and contract negotiations at the state level. Including how to read and understand hotel contracts utilized for annual conferences and state meetings.

**Activity:** The Site Selection Chair will conduct a training session for state presidents in conjunction with the August 6 Board meeting.

### **Discussion**

The Site Selection Committee will be working on the annual meeting location for 2010. Due to the destruction caused by Hurricane Katrina last year, the Mississippi Association elected to postpone its option for the 2009 meeting. The Mississippi Association has been approached for 2010 to determine if

hotel and meeting facilities have recovered or are planned that could facilitate the SASFAA Conference for that year. Garry Jones will notify the Site Selection Chair at this meeting.

If MASFAA does not feel there is sufficient information to establish a definite selection of viable sites this year, the next state in rotation will be Kentucky. A member from the state association to be visited will be recommended by the state president to accompany the Site Selection Chair on the visit and serve on the Site Selection Committee for 2006-07.

A contract has been negotiated and signed for the 2006 - 07 Nominations Committee. If other committees need assistance with a meeting site, please contact the Site Selection Chair.

### **Report from Legislative Relations, Bill Spiers**

### **Report from Agency Liaison, Mike Hawkes**

#### *Summary of Activities*

**Code Number** PP 6.174 - Request up-to-date information from each agency and prepare a report for the SASFAA Board. The liaison is responsible for maintaining a list of agency contacts and addresses and for passing the information to the liaison's successor.

**Activity:** Made initial e-mail request to state agency contacts on June 29; Sent reminder e-mail on July 26; Updated contact list by adding Ed Cunningham, new KHEAA Executive Director

**Code Number** GAP80 - Continue use of NCHELP and NASSGAP reports to be included in committee reports and ask State Presidents for help in obtaining state agency reports for board meetings so that every state can be guaranteed to be represented.

**Activity:** Requested reports from NCHELP and NASSGAP; Copied State Presidents on e-mails to agency contacts

#### **Discussion**

The following reports were submitted:

#### Agency Liaison

While all program participants have been focusing on implementation of the *Higher Education Reconciliation Act of 2005*, reauthorization of the *Higher Education Act* is still an outstanding issue.

On June 30, President Bush signed H.R. 5603 which extended the *Higher Education Act* through September 30, 2006. The House of Representatives has already passed its version of reauthorization in the form of H.R. 609, the College Access and Opportunity Act of 2006. However, the Senate has not taken action on a reauthorization bill and is not expected to do so until September. Given the limited number of legislative days left on the calendar before mid-term elections, it is far from certain that the Senate will deal with reauthorization at all.

With all the attention on *HERA*, the provisions of H.R. 609 have not received a great deal of attention. However, there are several loan provisions in this bill that would affect program participants including:

- A significant expansion in the types of occupations that would qualify for loan forgiveness
- New disclosures that would have to be provided to Consolidation loan borrowers
- Requiring guarantors to provide financial and economic education materials to borrowers making payments under satisfactory repayment arrangements
- Reporting to all national credit bureaus would be required
- Loan holders would have to provide timely and free information to schools (and their third-party servicers) for use in default prevention activities.

Several other provisions would have a major effect on schools in particular, including:

- Section 483 – significant changes to the FAFSA
- Section 485 – new consumer information requirements
- Section 486A – creation of the College Affordability Demonstration Program.

The *Common Manual*, typically published each July, will instead be printed in September to accommodate new policies relating to *HERA*. Development is continuing on a *Common Manual* web site with the launch date is targeted for September-October.

Submitted by: Mike Hawkes, Director, Policy & Communications, Educational Credit Management Corporation

National Association of State Student Grant and Aid Programs (NASSGAP)

*No report submitted.*

National Council of Higher Education Loan Programs (NCHELP)

Included in the Deficit Reduction Act of 2005 was a commitment by Congress to increase access to higher education. The College Access Initiative formalizes a traditional role of guaranty agencies in promoting access to higher education and requires that they make available to the public a comprehensive listing of the postsecondary education opportunities, programs, publications and services available in their designated states.

A work group of representatives from the nation's 36 guaranty agencies has been developing an implementation plan to fulfill these requirements. The group, chaired by Steven Brooks, Executive Director of the North Carolina State Education Assistance Authority, is working with organizations including the National College Access Network (NCAN), Pathways to College Network and NASFAA to develop guidelines and resources that can be used by agencies interested in expanding their outreach activities and reaching a broader number of students, families and organizations. These efforts also tie in with a broader NCHELP access effort to involve the entire membership in sharing information about best practices and working together with partners such as SASFAA.

