**MINUTES**

**SASFAA Board Meeting**

**The Don CeSar**

**St. Pete Beach, FL**

**June 3-5, 2010**

***Friday, June 4, 2010***

**CALL TO ORDER**

President Keith Reeves called the meeting to order at 8:43 a.m.

# Action Item: There were no changes to the agenda and no substitute voting. The Chair declared a quorum.

**Action Item: Sandy Neel moved that we approve the agenda with the president authorized to make adjustments to facilitate the flow of business. The motion being seconded by Jill Rayner was approved unanimously.**

**REPORT OF OFFICERS**

President, Keith Reeves

Keith reviewed his written report (see Attachment A)

Sandy Neel, President-Elect

Sandy reviewed her written report (see Attachment A)

Kim Jenerette, Vice President

Kim reviewed his written report (see Attachment A)

Past President, Heather Boutell

Heather reviewed her written report (see Attachment A)

Secretary, Brad Barnett

Brad reviewed his written report (see Attachment A)

*Adoption of February 2010 Board minutes*

**Action Item: Sandy Neel moved that we approve the February 2010 minutes as amended. The motion being seconded by Jill Rayner was approved unanimously.**

*Policy and Procedure Changes*

**Action Item:** **Brad Barnett moved to accept changes to Section 3.5 of the SASFAA Policy & Procedure Manual noted in the Secretary’s report in Attachment A of these minutes. Heather Boutell seconded the motion and it passed unanimously.**

Treasurer, Jeff Dennis

Jeff reviewed his written report (see Attachment A)

**Keith Reeves dismissed the group for a break at 10:25am**

**Keith Reeves reconvened meeting at 10:50am**

**STATE PRESIDENT REPORTS**

North Carolina, Lisa Koretoff

Lisa reviewed her written report (see Attachment A)

South Carolina, Hank Fuller

Hank reviewed his written report (see Attachment A)

Tennessee, Marian Huffman

Marian reviewed her written report (see Attachment A)

Virginia, Sheila Nelson-Hensley

Sheila reviewed her written report (see Attachment A)

Alabama, Andy Weaver

Andy reviewed his written report (see Attachment A)

Georgia, Jill Rayner

Jill reviewed her written report (see Attachment A)

Kentucky, Chester Priest

Chester reviewed his written report (see Attachment A)

Mississippi, Searcy Taylor

Searcy reviewed her written report (see Attachment A)

Legislative Relations, Dave Gelinas

Dave reviewed his written report (see Attachment A)

Newsletter, Deborah Clark

Deborah reviewed her written report (see Attachment A)

**Keith Reeves dismissed the meeting for lunch at 12:00pm**

**Keith Reeves reconvened meeting at 1:15pm**

**COMMITTEE REPORTS**

Site Selection, Janet Sain

Janet reviewed her written report (see Attachment A)

Budget, Chris Tolson

Chris reviewed her written report (see Attachment A)

*Budget Adjustments*

**Action Item:** **Jeff Dennis moved to make the following changes to the current SASFAA budget. Marian Huffman seconded the motion. Heather Boutell abstained from the vote. All other voting members approved the motion and it passed.**

* Line 217 reduced by $6,000
* Line 218 reduced by $512
* Line 206 receive $2,912
* Line 205 receive $1,600
* Line 106 receive $2,000

**Action Item: Jeff Dennis moved to increase Line 226 by $39,370 and increase Line 9 by $39,370 of the SASFAA budget. Shelia Nelson-Hensley seconded the motion and it passed unanimously.**

Budget Recovery Task Force, Dave Cecil

Dave reviewed his written report (see Attachment A)

**Keith Reeves dismissed the group for a break at 3:00pm**

**Keith Reeves reconvened meeting at 3:20pm**

**Action Item:** **Jill Rayner moved to accept changes to the second paragraph Section 10.6.4 of the SASFAA Policy & Procedure Manual noted below. Marian Huffman seconded the motion and it passed unanimously.**

SASFAA shall cover all expenses not reimbursed by NASFAA that are associated with attendance at the NASFAA Board of Directors meeting preceding the annual conference beginning with the 2011 NASFAA Annual Conference for the outgoing president and outgoing immediate past president who serve as voting members at the final NASFAA Board meeting of the year. Prior to the 2011 NASFAA Annual Conference, SASFAA will cover all expenses associated with attendance at the annual NASFAA conference. These expenses include (but are not limited to) transportation, conference registration, hotel and meals.

**COMMITTEE REPORTS** (continued)

Membership, Bryan Erslan

Bryan reviewed his written report (see Attachment A)

Sponsorship, Dewey Knight

Dewey was absent from the meeting but his written report was provided (see Attachment A)

Electronic Services, Joe Dobrota

Joe reviewed his written report (see Attachment A)

Long Range Planning, Ron Day

Ron was absent from the meeting but his written report was reviewed by Janet Sain (see Attachment A)

**LIAISON REPORTS**

Agency Liaison, Brenda Paganelli

Brenda was absent from the meeting but her written report was provided (see Attachment A)

Lender Liaison, Chuck Sanders

Chuck was absent from the meeting but his written report was provided (see Attachment A)

**COMMITTEE REPORTS** (continued)

Conference, Brenda Brown

Brenda reviewed her written report (see Attachment A)

2020, Dee Talley

Dee reviewed her written report (see Attachment A)

**Action Item:** **Jill Rayner moved to accept changes to the Section 6.19 of the SASFAA Policy & Procedure Manual noted below. Marian Huffman seconded the motion and it passed unanimously.**

The 2020 Committee will pursue the multifarious focuses of enhancing the inclusivity of its membership to reflect the demographics of the student population it serves; will serve as the diversity subject matter leader and nexus for other SASFAA committees, and member state committees with similar focuses, and will pursue these goals to ensure the best inclusive financial aid practices to meet the nation’s goal of graduating the most college students in the world by the year 2020.

1. Provide recommendations to the Conference Committee for pertinent subject matter and training for conferences regarding diversity. Provide pertinent information via the SASFAA website, e-mail, and newsletter regarding multicultural matters.
2. Provide subject matter expertise for other standing SASFAA committees on maintaining and building demographic inclusiveness internally, and cross-cultural outreach externally.
3. Serve as a depository of activities and best practices of SASFAA member states that serve to expedite the graduation of, but not limited to, minority students, first generation students, adult students, disabled students, economically disadvantaged students and veterans.
4. Identify and build relationships with external organizations that are focused on underserved populations to share SASFAA’s financial aid core competencies.

Mike O’Grady (committee member) also provide information during this report

**UNFINISHED BUSINESS**

*Policy and Procedure Changes*

**Action Item:** **Marian Huffman moved to accept changes to Section 3.3.3 and Section 9.2.4 of the SASFAA Policy & Procedure Manual noted in the Secretary’s report in Attachment A of these minutes. Kim Jenerette seconded the motion. Marian and Kim accepted a suggestion by Dave Gelinas to remove “all” from the statement saying the president may provide certificates to “all committee chairs” and to make “Proudly Present” into “Proudly Presents” in the certificate text. The motion passed unanimously.**

**NEW BUSINESS**

*Credit Card, Past-President*

**Action Item:** **Jill Rayner moved to accept the SASFAA Guide to Financial Management change noted below. Sheila Nelson-Hensley abstained from the vote. All other voting members approved the motion and it passed**

Section 10.7(e): Cardholders shall surrender their cards to the treasurer within ten (10) days of the expiration of their term of office, or at the direction of the president. In the case of the out-going Past-President, the card shall be surrendered to the treasurer within ten (10) days after the conclusion of the NASFAA Annual Conference if SASFAA is covering any expenses under other policies for the out-going Past-President to attend any part of the NASFAA Conference and/or Board meeting.

**Action Item:** **Heather Boutell moved to accept changes to the Section 9.2.3 of the SASFAA Policy & Procedure Manual noted below. Hank Fuller seconded the motion and it passed unanimously.**

*SOUTHERN ASSOCIATION OF*

*STUDENT FINANCIAL AID ADMINISTRATORS, INC.*

*Proudly Presents This*

*APPRECIATION AWARD*

*To*

*[Recipient’s Name]*

*For Outstanding Service to the Association as*

*[Office and Fiscal Year]*

*[Date]*

***Action Item: Keith Reeves passed the gavel to Sandy and recessed the 2009-10 Executive Board at 5:05p.m. until tomorrow morning.***

***Saturday, June 5, 2010***

**CALL TO ORDER**

President Keith Reeves called the meeting to order at 9:15 a.m.

**INTRODUCTIONS**

Rebecca Lydick, FASFAA President welcomed us to the Florida. The welcome took place at this time due to when the FAFSAA annual conference ended.

**STATE PRESIDENT REPORTS** (continued)

Florida, Rebecca Lydick

Rebecca reviewed her written report (see Attachment A)

# Action Item: It was announced that Doug Tanner is substitute voting Jill Rayner, Dave Cecil is voting for Chester Priest, and Donna O’Quinn is voting for Searcy Taylor. The Chair declared a quorum.

**UNFINISHED BUSINESS**

*Policy and Procedure Changes*

**Action Item:** **Marian Huffman moved to accept changes to Section 10.6.2 (2) and Section 10.9 (b) (c) (e) of the SASFAA Policy & Procedure Manual noted below. Sandy Neel seconded the motion. Jeff Dennis voted against the motion. Kim Jenerette abstained. Motion passed.**

Section 10.6.2

2) Travel and other qualified expenses of the SASFAA conference~~,~~ and membership ~~and vendor/sponsor~~ chair.

Section 10.9

1. the conference chair~~/co-chairs (not to exceed two individuals)~~ (limited to one individual) to attend the annual conference;
2. the local arrangements chair (limited to one individual) to attend the annual conference;
3. ~~the vendor/sponsor chair to attend the annual conference;~~

**Action Item: Marian Huffman moved to adjourn the meeting at 9:43a.m. Jeff Dennis seconded it. Motion passed.**

**TRANSACTION ACTIVITIES**

Introduction and Welcome to the 2010-11 Board

Board Orientation and Planning

**ATTACHMENT A**

**BOARD REPORTS**

**The Don CeSar**

**St. Pete Beach, FL**

**June 3-5, 2010**

**President**

**Keith Reeves**

**GAP5:** In light of continuing developments within the profession it is important that the incoming President consider whether or not all committee chairs/liaisons should attend every Board meeting.

This will be evaluated on an ongoing basis. Currently, existing contracts prevent exclusion of board members from attending meetings due to room block commitments.

We were able to adjust the room block for this meeting in Gulfport down to 20 rooms. With 6 elected SASFAA reps and 9 state presidents, only 5 committee chairs will attend this meeting. There are usually 27 members of the full board.

**GAP10:** The President should maintain the discretion in determining the number and type of board meetings, as well as who should attend.

Board meetings will be scheduled on SASFAA's traditional schedule.

**GAP18:** Conduct the Leadership Symposium every two or three years and encourage states to conduct their own leadership activities during the years in which SASFAA does not offer it.

No Leadership Symposium will be held during 2009-10. Last symposium was held in 2008-09.

**GAP6:** The Long-Range Plan must be evaluated and updated every five years. This process should begin no later than 2009 with a new plan to be approved and in place in 2011.

Ron Day has been appointed Chair of the Long Range Planning Committee. The first meeting of this committee was held October 18-19 in Louisville, KY. The Executive Board will be met with the LRP Committee on Sunday, February 21. A membership survey has been sent out to solicit input. Ron Day will provide a report.

**PP 5.2b:** Represent SASFAA as a voting member in the Board meetings of the National Association of Student Financial Aid Administrators, Inc. (NASFAA). Will attend all NASFAA Board meetings and participate in conference calls.

I have participated in all NASFAA conference calls since our last meeting. Most discussions have centered around legislative issues regarding the student loan industry. In addition to board conference calls, NASFAA has established a small legislative issues conference call group consisting of the regional presidents and the regional legislative issues chairs. So far, one conference call has been held in which Dave Gelinas and I participated in. The focus of these is for the NASFAA staffers to let us know what they are hearing legislatively so that we at least have the same information.

I attended the WASFAA Board Meeting and Annual Conference in Coeur D’Alene, ID in April 2010 under the new NASFAA interregional visit program. Barbara Miller, University of Maryland University College (EASFAA President) and Sharon Kienow, Northern State University (SD) (RMASFAA President-Elect), will joined us at our conference in Louisville.

The April NASFAA Board meeting held in Chicago was predominantly focused on selecting a new President and CEO. I am glad to announce that Justin Dreager has been selected to fill this role. He will be transitioning into the role as of July 1 and will be formally introduced to the NASFAA membership at the Annual Conference in Denver. Most other NASFAA business was accomplished through a series of conference calls prior to the Board meeting in order to reserve sufficient time for the candidate interviews.

The next NASFAA board meeting is scheduled for July 16-17, preceding the conference.

**GAP 1:** Continue an annual review of the Bylaws.

**GAP20:** Continue to formally recognize any state that submitted a project for NASFAA awards. The GAP Committee recommends a newsletter article in the summer to recognize each state that submits a project in addition to recognizing them at the annual conference.

Congratulations to Florida and Virginia on their NASFAA State awards announced in San Antonio, as well as Janet Sain who received the SASFAA region Leadership Award. A newsletter article has been published and formal recognition occurred during our Awards Banquet at the conference.

**GAP 4:** The GAP Committee should be provided with a comprehensive list of committee members whether they are new or returning members. Comments on the list should indicate if the member is new or returning.

Past-President Boutell was provided updated committee listings and reports by the committee chairs and the state presidents.

**Discussion**

Welcome to St. Pete Beach and the Don Cesar. It has been a SASFAA tradition, for at least 25 years, to hold the annual transition meeting at this facility. Please enjoy the location while you are here. The Don Cesar staff has been very gracious in reducing our room block and room rates below what the contract calls for during the past 2 years. We have one year remaining on this contract…

Despite the lower than hoped for attendance, the Annual Conference in Louisville was great. Thanks to the hard work by the Brenda Brown and the Conference Committee, and unprecedented support by the US Department of Education, the quality was second to none. We did meet the minimum expenditures required for food, but we did not meet our minimum room usage requirement, resulting in an attrition penalty of $28,717.92. This will be discussed further in other reports.