As part of their public service mission, guaranty agencies provide an extensive range of services and programs to increase awareness of the importance of higher education, the opportunities available and the financial support offered. They make efforts to reach students and families at every stage of their education life-cycle - from programs designed for elementary school students to tools aimed at workers seeking new skills.

Two key areas where guaranty agencies contribute to raising awareness and increasing access to higher education are in the resources and training they provide, and the targeted services and funding they offer to underserved students.

#### Resources and Training to Increase Awareness

Guaranty agencies reach out to millions of students and families -- through a wide variety of channels including brochures and newsletters, financial aid workshops and hotlines, comprehensive Web sites and resource centers -- to inform them about how to prepare for college, plan for their career, pay for their postsecondary education and manage their finances. These free resources are used by schools, organizations and families throughout the country to boost awareness and early intervention efforts.

Several agencies have regional offices and staff that engage in outreach initiatives to schools and community agencies across the state. They work with elementary, middle and high school students, parents, teachers and counselors to promote early awareness of college opportunities, financial aid support and financial literacy. They participate in career fairs and FAFSA completion events and place special emphasis on working with schools that serve low-income families. One guaranty agency reported providing 2,800 low-income first-generation students with monthly counseling and presentations last year. Another agency

conducted 75 college enrollment workshops, serving 140,000 students and 30,000 parents. Many agencies operate and fund college resource centers that provide students and families with hands-on assistance in navigating all of the hoops required to pursue a college education. To introduce students to what college life has to offer and inspire them to pursue their educational goals, several agencies host day-long workshops on a local college campus.

#### Targeting Services to Students Most in Need

The other major role that guaranty agencies play in early intervention and awareness is identifying what a community needs and providing support and services to underserved students. Because agencies are directly involved with their schools and communities, they can respond to the specific needs that emerge. They work with the state education board to identify schools with low college-going rates and target specialized services and scholarships to improve those rates. They create materials for Native American students and Spanish-speaking families and administer grants for students aging out of foster care.

Many agencies provide grants to the communities they serve to help organizations improve their college access efforts. These often occur at the grassroots level and can help to sustain programs that are successfully reaching underserved students, such as a grant by one agency to continue a Latino Student Initiative Project designed to improve college access for Latino students. Another agency offers a program for 5th and 6th grade from schools with a large number of low-income students. They spend one month learning about college culminating in a day on campus interacting with college professors and students. In 2005, the program reached 4000 students in four states.

#### College Access Initiative - Plans for Implementation

All of these activities form the foundation of the College Access Initiative, which was recommended by guaranty agencies as part of the Reauthorization of the Higher Education Act. The Initiative entails two major requirements. One is that agencies undertake activities to promote access to postsecondary education for students through providing information on college planning, career planning and paying for college, and to coordinate with other entities committed to similar goals. The work group is developing resources and forums to help agencies expand their outreach activities and reach a broader number of students, families and organizations. Information on the technical assistance available in starting programs, an overview of the potential college access partners in the state and a listing of the Federal and non-Federal programs that are operating throughout the country that may be seeking partners and supporters is being developed.

The second requirement of the Initiative is that each guaranty agency provides a listing of all the college access and awareness resources available in its designated state. To help states compile and display a listing of these resources, the group has been working with Mapping Your Future, a comprehensive career and college planning Web site sponsored by guaranty agencies, to create a state college access Web page that each agency will develop. This will allow students and families to visit a central location to learn everything about available postsecondary opportunities in their state. We encourage SASFAA members who provide college outreach services and programs to contact their state's designated guaranty agency or NCHELP to ensure they are included in the state access Web page. We plan to launch the state access Web pages in September.

As the College Access Initiative moves forward, we hope to bring more research into practice and to replicate the best programs and services that currently exist so that more students can benefit.

Submitted by: Brett E. Lief, President

#### **Alabama**

Alabama Commission on Higher Education

*No report submitted.*

#### **Kentucky Higher Education Assistance Authority, designated guarantor for Alabama**

New Alabama College Loan Program Offered Across State

We are pleased with the response of colleges and universities across Alabama to the new Alabama College Loan Program that offers Alabama students and families zero origination and default fees and other special benefits. The ACLP is offered through an agreement between The Student Loan people and the Alabama Higher Education Loan Corporation.