I did have the opportunity to attend WASFAA’s Annual Conference in April which was held at the Coeur d’Alene Resort in Coeur d’Alene, ID. While their attendance was down (205), they too, had a very good conference. The format of their conference is a little different than ours: It is a day shorter, but they start earlier in the day on Sunday. One other significant difference is that they have only two general sessions – opening and closing (and a luncheon).. The rest of the conference is concurrent sessions. While Coeur d’Alene was great, next year’s conference is in Hawaii!

The April NASFAA Board meeting held in Chicago was predominantly focused on selecting a new President and CEO. As you know, Justin Dreager has been selected to fill this role. He will be transitioning into the role as of July 1 and will be formally introduced to the NASFAA membership at the Annual Conference in Denver. Most other NASFAA business was accomplished through a series of conference calls prior to the Board meeting in order to reserve sufficient time for the candidate interviews.

A point of good news – we have over 90 registrations for the SASFAA NAOW in Clemson, which begins next weekend. We had 75 attendees last year. More information will be provided by Vice President Kim Jenerette.

I have truly missed not being able to attend your state meetings this year. I appreciate the willingness of many of you who stepped up to provide a live SASFAA update in your home states.

To say the least, this has been a challenging year, but it has also been rewarding. I think we have a certain level of unity in the SASFAA region that I do not detect is present in other regions. We boldly made our position known to legislators several times over the course of the past year. This did not occur in the other regions. I have also been encouraged by the dedication and commitment I see to the profession among all of you. In a time where we are under financial stress and not able to consider new initiatives that are cost-neutral, you did not throw in the towel in frustration of being handicapped. I thank you and SASFAA thanks you.

**President-Elect**

**Sandy Neel**

***Summary of Activities***

**LRP5.1:** Identify and finance one individual annually, other than the President-elect or Treasurer, to attend the NASFAA Leadership Conference if never attended previously.

Activity: The President-Elect attended the NASFAA Leadership Conference in March 2010. Because of budget concerns, no other individuals were sent.

**LRP3.3:** Consider whether all committee chairs should be in attendance at all Board of Directors meetings, keeping in mind the need to develop future leadership for the Association yet maintaining the ability to conduct business at reasonable costs.

**LRP3.4:** Select an appropriate mix of returning and new committee chairs to ensure that continuity of Association business and the development of future leadership.

**LRP3.1:** Assess the purpose and need of each committee when making committee chair/liaison appointments

**LRP3.5:** Ensure that committee chair appointments, to the extent possible, reflect inclusiveness.

**PP5.31:** Selects committee chairs and members prior to the transitional Board meeting using the volunteer form.

Activity:

Returning Chairs: Joe Dobrota (Electronic Services - VA), Bryan Erslan (Membership - TN), Ron Day (Special Appointee - GA) and Dewey Knight (Sponsorship - MS)

New Chairs: Brenda Paganelli (Conf Chair Liaison - MS), Bill Spier (Legislative Relations - FL), Janet Sain (Lender Liaison and Agency – NC), Heather Boutell (Special Appointee- KY), Lisanne Masterson (Site Selection - NC), Marian Huffman (Budget and Finance - TN), Runan Pendergrast (2020/Diversity - KY), Ben Baker (Newsletter - AL)

**PP5.32:** Serves as the alternate voting representative to the NASFAA Board of Directors, provides reports of NASFAA activities to the SASFAA Board and publishes reports in the newsletter or on the Web site as appropriate.

Activity: Sandy was unable to attend the NASFAA Board meeting in Chicago April 24-26, 2010 due ti her new school not being a NASFAA member. Daymar is now a member of NASFAA so this will not be a factor in the future.

**PP5.33:** Represents SASFAA at selected SASFAA affiliated state meetings.

Activity: Due to budget constraints, we used SASFAA Board members from each state to represent SASFAA in their respective states for the SASFAA Update.

**PP5.34:** Consults with the Board and budget chair in developing future initiatives.

Activity: Budget request submitted for advance planning for the 2010 annual conference.

**PP5.36:** Begins initial planning for the next annual conference and for the promotion of the event.

Activity: Brenda Paganelli is the 2010-11 Conference chair and plans are well underway for the 2011 conference. The committee has been down sized from previous years. The only in-person meeting of the conference committee is planned for August 5 and 6 in Jacksonville, FL.

**PP5.38:** Conducts an orientation session at the annual conference for state presidents-elect.

Activity: The Presidents-Elect Workshop was held on Sunday, February 21, 2010. Lisanne Masterson , Terri Parchment and Janet Sain presented special topics. This year the workshop was in half day format and Sandy believes it worked very well.

***Discussion***

AS a State President-Elect I had the opportunity and pleasure to attend the EASFAA conference on an Inter-regional visit at the MGM Grand at Foxwoods in CT. The conference was very enjoyable and a I learned that despite what I think, I do have a southern accent and I learned from Barb Miller how to keep your cool and still conduct business if the lights go out.

May 7-8, 2010 I attend the GAP Committee meeting in Louisville, KY.

Lisanne Masterson, 2010-11 site selection Chair is currently looking for sites for our one in-person Board meeting sometime in late July early August.

The Conference Committee will hold their one and only in person meeting August 5 and 6, in Jacksonville, FL.

On a personal note, I want to thanks Keith and Heather for their guidance this year . I apologize to everyone for being MIA while I transitioned into my new position at Daymar College and moved back home to KY.

**Vice President**

**Kim Jenerette**

***Summary of Activities:***

**GAP 15:** Continue the development of potential leaders of the Association through workshops, symposiums, conference sessions, etc.

Activity: Encouraging the instructors to identify potential leaders for the NAOW to me and I will forward to the State President-Elect’s and the SASFAA Vice-President for informational purposes and for future consideration.

**GAP 51:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings, and other training opportunities.

Activity: Upon completion of the evaluation form, send to the GAP committee immediately for safekeeping and review.

**GAP 52:** Continue to provide outstanding training by experienced aid administrators at the NAOW at accessible and affordable sites.

Activity: As already discussed and announced, the NAOW will be held June 13-18, 2010 at Clemson University (SC). Planning is well underway. See Pre-Conference Agenda for 2010 SASFAA Annual Conference.

**GAP 54:** Encourage NAOW instructors to continue to develop distribution lists of their class members to provide pertinent information as well as professional encouragement and networking assistance.

Activity: Encourage the instructors to network with their class members to develop the aforementioned networking list, both with the instructors and fellow participants.

**LRP12.1:** Determine the training/professional needs of members, recognizing categorical distinctions among members such as experience, institutional type, and level of responsibility.

Activity: Working with the staff for the NAOW to ensure we consider the needs of the participants for experience level and responsibility, as well as institutional sectors.

**PP6.141:** Construct a preliminary budget proposal with assistance from the finance and audit chair.

Activity: Worked with SASFAA Board on this matter.

***Discussion:***

As of the date of this report (05.21.2010), we have an approximate increase of 30% registered members for the NAOW. Planning has given way to “doing” and your staff is working fervently to address the needs of this workshop as well as seeking prudence in our costs. Marianna Deeken and Wood Mason will be presenting from ED.

I would like to thank the staff for the pre-conference workshops (from the SASFAA Conference). The NAOW had 26 registered and MLW had 18 registered. Our coordinators, Runan Pendergrast and Janet Jones, were well prepared and well organized. ED allowed David Bartnicki to present at both workshops. Evaluations were very favorable to the overall event.

**Past President**

**Heather Boutell**

***Summary of Activities***

**GAP26:** The most recent Membership Survey should be part of the GAP Committee documentation that is handed off each year.

**LRP 3.6:** Review the Long-Range Plan annually to monitor progress toward goal attainment.

**PP5.75:** Conducts an annual review of the strategic long-range plan and presents a written report at the June board meeting.

**PP 6.102:** Review annual year-end reports to assess committee and Board effectiveness in meeting goals and objectives and to ensure consistency with the mission of the Association.

**PP 6.103:** Make recommendations for changing or expanding services, activities and roles of the Association.

**PP6.104:** Make observations regarding Association trends.

**PP 6.105:** Gather relevant data and information from the membership, Board, member state associations and other relevant organizations and associations to identify potential internal or external threats to the Association.

**PP 6.106:** Review and assess the Association's mission statement for change on a periodic basis.

**PP 6.73:** Review, evaluate and incorporate into the long-range plan document the committee's objectives and findings for the June board meeting and subsequently for the membership.

The Governance & Planning Committee, along with President-elect Sandy Neel and 2009-10 Long Range Planning Chair Ron Day, met on May 7-8 in Louisville, KY, at the Hyatt, to review officer and committee reports for the year as they relate to the mission of the Association and to formulate recommendations with the formal report to be distributed to the Board at this meeting. The Membership Survey was on hand at the GAP Committee meeting for review by the GAP Committee. The GAP Committee’s report is being distributed at this meeting. The review was sent to President Reeves and the Executive Board prior to this Board meeting. Copies will be distributed to President Reeves and Ron Day to share with his committee next year.

**PP5.71:** Serves as a SASFAA voting representative to the Board of Directors of NASFAA.

I attended the April meeting of the NASFAA Board of Directors in Chicago, IL, where the primary focus was to select the new NASFAA President and CEO. I also participated in all conference calls held by National Chair Barry Simmons prior to the meeting. I will continue to participate in calls, and attend the final Board meeting in my role as a voting SASFAA member in Denver, CO, in July.

***Discussion Items***

**2009-10 Committees:**

It was truly a pleasure to serve as the Chair of three exceptional committees this year – the Nominations & Elections Committee, the Awards Committee and the Governance & Planning Committee.

The Nominations & Elections Committee is to be commended for its diligent work in securing an excellent dual slate of candidates. These individuals helped ensure the future of SASFAA by finding competent and passionate leaders to run for office. Congratulations to 2010-2011 officers Brad Barnett, President-Elect, Brenda Burke, Vice President, and Amy Berrier, Secretary.

The Awards Committee, as elected members of the Board, presented several awards this year to deserving individuals.

The Governance & Planning (GAP) Committee did an excellent job with their work of reviewing and analyzing current year reports and activities with our Association’s bylaws, Policies & Procedures, and Long Range Plan.

It has truly been an honor and joy serving as an elected member of the Board since 2004-2005. The friendships gained and leadership lessons learned will help me immensely throughout the rest of my career. I look forward to continuing to help out with SASFAA in future years to maintain our very important regional role. There’s no place like the South, and the people in SASFAA are what make it. Thanks to all of you for the opportunities.

**Secretary**

**Brad Barnett**

# *Summary of Activities*

**GAP31:** Maintain the records of the Association.

Activity: The Secretary will keep documents in an electronic format, which will ensure records can be archived electronically at the end of the year.

Additionally, the Secretary has taken the remainder of the paper documents from prior years and utilized the resources at James Madison University to scan them onto a thumb drive. As a result of this, all SASFAA documents in possession on the Secretary are now 100% electronic.

**GAP25**: The membership of the Association should represent the composition of financial aid professionals in the region.

Activity: The membership database will be archived at year end in excel or some other format for ease of determining persistence and other membership statistics. The Secretary will coordinate this with the membership chair after June 30th.

**LRP7.1 and LP7.4:** Policies and procedures are accurate and complete in order to provide consistent Associational direction.

Activity: The most recently approved version of the SASFAA Policy and Procedures Manual (February 20, 2010) is posted to the SASFAA website. There have been no other corrections or suggested revisions to this document since that time.

As stated in Appendix B of the SASFAA Policy and Procedures Manual, the Articles of Incorporation and Bylaws are on the SASFAA website at <http://www.sasfaa.org/docs/toc_about.html>.

As stated in Appendix C of the SASFAA Policy and Procedures Manual the following documents have been placed on the SASFAA website at <http://www.sasfaa.org/docs/toc_about.html>.

* SASFAA Guide to Financial Management
* SASFAA Long-Range Plan
* SASFAA Summer Workshop Guide
* SASFAA Operational Calendar
* SASFAA Endowment Fund
* SASFAA Conflict of Interest Policy
* SASFAA Organizational Chart

Currently, the SASFAA Conference Planning Guide is the only item on this list on the site. However, the Electronic Services Chair is working with ATAC on getting the items loaded to the site. This is a rather large document.

The Secretary is recommending changes to the following sections of the SASFAA Policy and Procedures Manual:

* Section 3.3.3 Certificates (page 13)

~~The Association maintains a supply of certificates that may used to recognize individuals for outstanding performance or service to SASFAA. Certificates may be used only with the approval of the president or the Board. All certificates issued by the Association should bear the Association’s corporate seal.~~

~~The secretary maintains a supply of certificates for use by the Association.~~

Certificates may be given to participants at various events at the discretion of the event chair/coordinator. The certificates for these events are outlined in the guides describing the various events (e.g., Summer Workshop Guide). The designated chair/coordinator of the event will generate these certificates and they do not need to bear the seal of the Association.

Refer to Section 9.2.4 for information on Special Award Certificates.

* Section 3.5 Archives (page 15)

Additionally, documents from the 2006-07/2007-08 and 2008-09/2009-10 SASFAA Secretary are contained on a separate ~~cd~~ portable storage drive. ~~This cd~~ The content on the portable storage drive was not created by Document Systems, Inc. It is compilation ~~cd~~ of materials copied by the Secretary for each of the respective years. ~~The title of this cd is “SASFAA Archives 2006-07 to 2009-10.”~~ This portable storage drive will be updated by each Secretary to ensure SASFAA records are contained in an electronic format.

Note: Need back up language and process in case thumb drive or Document Systems information is lost or damaged?

* Section 9.2.4 Special Award~~s~~ Certificates (page 60)
* By nomination by a Board member and approval of the Board, an individual or organization may receive a certificate of appreciation for ~~a~~ one-time service to the financial aid community. Certificates presented on behalf of the Board shall bear the seal of the Association.

Certificates will be created on an as needed basis as SASFAA does not maintain a supply of hard copy certificates. The language to be included on these certificates will be created and approved by the Board on an individual basis, tailoring it to the reason the certificate is being awarded.