#### Staff Welcomes Gary Montgomery to Customer Relations Staff

Gary Montgomery, who has been with our office for over three years, has joined our customer relations staff as Business Development Officer. Gary has nearly 20 years of experience in the student loan industry and previously worked in the Student Assistance Initiated Loan Servicing (SAILS) section of the Alabama Commission on Higher Education.

#### Service on SASFAA Committees

I am pleased to serve on the SASFAA By-Laws and Policy and Procedure Committees with Deborah Byrd and Dee Talley. We have worked together on several AASFAA committees over the years, and I look forward to working with both of them at the regional level this year.

Submitted by: William H. Wall, PhD, Director, Alabama Student Loan Program

### **Florida**

Florida Office of Student Financial Assistance, State Scholarship and Grant Programs

#### Legislative Issues:

1. Governor Approved Financial Aid Budget for 06-07:
  - 14.6% overall increase to financial aid programs from \$527 million to \$604 million
  - The merit program, Florida Bright Futures Scholarships, augmented the award amount from 75% to 100% tuition and fees for the Medallion Scholars attending a community college and pursuing associate degrees.
  - Comprehensively our need based programs increased by 27.6%
  - Both tuition assistance programs received increases for a total of 13%
2. Bills Passed into law during the 2005 Legislative Session that affected student financial aid included:
  - First Generation Matching Grant for students attending state universities. Institutions must match dollar for dollar with private donations.
  - Spouses of deceased or disabled veterans will be able to participate in the scholarship program along with the existing children of such veterans.
  - Schools have been authorized to build into students' cost of attendance any required disability testing costs.
3. Florida is actively participating in the new federal ACG/SMART grants assisting with the organization for implementation. We have created information on our website [www.FloridaStudentFinancialAid.org](http://www.FloridaStudentFinancialAid.org) and have provided to schools listings of 2005 and 2006 high school graduates in Florida that meet the required rigorous coursework criteria.

Submitted by: Theresa Antworth, Director of Scholarship and Grant Programs

Florida Office of Student Financial Assistance, Federal Family Education Loan Programs

#### OSFA Moves to TERP:

OSFA became a participant in Total Enrollment Reporting Process (TERP) with the Clearinghouse on April 13, 2006.

#### Web Enhancements:

On June 7, 2006, OSFA unveiled several new enhancements to the web services we provide our customers. The enhancements were:

- New, user-friendly web site
- Online reporting function for institutions

- Pre-guarantee changes via the web

#### Default Prevention News:

The latest additions to our Default Prevention program are:

- All of the various Default Prevention brochures are available in Spanish
- A Spanish version of the Default Prevention web site (Navigating Your Financial Future) was released on June 16, 2006.

#### Federal Default Fee:

OSFA is charging the federally mandated 1% Default Fee on all loans guaranteed on or after July 1, 2006; however, there are several lenders in Florida that are paying the fee on behalf of the borrower if OSFA is used as the guarantor.

#### Contribution to Need-based Aid

For fiscal year 2006-2007, OSFA will contribute nearly \$8.5 million to the State of Florida's need based grant programs. This represents OSFA's investment in the future of Florida's neediest students.

Submitted by: Kelly Harrison, Director, Training and Development

### **Georgia**

Georgia Student Finance Commission

GCollege411

GCollege411.org – the State of Georgia website created to help students plan, apply, and pay for college – continues to attract thousands of users every month. Not quite 18 months after the site's February 2005 launch, more than 180,000 individual My 411 accounts have been created, and there are approximately 250 extended site visits every day. We began phasing in online college applications several months ago, and today students can apply online to approximately 85 percent of accredited colleges in Georgia. (The rest will be available by the end of this summer.) Nearly 25,000 online applications have already been submitted. A new feature, to be operational in early 2007, will allow the electronic transfer of high school transcripts through the site. GCollege411.org is fast becoming the primary resource for Georgians who are preparing for education beyond high school.

#### 40<sup>th</sup> Anniversary

On June 30, staff and guests celebrated Georgia Student Finance Commission's (GSFC) first 40 years of service to Georgia's students, families, and schools. In FY 1966, GSFC (originally called the State Scholarship Commission) began its operations. Since then, the agency has helped nearly 2 million Georgians pursue their higher education dreams. Some highlights:

- GSFC has provided nearly \$4.5 billion worth of education loan guarantees.
- We have originated FFELP loans totaling more than \$1 billion to students and parents.
- We have awarded more than \$600 million to Georgia students through grant and scholarship programs other than HOPE.
- We have awarded \$3.2 billion in HOPE Scholarships and Grants to almost 950,000 Georgians.
- Last year we introduced GCollege411.org, to help Georgia students prepare for college.
- Every year our staff travels across the state, providing information and free consultations to students and parents, training to high school counselors and financial aid administrators, and default prevention and financial literacy programs for students.