* The president may choose to honor ~~all~~ committee chairs with a certificate or a modest token of appreciation. The secretary will generate these certificates for the president’s signature and they shall bear the seal of the Association. A recommended format and verbiage for the certificate follows:

*SOUTHERN ASSOCIATION OF*

*STUDENT FINANCIAL AID ADMINISTRATORS, INC.*

*Proudly Presents This*

*APPRECIATION CERTIFICATE*

*To*

*[Recipient’s Name]*

*For Outstanding Service to the Association as the*

*[Committee Name] Committee Chair*

*[Office and Fiscal Year]*

*[Date]*

* Committee chairs may recognize their committee members with a certificate of appreciation for their year of service. ~~Committee chairs must use the approved certificate of the Association.~~ The designated committee chair will generate these certificates and they do not need to bear the seal of the Association. A recommended format and verbiage for the certificate follows:

*SOUTHERN ASSOCIATION OF*

*STUDENT FINANCIAL AID ADMINISTRATORS, INC.*

*Proudly Presents This*

*APPRECIATION CERTIFICATE*

*To*

*[Recipient’s Name]*

*For Outstanding Service to the Association as a*

*[Committee Name] Committee Member*

*[Office and Fiscal Year]*

*[Date]*

~~The secretary maintains a supply of certificates and the official seal of the association. All certificates shall bear the seal of the Association~~.

**LRP8.2, LRP8.3, LRP 8.4, PP 5.61, and PP 5.62**: Maintain the records of the Association.

Activity: The secretary is recommending changes be made to Section 3.5 Archives (page 15) of the SASFAA Policy and Procedures Manual:

Additionally, documents from the 2006-07/2007-08 and 2008-09/2009-10 SASFAA Secretary are contained on a separate ~~cd~~ portable storage drive. ~~This cd~~ The content on the portable storage drive was not created by Document Systems, Inc. It is compilation ~~cd~~ of materials copied by the Secretary for each of the respective years. ~~The title of this cd is “SASFAA Archives 2006-07 to 2009-10.”~~ This portable storage drive will be updated by each Secretary to ensure SASFAA records are contained in an electronic format.

The secretary is also seeking board input on developing back up language and processes in case thumb drive or Document Systems information is lost or damaged.

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

Activity: This goal needs to be changed to match the current language in Section 5.6.f of the SASFAA Policy and Procedure Manual that states, “creates and distributes the Association’s official stationary.” Stationary is no longer ordered, but created electronically by the Secretary and forwarded to the appropriate SASFAA officers and chairs.

**PP 5.65:** Sends appropriate cards and gifts to members and colleagues on behalf of the Association. Maintains the banner and seal.

Activity: The Secretary sent a card to Karen Koonce on the passing of her mother.

The Secretary maintains the seal, but does not store the banner.

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

Activity: The Secretary works with the President and Site Selection Chair to handle this.

**PP 5.67:** Prepares and distributes agendas in advance of Board meetings.

Activity: The President prepares the agenda and gives to the Secretary to distribute to the Board prior to each meeting.

**PP 5.63 and PP 6.41:** The By-Laws will reflect the mission, vision and purpose of the Association and support the viability of the organization.

Activity: The bylaws committee has not recommendations at this time.

***Discussion***

No discussion at this time

**Treasurer**

**Jeff Dennis**

***Summary of Activities***

**GAP49:** Recommend that quarterly budget statements continue to be posted on the SASFAA Web site.

Activity: Quarterly budget statements are posted on the SASFAA Website as instructed.

**GAP63:** Recommend that quarterly budget statements continue to be posted on the SASFAA Web site.

Activity: Quarterly budget statements are posted on the SASFAA Website as instructed.

**GAP62:** Recommend continuation of the use of a CPA firm to assist with the completion of the 990 and 990T. Using an outside company for preparation of the 990 and 990T has allowed the Association to stay current with non-profit requirements for filing taxes.

Activity: Fiscal integrity will be ensured by utilizing assistance from an accounting firm in the completion of 990 and 990T forms.

**LRP13.2:** Review the SASFAA Guide to Financial Management periodically to ensure the continuity of sound financial practices.

Activity: Ensure fiscal integrity through periodical review of SASFAA Guide to Financial Management.

**LRP14.2:** Determine the appropriateness of fees assessed for dues, the annual conference, workshops and ancillary services including vendors, at least once every five years.

Activity: Appropriateness of Associated fees will be assessed every five years.

**LRP14.2:** Provide for the establishment, maintenance, investment, and monitoring of a sufficient Associational reserve fund.

Activity: Reserve fund is set up and maintained sufficiently.

**LRP14.4:** Review routinely all risks and liabilities affecting cash management and contractual obligations.

Activity: Cash management and contract obligations are reviewed routinely to alleviate associated risks.

**LRP14.5:** Determine the appropriate cash balance to be brought forward annually.

Activity: Has been evaluated.

**LRP14.6:** Incorporate the financial impact of vendor sponsorship in the budget planning process annually.

Activity: Implications of vendor sponsorship are accounted for in annual budgeting and planning.

**PP 5.51:** Receives and disburses monies of the Association

Activity: Provided payment for Expense Reports to date. Deposited funds to date.

**PP 5.52:** Pays the bills of the Association within thirty (30) days.

Activity: All bills have been paid upon receipt.

**PP 5.53:** Receives meeting registrations and membership dues.

Activity: Membership dues and meeting registrations are actively coming in to the Treasurer and being processed as received.

**PP 5.54:** Submits financial reports to the Board at each meeting and the annual business meeting.

Activity: Financial reports are submitted to the proper recipients and in conjunction with annual business meetings.

**PP 5.55:** Arranges in coordination with the finance and audit chair for an annual independent audit of the financial records.

Activity: The annual independent audit has been completed.

**PP 5.56:** Files IRS for 990 for the fiscal year by the prescribed deadline, currently October 15, and all financial reports in a proper and timely manner.

Activity: In order to ensure fiscal integrity, IRS submissions are filed in a proper and timely manner.

**PP 5.57:** Sets up master accounts and obtains credit for the Association as appropriate.

Activity: Banking accounts are appropriately handled for the Association by the Treasurer.

**PP 5.58:** Maintains adequate and appropriate records of receipts and expenditures.

Activity: Receipts and expenditure records are adequately maintained.

**PP 5.59:** Prepares annual year-end financial statements as of June 30.

Activity: Annual statements are prepared by June 30.

**North Carolina**

**Lisa Koretoff**

NCASFAA has had an outstanding year, despite many challenges. I’m very proud of the work that our board and committee members were able to accomplish.

The spring conference at the Holiday Inn resort in Wrightsville Beach, NC was wonderful and we were fortunate to have great weather! We had many interesting sessions, good speakers, fun activities, and wonderful support from our exhibitors. Many thanks to Tamy Garofano (TG) and her committee for putting together a great conference and for delivering it under budget. Also, our New Aid Officer’s workshop on Sunday and Monday, led by Bruce Blackmon (UNC Pembroke), trained over 20 new financial aid officers and each had a fun and informative time.

I’m pleased to announce the results of our elections held during the spring conference:

President-Elect: Kim Driggers, St. Andrews Presbyterian College  
Vice President: David Gelinas, Davidson College  
Nominations & Elections Rep - Proprietary Sector: Misty Clark, ECPI

Nominations & Elections Rep - Two Year Public Sector: Joey Trogdon (Randolph CC)

There were many accomplishments this year. Vice President Christy Chesnut (Salem College) reinstituted new member luncheons at our two conferences this year which were very well received. Jo-Ann Craig (Cape Fear CC) and Jennifer Pickett (UNC Charlotte), with the help of their committee and our state agency NCSEAA, provided webinars for the first time to our members. We organized 6 of them and we received high marks from the participants. Candace Cooper (Mitchell CC) and her committee organized several successful activities to observe Financial Aid Awareness Week in North Carolina in February. Janet Sain (SunTrust) kept very busy and did a great job of recruiting new exhibitors for our conferences. Our Diversity chair, Regina Huggins (Wake Tech CC), organized some interesting sessions at our spring conference on the topic of disabilities. Amy Berrier (UNC Greensboro) played an active role in keeping NCASFAA informed this year as chair of the Legislative Advisory committee and in recognizing our many retirees and award recipients. Tony Carter (UNC Charlotte) kept us fiscally sound as chair of our Budget and Finance committee during a year of shrinking resources. Brenda Long (Carteret CC) reached out to schools with few to no members in NCASFAA this year as chair of the Membership committee and had a lot of success in this area. Tony Patterson (NC State University) did a great job with the Fall conference and then, sadly, left our profession for greener pastures. I’m grateful to Rachel Cavenaugh (Cape Fear CC) for stepping in serve the remainder of the year in his position. Liz Solazzo (Alamance CC) revitalized our newsletter and filled it with good information and wonderful pictures of our members at work and at play. I appreciated knowing that our website was in good hands this year with Bruce Cabiness (UNC Greensboro) continuing in his role as chair of the Technology committee. Same for our Middle School Enrichment Scholarship committee. April Moray (College Foundation, Inc.) stayed on to chair the committee one more year and we are expecting great results this summer as our scholarships make it possible for several middle-school children to attend a college summer camp. Kim Driggers (St. Andrews Presbyterian) and Teresa Williams (Wingate University) kept our books in good order this year in their roles as Treasurer and Treasurer-elect (respectively). Our two liaisons, Bill Cox (NCSEAA) and Casey Wallen (National Education) added much to the board this year by keeping us informed and by being active participants on several committees. Casey had a dual role this year and as chair of our Site Selection committee, revamped our Site Selection handbook so we will have good guidance in this area for the future. Ronnette King (NC A&T University) had a busy year in her first year as Secretary. I’m sure Paul will keep you even busier next year!

Paul Coscia (Guilford College) will take over the reins as President on July 1. Paul, I wish you all the best and will help you in any capacity I can. NCASFAA is a great association and I’m honored to have served as its President this year.

**South Carolina**

**Hank Fuller**

The South Carolina Association met in Myrtle Beach for our first Annual Conference with over 140 attending. This was one of the best conferences I’ve ever attended. Great facility, great food, great sessions, great time for rest and recharging the spirits! Thanks to Jeni Rone and her Conference Committee for all of their efforts.

“Sustainability” has appropriately been the theme this year and survival of our Association has been assured. With the changes to DL and Year-round Pell Grants our offices should have plenty to keep us busy this summer and our Association has provided an additional training opportunity with the software venders for these transitional issues. Datatel, Banner and PowerFaids are participating in this one day session in Columbia. Thanks to our Vice President Aria Simmons and the committee members responsible for all of our training this past year. This is the area our state associations can continue to find new ideas and ways to reach our membership and sustain our viability as a useful tool in the administration of aid in the future.

We offered our first “TechNet” fall training (vs. fall conference) utilizing the Community College live on-line system. All of our Community Colleges have a facility on campus that networks through the main office in Columbia allowing our Federal Training to be broadcast throughout the state with a minimal cost to the institutions. We had over 100 participants! Thanks again to Aria Simmons as our event coordinator and David Bartnicki as our Fed.

Congratulations to new elected Executive Board for SCASFAA:

Allison Sullivan- USC-Upstate as President Elect

Ken Cole- USC-Lancaster as Vice President

Katie Harrison- SC Tuition Grants Commission as Secretary

Missy Lutz- Newberry College as Treasurer Elect

Dan Griffin- Columbia International as Member at Large

Many thanks to the Executive Board of both SASFAA and SCASFAA for the great opportunity to serve and work with all of you this year. I wish everyone the best in the year to come.

**Tennessee**

**Marian Huffman**

**Thank You**

I am continually thankful for the opportunity to work with such incredible people both on the SASFAA and TASFAA Boards. This year the TASFAA board has navigated through some unprecedented uncertainty. I am so appreciative for the continued work of the TASFAA Board and all the committee members. They do such a great job carrying out the business of TASFAA. Times have certainly been challenging as well uncertain due to the dramatic changes being designed by the leadership in Washington. This board has been faced with big challenges. In return you all have responded admirably with the goal of keeping TASFAA financially solvent and organizational strong well into the future. It is a privilege to work along side such wonderful professionals.

**Budget**

The budget and fiscal responsibility have been a primary focus through out the year. The uncertainty was multifaceted and certainly presented significant challenges. This was the first year that membership dues have been charged in five years and the first year for TASFAA to hold one conference. Sponsorship levels were uncertain at best. Institutions were experiencing freezes on travel budgets which directly impacted the organization’s ability to meet hotel contractual obligations and budgeted registration fee revenues. Finally the organizations significant annual revenue is generated in the third and fourth quarter of the fiscal year. Wow, what challenges.

Current indicators suggest that the 2009-2010 budget will end with positive results. Several critical income items appear to be meeting or exceeding the budgeted amounts. Sponsorship for the spring conference has actually exceeded last year’s spring conference by $1000. Both membership and conference registration numbers have exceeded the projected amounts. Finally the Executive Board and Committee chairs have done an incredible job in minimizing cost and still providing quality training to our membership. Current projections indicate there could be an excess of $20,000 for the year.

**Electronic Services**

In accordance with the Executive Board vote from the January 22 meeting, a letter was sent to Paula Gordon of ATAC on February 26, 2010 indicating that TASFAA will not review our annual contract. The current contract is due to expire on August 15, 2010. Ms. Gordon has acknowledged receipt of this letter and agreed to work with TASFAA in the transition. Rick Taphorn and the Electronic Services Committee have been working to ensure the new site is fully operation and transition is smooth. The DRAFT of the new website can be viewed at: <http://tasfaatn.com/>.

**Training**

The Spring Conference under the direction of Lester McKenzie was held April 18-21 at the Cool Springs Marriott in Franklin. This turned out to be a wonderful conference with 280 registrants. TASFAA was delighted to have David Bartnicki as the federal trainer. With all of the changes coming out of Washington and Nashville, this conference was not to be missed. It provided attendees a smart offense and a strong defense to face some of the BIGGEST challenges student aid has faced in recent memory. Thanks to everyone that worked so hard to make this event happen.