Joining us for the June 30 celebration were financial aid directors and other colleagues from Georgia's financial aid and higher education communities, representing GSFC's many partners through the years who have contributed to and shared in the agency's many successes.

#### The Fred Factor

To ensure that GSFC continues to offer the best possible service to Georgia students and schools, we have begun an aggressive new campaign to create an enhanced corporate culture that is based on an

unprecedented commitment to customer service, internal as well as external. Philosophically, the new initiative is modeled on the ideals set forth in *The Fred Factor*, Mark Sanborn's bestselling book that chronicles a unique mailman named Fred and his relentless efforts to anticipate and satisfy the needs of his customers. For Fred, going the extra mile is just the first step; that's the kind of culture, the kind of customer service that students and colleges can expect from GSFC during our next 40 years.

Submitted by: Tim Connell, President

### **Kentucky**

#### **New Executive Director Appointed**

The Kentucky Higher Education Assistance Authority/Student Loan People Board of Directors selected Mr. Edward J. Cunningham as Executive Director and Chief Executive Officer at a special meeting June 30. Mr. Cunningham is an accomplished executive with extensive experience in financial services management, asset financing, loan servicing, loan operations, and marketing. His emphasis will be on team building, leadership, and public relations while building lasting and supportive client, third-party, and coworker relations.

Mr. Cunningham brings a level of experience and management expertise that complements the dedicated and loyal staff already at KHEAA and The Student Loan People. Most recently he has been employed at AES-PHEAA, which is one of the nation's largest administrators of grant, scholarship, and loan programs and a respected guarantor, lender, and servicer. During his tenure at AES-PHEAA, he held various positions including Senior Executive; First Vice President, Education Services Group; and Vice President, Loan Division. He also held positions with KMPG Peat Marwick Consulting as a Manager, Education Finance Services Group, and with the Iowa Student Loan Liquidity Corporation as Executive Director. He is a retired Command Re-enlistment Sergeant Major for the U.S. Army Reserves, where he served as an instructor for interpersonal communications and human relations.

#### **Borrower Benefits**

For new Stafford Loans disbursed after June 30, 2006, The Student Loan People will pay the 1% default fee on behalf of its borrowers.

For new PLUS Loans disbursed after June 30, 2006, The Student Loan People will:

- Pay the 1% default fee on behalf of its borrowers.
- Provide a 1% interest rate reduction immediately after full disbursement. (Monthly on-time payments required to retain the benefit.)
- Provide a 3.5% principal reduction after 30 consecutive on-time payments.
- Continue .25% interest rate reduction for ACH payments.

The maximum principal cancellation benefit in all Student Loan People specialty programs (Best in Class, Best in Care, and Best in Law) will be limited to \$10,000 annually.

#### **Loan Operations**

KHEAA guarantee volume continues to increase. At the end of June 2006, KHEAA's volume, including Consolidation Loans, increased by 13.7% to \$1.37 billion compared to the previous fiscal year. When consolidations are excluded, the increase is 6.5%.

Graduate and professional students who wish to electronically apply for a Federal PLUS Loan may now do so through KHEAA's website [www.kheaa.com](http://www.kheaa.com). Since PLUS Loans require a credit check, students may obtain PLUS Loan preapproval by clicking on the Zip Decision logo. To electronically sign a Master Promissory Note for a Federal PLUS Loan, students may click on "eSign Your MPN." Federal PLUS Loans for graduate and professional students cannot be guaranteed until July 1, 2006; however, schools may direct students to "Zip Decision" and "eSign Your MPN" to ensure the proper verification and documentation are in place to allow the PLUS Loan to be instantly guaranteed. For more information, contact KHEAA 800-617-2699.

#### **Student Aid**

KHEAA disbursed \$178.2 million in state aid during FY 2006, an 8 percent increase over last year.

College Access Program (CAP) Grant maximum award amounts for the 2006 - 2007 academic year will increase from \$1,700 to \$1,900. The KTG maximum awards will increase from \$2,800 to \$2,900 based on new data KHEAA received regarding the full-time-equivalent calculation.

Two changes to the Early Childhood Development Scholarship (ECDS) regulations beginning with the 2006 - 07 academic year will:

- Increase the maximum award amount from \$1,400 to \$1,800.
- Require completion of the Free Application for Federal Student Aid (FAFSA).