In response for additional training opportunities, TASFAA has collaborated with TSAC to provide six one-day drive-in trainings across the state during June. The agenda will cover state programs as well as DL reconciliation and other federal DL tools. Thanks you to both Darolyn Porter and Rick Taphorn for your efforts with this project.

**Additional Meetings**

I have participated in several meetings of the SASFAA Budget Recovery Taskforce since the February 21st board meeting. The group is working to develop recommendations which will be presented to the board for their consideration.

I am grateful for the opportunity to serve on the 2009-2010 SASFAA Board.

**Virginia**

**Sheila Nelson-Hensley**

It seems like yesterday that we were all together at the SASFAA Annual conference in Louisville.

During the Spring, our Awareness Committee conducted our annual Super Saturday. Over 2,820 parents, students and guardians attended with 1,361 FAFSAs either being completed or initiated.

The Virginia Annual Conference will be held May 23 - 26 at the Embassy Suites and Conference Center in Hampton, Virginia. The theme is consistent with our goal for this year, which is “Reach for the Stars”. We are offering our members the opportunity to register for the entire conference at a fee of $210 or they can choose a day rate for Monday or Tuesday at a fee of $150. To date, we have 210 registrants which is 20 more than last year. This includes 155 with a full registration and 55 with a day registration. We are quite pleased as our budget was based on 165. Needless to say, we had to offer another hotel option for our members. Our charity this year is the Star Achiever’s Academy in Hampton, VA. This facility provides academics, athletics and fun to middle school students to mold them into well-rounded citizens. We are offering a silent auction and the purchase of stars to raise money for this charity. In addition to the training and special speakers, we will have a VASFAA County Fair! There will be games with prizes and a County Store!

Again this year, the conference is entirely self-supporting from conference registration fees. The Conference Committee is making it happen on a tight budget and I know that it will be fantastic! This will be done while providing the same level of training sessions that the membership has come to expect. On Sunday of the Conference, a New Aid Officer’s Training workshop will be held free to our members. Jamie Malone will be there from the Department to give a federal update, Lee Andes will provide a SCHEV update, a SASFAA update will be given by Brad Barnett- SASFAA President-Elect, and a NASFAA update will come from Barry Simmons- NASFAA Chair. These in addition to the concurrent sessions will assure there is something there for everyone!

As you know, VASFAA started the year with a zero budget from our Development Partners and I am pleased to report that the Chair of this committee, Jeanne Holmes, raised $16,000 from 12 of our partners. This is great news for our association and we are so appreciative to the partners who feel that VASFAA is a worthwhile investment.

Elections will be held at the conference, so at this time, the executive Board for 2010-2011 is not yet complete.

President - Heather Hollandsworth

President-Elect – Melissa Barnes

Past President- Sheila Nelson-Hensley

Secretary- To be Named by the President

Treasurer- Margaret Murphy

Treasurer Elect- John Brandt

Representative at Large- Daniel Hewitt

Representative at Large- Donna Taylor

Representative at Large – Stephanie Clements

Representative at Large – Vera Riddick

In closing, while the year has not officially ended, I believe that VASFAA will end the year with a positive revenue flow. There does not appear to be a need to draw revenues from reserve funding to cover expenses for the year. I need to extend thanks to the VASFAA Executive Board and Committee Chairs for being frugal with their spending so that we remain fiscally sound while still providing training opportunities for the membership and outreach services to students of the Commonwealth!

**Alabama  
Andy Weaver**

2009-2010 has been a challenging and rewarding year for AASFAA on many fronts. This year’s Executive Board and Committee Chairs have worked diligently to ensure that AASFAA continues its tradition of high quality professional development in the face of declining financial support.

In lieu of a full scale fall conference, we provided a one day drive-in session, hosted by AUM. Sessions included a federal update by Mike Roberts, as well as information on year round Pell and direct loan conversion. Attendance was greater than expected and the event was revenue positive. Evaluations were also positive, and the Board’s consensus is that we should take the same approach next year.

The spring conference was held at Guntersville State Park Resort and was a great success. In spite of a drastic reduction in exhibitor support, the Conference and Local Arrangements Committees were able to come in under budget and deliver one of our better events in terms of content. Dave Bartnicki presented the Federal Update as well as several interest sessions. AASFAA presented Dave with an honorary membership in recognition of his commitment to our association.

Members of the Executive Board met in Montgomery where Governor Riley signed a proclamation declaring February as “Financial Aid Awareness Month”. Thanks to Dr. Wall for his help in continuing this long standing tradition.

The AASFAA Budget Committee met May 12 and has prepared a balanced budget to present to the membership at the next business meeting. Also, the transition meeting is set for June 14, 2010 at Huntingdon College in Montgomery.

Congratulations to the new slate of officers for 2010-2011:

Vickie Adams President-Elect

Sharon Williams Vice President

Kevin Ammons Treasurer

Belinda Duett Treasurer-Elect

Betty Edwards Secretary

**Georgia**

**Jill Rayner**

SPRING Conference

We just completed our Spring 2010 conference, May 12-14th at Saint Simmons Island. We had 204 registered for the conference. Our theme was: “Financial Aid Superheroes: Together We Have the Power”. We had thirty-six interest sessions. David Bartnicki did our Federal update and Pre-Conference workshop. Wood Mason from the Department of Education did Direct lending Sessions. It was a packed conference. Nancy Ferguson and her team did an amazing job.

New Elected officers are :

Nancy Ferguson – President-Elect from University of Georgia

Cathy Crawley – Vice President for Professional Development from Georgia College & State University

Caylee French – Vice President for Programs from Georgia Student Finance Commission

Amy Moser – Treasurer from SunTrust Education Loans

Sarah Twiggs – Secretary from Northwestern Technical College

I passed the gavel over to Doug Tanner, our 2010-11 President at the closing session. Our transitional board meeting will be June 23rd- 24th at the Atlanta Marriott in Gwinnett. This is the site for our next two Spring conferences. We have made the decision not to have a Fall conference but we will have a Fall one –day drive-in workshop. Doug and the new board are working on the current plans.

Georgia College Goal Sunday weekend was February 27-28, 2010. Thank you to all the GASFAA members who coordinated and helped out with the 2010 Georgia College Goal Sunday (CGS) event. Thank you to Dianne Cox, Brenda Vaugh and their amazing team for a job well done.

Here are some quick statistics:

* 19 College Goal Sunday sites in Georgia – our sites included colleges, high schools, TRIO\programs, YMCAs
* 270 volunteers, including many GASFAA members serving as FAFSA experts and presenters
* 792 students attended
* 549 FAFSAs completed
* 1639– total attendance by students and parents
* Almost a 25% increase in the total number of FAFSAs completed from the 2009 event.

Philip Hawkins, Vice President for Professional Development, and his team coordinated a Conversion to Direct Lending workshop on Monday, February 1st. This workshop was facilitated by Wood Mason, who is part of the US Department of Education’s Direct Lending Implementation Team. The workshop was for both Financial Aid Office staff as well as Bursar/Business Office staff. The workshop provided good information for those who are switching and those worried about being forced to switch. Two schools who have recently switched conducted a Q & A session at the end. Philip’s team also provided a reference list of all the webinars being offered during this Spring. It was a great tool for offices to get the most of all the different webinars being offered.