Franklin Circuit Court Judge Roger Crittenden issued a ruling in the KAPT lawsuit on April 14. The ruling stated (1) the transfer of \$13.7 million from the KAPT Program Fund to the state's General Fund required by the 2005 state budget bill was unconstitutional and (2) the repeal of KRS 393.015, which provided the backing of the Unclaimed Property Fund for KAPT tuition contract obligations, could not apply to current KAPT contract holders, and the Commonwealth must fulfill the tuition payment obligation of all current KAPT contract holders. KAPT purchasers were sent a letter from KAPT Board Chair Jim Jackson advising them of the ruling.

KAPT recently implemented a new ACH option for benefit payments to schools and account owners. For FY 2006, KAPT has disbursed \$1.5 million in benefits on behalf of 325 students.

The Kentucky Education Savings Plan Trust (KESPT) launched the KESPT Futuretrust<sup>®</sup> cash rebate program on April 17. KESPT account owners may now:

- Receive cash rebates for purchases at more than 500 online stores, including Apple, Target, Circuit City, Best Buy, The Gap, and eToys, among many others.
- Apply for a KESPT/Futuretrust MasterCard<sup>®</sup>, which can be used at millions of retail outlets to receive a minimum 1% cash rebate on all card purchases.

When rebates total \$25, the money will be automatically swept into an investment in the KESPT account.

#### Survey Shows Kentucky Doing Good Job with Student Aid

Kentucky received good marks in an annual survey of state-sponsored student financial aid programs. The survey, conducted each year by the National Association of State Student Grant and Aid Programs (NASSGAP), covered the 2004 – 2005 academic year.

NASSGAP looked at need-based grants, merit-based KEES, and other state aid administered by KHEAA. Kentucky ranked:

- Second, behind only Georgia, in the number of awards per full-time equivalent (FTE) enrollment.
- Fourth in estimated undergraduate grant dollars per undergraduate FTE, behind South Carolina, Georgia, and New York.
- Sixth in total grant dollars per population.
- Sixth in total grant dollars per population aged 18–24.
- Eighth in total state grant expenditures as a percentage of higher education operating expenses.
- Eleventh in need-based undergraduate grants per undergraduate FTE.

The entire report is available at [www.nassgap.org](http://www.nassgap.org).

#### Electronic Award Notice and Payment Planner

KHEAA and The Student Loan People contracted with Overture Technology to produce an electronic award notice and payment planner for use by schools. These services are being provided to schools at no cost and are available for the 2006-2007 award year.

GoHigherKY

To promote creation of new GoHigherKY.org (GHK) accounts, monthly drawings are being held to give away an iPod shuffle to a student who set up a new account during the previous month. Over 30,000 new accounts have been created on GHK since it went live in June 2004.

The Kentucky Department of Education (KDE) has issued a contract and work has begun on the Individual Learning Plan (ILP) component of GHK. KDE anticipates an August 2006 go-live date. All students in Kentucky will be required to set up a GHK account in middle school beginning next year.

Xap Corporation, which designed and operates GHK, is working with a third party to set up the electronic transcript process with school districts and STI, a company that manages Kentucky's K-12 school data software, to develop a process to load and transmit data to colleges. Staff hopes to have some pilot schools using the process by this fall.

Staff is scheduling a third series of hands-on training workshops in computer labs across Kentucky to teach middle and high school counselors and GEAR UP and TRIO personnel about GoHigher modules.

Submitted by: Lori Powers, Director of Public Relations

### **Mississippi**

USA Funds, designated guarantor for Mississippi

USA Funds awards Mississippi residents \$505,500 in scholarships

USA Funds® has announced the award of \$505,500 in scholarships to help 340 low-to-moderate-income students in Mississippi pursue higher education.

USA Funds awarded \$210,000 in scholarships to 140 first-time recipients of USA Funds Access to Education Scholarships® in Mississippi for the 2006-2007 academic year. In addition, USA Funds awarded \$295,500 in renewal scholarships to 200 Mississippi students who previously had received awards under the program.

Awards to Mississippi students through the program total more than \$2.2 million in the last five years alone.

Because USA Funds serves as Mississippi's designated guarantor of federal education loans, Mississippi residents receive priority consideration for the awards.

To qualify for the scholarships, students must come from households with annual incomes of \$35,000 or less. Full-time and half-time undergraduate students, as well as full-time graduate and professional students are eligible for \$1,500 scholarships.

If a scholarship recipient maintains a grade-point average of at least 2.5, the scholarship may be renewed annually until the student receives a degree or certificate, or the total amount awarded reaches \$6,000, whichever comes first.

A list of first-time USA Funds Access to Education Scholarship recipients for 2006-2007 is available at [www.usafunds.org/planning/access\\_to\\_education\\_scholarship/index.html](http://www.usafunds.org/planning/access_to_education_scholarship/index.html). Information about USA Funds' 2007-2008 scholarship programs will be posted beginning Oct. 2 on USA Funds' Web site, [www.usafunds.org](http://www.usafunds.org).

Submitted by: Louanne Langston, Account Executive, USA Funds Services  
Vicky Keller, Customer-relations Manager, USA Funds

### **North Carolina**

North Carolina State Education Assistance Authority

NC Legislative Action

The following items were included in the budget for the 2006-07 year:

- Effective 06-07, new program to fund graduate students seeking Masters in Nursing to become nurse education faculty. More instructors will help alleviate the nursing shortage in NC. Students must teach nursing one year for each year they get funding.
- \$1 million to increase the Prospective Teacher Scholarship Loan program by 400 students.
- Increases the number of Future Teachers of NC program new recipients from 100 to 150 per year.
- Aid to students attending private colleges will increase by \$100 per student in the Legislative Tuition Grant program and \$100 per FTE for the need-based State Contractual Scholarship Fund.
- A tax deduction for contributions to the NC National College Savings Program for families with incomes up to \$100,000.

#### Education Lottery Scholarship

Rules were approved by the NCSEAA Board of Directors on July 25, 2006. While \$42.5m funding was provided in the 06-07 state budget, we are uncertain whether we will actually be able to implement the program for the current year or wait until 2007 - 08. In either case, we anticipate the electronic certification process on CFNC will be operational in December.

#### Academic Competitiveness Grant

The Authority monitored NC's request to recognize the University/College course of study rigorous and communicated it back to the aid community once the recognition happened. We also provided resources to help FAAs learn what they need to do for ACG.

#### National Presence Increasing

Executive Director, Steve Brooks, has been asked by the Advisory Committee on Student Financial Assistance to be a panelist on September 19 at the hearing on simplifying federal EFC determinations. He may also serve as a consultant to the Committee as they move forward with radically simplifying the current determination of federal aid eligibility.

Steve is also serving on a College Board three-year think-tank project called "Rethinking Student Aid," chaired by Mike McPherson and Sandy Baum.

Involvement in these two new initiatives is in addition to his role as chair of the NCHelp task force on college access (implementing HERA) and the on-going CB Task Force on Access for Students from Low Income Backgrounds.

#### FAFSA Day

We currently have a commitment from 50 campuses to host FAFSA Day on February 17, 2007. Last year, over 400 volunteers worked with FAFSA Day serving 2,700 students at 42 locations.

Submitted by: Elizabeth McDuffie, Director, Grants, Training and Outreach

### **South Carolina**

#### South Carolina Tuition Grants Commission

The SC Tuition Grants Program was enacted in 1970 by the SC General Assembly as a "need-based" program for South Carolina residents attending in-state, independent colleges on a full-time basis. In the current 2005-2006 school year, approximately \$29.6 million was awarded to 11,940 students attending the 20 eligible SC independent colleges. The maximum award for 2005-2006 was \$2,600 and the average award was approximately \$2,400.

The 2006-2007 State Appropriations bill recently passed by the 2006 South Carolina General Assembly included a \$3.7 million increase in Lottery funds to the SC Tuition Grants Program. A proviso exempting the SC Tuition Grants Program from mid-year state reductions was also included. The \$3.7 million increase enabled the Grants Commission to increase the previously established 2006-2007 maximum grant

of \$2,800 by \$300 to \$3,100 at all 20 SC independent colleges. Notices of the \$300 increase were recently sent to all eligible students.

The SCTG Commission implemented electronic award notifications last year in cooperation with the SC Student Loan Corporation. The experience has been very successful with faster notification to the students and dollar savings from postage and labor.

The 2007-2008 state budget requests were recently approved by the SC Tuition Grants Commission for submission to the State Budget Division. Sufficient funds to increase the \$3,100 maximum grant by the 2005 HEPI percentage (3.5% increases to \$3,200) were requested by the commission.

Submitted by: Edward M. Shannon, Executive Director

South Carolina Student Loan Corporation, designated guarantor for South Carolina

#### Loan Volume

SCSLC's loan volume continues to grow at a healthy rate with a FFELP application rate increase of 3.88% over this time last year. Meanwhile, the fastest growing segment of our portfolio is our private loan program. Applications are up 57.66% from last year's record volume.

#### Customer Service

Our customer service division is second to none! Even while processing record number of applications and answering consolidation questions, we were able to maintain a hold time of less than 2 minutes!

#### Financial Aid Outreach

It has been a busy Spring! Our outreach counselors visited over 67 high schools made 12 presentations to Teacher Cadet high school students and conducted 21 Financial Aid Nights for high schools. In addition to the normal entrance and exit counseling services provided to our colleges, we also conducted several Money Management seminars and Consolidation Counseling sessions at several colleges, and participated in South Carolina Jump\$tart's conference on financial literacy that was attended by over 120 school teachers. Finally, the Kuder Career Assessment program has continued to be widely used. During this past year, over 36,000 students have used the system to help guide their career and higher education decisions.

Submitted by: David Roupe, Vice President of Guaranty Services

### **Tennessee**

Tennessee Student Assistance Corporation

#### Tennessee Education Lottery Scholarship Program

Since the inception of the Tennessee Education Lottery Scholarship program, the Tennessee Student Assistance Corporation has distributed over \$230 million in academic scholarships and technical skills grants to help fund the postsecondary education of Tennessee students.

As the new academic year approaches, new education lottery scholarship legislation helps to expand the program. Of the significant changes, scholarships will be processed to fund the Tennessee HOPE Teacher's Loan Forgiveness program. Its purpose is to provide financial assistance to Tennessee tenured public school teachers seeking an advanced degree in math or science, or a certification to teach math or science in a Tennessee public school system.

#### Tennessee Student Assistance Award Program

The state's need-based program received the first increase in over three years. With the increase the agency was able to award an additional 900 needy students in Tennessee.

The Tennessee General Assembly passed legislation to address shortages in the nursing profession. The new Professional Nursing Loan-Scholarship Program will be for Tennessee residents that are candidates for

a master in nursing or students with a master's degree in nursing who pursue a doctoral degree in nursing that would qualify the person to become a teacher, administrator or supervisor in nursing in Tennessee.

#### Loan Division

TSAC was ready on July 1, 2006 to process Graduate/Professional PLUS loans per the CommonLine compliant standards that required new fields with the loan type as "GB" and the form code as "G" through our eSignature and Internet-based loan processing system. TSAC is also be able to provide a solution for trading partners that are not ready to process Graduate/Professional PLUS loans per the CommonLine standards.

#### Compliance Division

TSAC's New Aid Officer Training Workshop is scheduled for Aug. 1, 2006. Over 20 participants are registered to attend. Topics for the workshop include: Overview of 2007-2008 FAFSA, Verification Process, Student Eligibility, State Grants and Scholarships and Lottery Scholarship Updates. A new addition to the workshop is the inclusion of e\*GRandS training as the last session of the day.

Meanwhile, the legal affairs staff has been focused on the development of TSAC rules implementing changes to various Tennessee laws regarding state financial aid programs made by the legislature this past spring.

#### Communication Services Division

The Communication Services Division has hit the ground running with new initiatives that will reach a wider audience with a message of college access, financial planning and preparing, and default prevention. Focus will be given to new audiences including traditionally under served populations, middle-school students, and non-traditional students. The creation of regional offices is underway in an effort to create a strong grassroots effort across the state for outreach initiatives. Once finalized, we'll give you the details of their whereabouts and release updates as to the new endeavors the Outreach Specialists are taking on in your area.

We are also in the midst of updating all publications, promotional materials and our Web site to reflect the new legislative changes affecting financial aid in preparation for a very busy fall travel schedule. Additionally, the Communication Services Division has some new talent in the ranks. We have promoted from within to create a Director of Outreach while adding an Outreach Specialist for Web, Publications and Graphic Design and two new Telephone Counselors to our call center.

As you can see, it's only the beginning of a very busy new school year for us -- with new initiatives, new employees and a revitalized image, TSAC hopes to improve current services and create new invigorating and innovative ways to serve our clients!

Submitted by: Robert Ruble, Executive Director

#### **Virginia**

State Council of Higher Education for Virginia (SCHEV)

Virginia's financial aid programs received a substantial increase for FY07. Undergraduate need based awards increased by \$10.9 million or 12.9 percent; graduate awards increased by \$4.9 million, a 40 percent increase; and grants to private colleges by \$4.4 million, 9.8 percent increase. Altogether, financial aid received over \$20 million in annual increases. Virginia adopted a policy that will ease the ability for military family members to obtain the in-state tuition rate. This change will put Virginia in line with 45 other states in providing this benefit. Virginia adopted a policy whereby students who exceed 125% of degree requirements would be assessed a tuition surcharge on top of their in-state tuition rate. This additional charge would bring total charges to equivalent to full cost of education. Certain course exclusions are provided as well as an appeal policy. Beginning fall 2006, public institutions will submit institutional performance agreements that will address Access, Affordability, Academic Standards, Student Retention, six-year financial plans, etc.

Submitted by: Lee Andes, Assistant Director for Financial Aid

Educational Credit Management Corporation (ECMC), designated guarantor for Virginia

ECMC is embarking on development of a new financial literacy program. Paula Craw, formerly with Eastern Virginia Medical School and the Association of American Medical Colleges, has been hired as National Director, Financial Literacy Training. Jeff Southard, previously a Financial Literacy Specialist for NELA, has also joined ECMC as Financial Literacy Training Specialist.

ECMC's "Opportunities" booklet, a guide to education after high school, has been redesigned for 2006-2007. Information that applies regardless of state of residence will be contained in a "national" booklet, with supplements for Virginia and Oregon containing state-specific information.

ECMC is pleased that its support has helped the Commonwealth College Access Network to be incorporated as a non-profit corporation. CCAN was incorporated on July 20, and the initial Board of Directors is meeting in Charlottesville on August 7-8 to plan CCAN's initial activities. CCAN is an outgrowth of a partnership between ECMC, SCHEV and VASFAA, with ECMC providing the start-up funding for CCAN.

Submitted by: Mike Hawkes, Director, Policy & Communications

### **Report from Lender Liaison, Paul Mittelhammer**

#### ***Summary of Activities***

**Code Number PP 6.92.** *Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Establish a means for obtaining information from member lenders regarding concerns, issues or accomplishments.*

#### **Activity:**

Will send update e-mail to Lender members after 8/5/06 board meeting.

**Code Number PP 6.94.** *Facilitate alliances between and among various sectors and members of the financial aid community. Inform the lending community of policy changes and actions taken by the SASFAA Board.*

#### **Activity:**

Will send update e-mail to Lender members after 8/5/06 board meeting.

**Code Number PP 6.95** *The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities. Suggest lender topics for sessions and propose speakers for the annual conference.*

#### **Activity:**

Sent a list of professional development topics to Conference Chair.

#### **Discussion**

Single holder rule eliminated. Borrowers are now free to select any provider for loan consolidation.

#### ***Loan Interest Rates:***

Stafford – change to a fixed 6.8% interest rate for loans first disbursed on or after July 1, 2006.

Stafford Variable Rate (Loans made between 7/1/1998 to 6/30/2006)

In school, grace or deferment period the interest rate is 6.54 %, interest rate cap is 8.25%

Repayment, forbearance or not in grace, or in school status the interest rate is 7.14%, interest rate cap is 8.25%.

PLUS – increases the fixed interest rate for FFELP PLUS from 7.9% to 8.5% for loans first disbursed on or after July 1, 2006.

Plus Variable Rate (Loans made between 7/1/1998 to 6/30/2006), the interest rate is 7.94%, interest rate cap of 9.0%

### **Report from Special Appointee, Barry Simmons**

### **Report from Special Project, Janet Sain**

#### *Summary of Activities*

**GAP56:** (05-06) Develop Master Conference Manual to include Site Selection requirements for annual conference, NAOW and Mid-Level, Hotel contracts, Local Arrangements, and all annual conference aspects.

**Activity:** Past Conference Chairs, Local Arrangements Chairs, and Site Selection Chairs for SASFAA were invited to participate in the formulation of a master conference manual as an AdHoc Committee. Ten individuals with experience in the planning of the Annual Conference, New Aid Officers Workshop, Mid-Level Workshop and Management Institute have accepted. Materials created and/or utilized in the past from each of these activities will be used in formatting the SASFAA Master Conference Manual.

#### **Discussion**

The AdHoc Conference Manual committee wants to submit the manual to NASFAA for their consideration as a possible regional award candidate. The committee is currently researching the criteria for this new NASFAA award. The original conference manual created by Herb Vescio was located and will be reviewed along with the other materials submitted by the past chairs.