Sarah Baumhoff, Community Outreach chair, and her committee presented the NT4CM training on February 11th. We received great response from the forty counselors who attended.

Pennie Strong, Past President and Finance Chair, invited a Financial Advisor from Edward Jones to speak during our Executive Board meeting January 29th. Rob Pelissier presented “Focus On Fixed Income” which included valuable investment information to help us plan how to best preserve our reserves. Based on this information and recommendation from the Finance committee, we have restructured our investments.

**Kentucky**

**Chester Priest**

**Spring Conference**  
KASFAA’s Spring Conference was held April 7-9, 2010, at the Holiday Inn University Plaza in Bowling Green, KY. Cindy Burnette, Western Kentucky University and Terri Parchment, Edamerica did an excellent job planning our Spring Conference. The conference theme was, “KASFAA-Get Your Game Face On!” The conference began with fellow Kentuckian, George Duvall, Motivational Speaker, Consultant, and Comedian telling conference attendees how instrumental financial aid administrators had been to him in collegiate career. Since networking and fellowship are an important part of any conference all participants were invited to attend the President’s Tailgate Party and Cornhole Tourney Wednesday evening! The conference committee decided that the Scholar House of Bowling Green would be our conference charity drive. KASFAA was able to collect over $300.00 to give to this very caring and wonderful organization that helps single parents obtain their dreams of higher education. The Department of Education is to be thanked for allowing Michael Roberts to attend and present several sessions. SASFAA was also well represented with Past-President Heather Boutell providing the SASFAA Update. KASFAA presented a plaque to our newest Lifetime member, Mary Anne Olson, KCTCS. Our highest honor in Kentucky, the Herb Vescio Distinguished Service Award, was presented to Michael Morgan, KCTCS, for his outstanding accomplishments in our state and region. Paula Hansford from Eastern Kentucky University was the newest recipient of the KASFAA Professional Development Scholarship. In order to be considered for this scholarship, an applicant must be a new KASFAA member with less than five years of financial aid experience. The applicant must also submit an essay and letters of recommendation to the KASFAA Board of Directors. The scholarship will be used to cover the registration fee to the SASFAA New Aid Officers Workshop. Even though conference attendance was low, there were 118, everyone in attendance felt the conference met their needs and expectations.

**Election Results**  
KASFAA’s future is now in the hands of our newest elected officers:

President-elect, Aaron Gabehart, Campbellsville University

Vice President for Training, Laura Keown, Centre College

Secretary, Rhonda Bryant, University of Kentucky

Lender Representative, Marion Shute, 5/3 Education Lending

4- Year Public Representative, Shelley Park, Eastern Kentucky University

These new leaders will serve Kentucky well to keep KASFAA moving to fulfill our mission.

**Support Staff Workshop**  
KASFAA offered a Support Staff Workshop in Frankfort, KY, on March 24th. Approximately 50 support staff personnel were in attendance from across the state. The workshop is presented free of charge, as long as there is at least one paid KASFAA member at the institution.  Some of the sessions included, The A – Z’s of Financial Aid, Verification, a mini Federal Update and a relaxing session on Reflexology.

**Transition Meeting**  
President-Elect Dave Cecil will be conducting KASFAA’s annual transition meeting on June 8th in Frankfort at the Kentucky Higher Education Assistance Authority building. Both the 2009-2010 and 2010-2011 boards will spend the day together in preparation for the 2010-2011 year. Goal setting, team building, training and transitional activities will fill the afternoon following the final Executive Board meeting for 2009-2010 on the morning of June 8th with the new 2010-2011 board in attendance to observe the proceedings. It has been a real pleasure and honor serving as KASFAA President, although I am glad to be passing the gavel on to Dave.

**Mississippi**

**Searcy Taylor**

Greetings to the SASFAA Family! As I write this report, we are preparing for our state conference to be held in Bay St. Louis, MS at the Hollywood Casino, June 16 – 18, 2010.

The annual Oscar Awards, with all its glitter, glamour and red carpet, has come and gone for another year. However, MASFAA is pleased to present its own production, “MASFAA Meets Hollywood: Starts in Student Success”, for the people who lead the industry as directors, producers, and performers in “above and beyond” roles of serving students.

I am pleased to report that we have about 120 attendees joining us for the conference. This is encouraging given we have all been dealing with a state budget crisis, campus budget cuts, programmatic changes and the constant stream of students seeking financial assistance. Headlining the conference as speaker is Matt Jones, motivational speaker, and Dr. Hank Bounds, Institutions of Higher Learning Commissioner.

We have been challenged to present a dual slate for 2010-2011 officers, but will be presenting the following candidates for election:

* President-Elect - Seph Anderson, University of Mississippi
* Vice President - Leslie Smith - Copiah-Lincoln Community College
* Treasurer - Rebecca Vega, Mississippi University for Women
* Director – Bob Walker, Itawamba Community College

It has been an honor and pleasure to serve on the SASFAA Board. I have gained much in the way of support and confidence from my colleagues. As I said to the MASFAA membership, we all have “starring” roles and influences in the financial aid industry. We all are dedicated (day-in and day-out) on behalf of students. We are all committed to our state associations and SASFAA earning top billing as organizations. We are the supporting cast in the screenplay of student dreams and aspirations. For these reasons, SASFAA will always be a strong contender for STAR quality!

**Legislative Relations**

**Dave Gelinas**

***Summary of Activities***

**GAP 37:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: Legislative alerts and pertinent notices were sent out over the SASFAA-L listserv throughout the year.

**GAP 38-GAP 41:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists.

Activity: Messages were sent to the listserv throughout the process of HR 3221 becoming law (and afterwards) and with the release of Final Regulations in the fall of 2009. Messages were sent to encourage legislative advocacy on the part of the membership. A letter from President Reeves was sent prior to the passage of HR 3221, expressing the association’s concerns with the then-pending legislation. The *SASFAA Legislative Guide* should be updated when appropriate.

A pre-conference workshop concerning the HEOA Final Regulations was held; it was developed in conjunction with the Conference Committee.

**LRP 4.2:** 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: I contacted the state presidents at the 2009 Transition Meeting, and I utilized their state federal/legislative relations/advocacy chairs as the members of the SASFAA Legislative Relations Committee. No expenses were incurred in advancing this goal.

**LRP 11.1 & LRP 11.2:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists.

Activity: Please see above under GAP 38-GAP 41.

**PP 6.81-PP 6.85:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists.

Activity: Please see above under GAP 38-GAP 41.

A related issue in forwarding these association goals continues to be the increased use of the SASFAA-L listserv by a staff member of the U.S. Department of Education to directly inform the membership of “issues affecting the profession.” A productive discussion of this concern was held during the February Board meeting, and it was felt the role of the Legislative Relations Chair was sufficiently different from that being played by the individual from the Department to justify the ongoing existence of the Legislative Relations Chair.

**PP 6.86:** Facilitate alliances between and among various sectors and members of the financial aid community.

Activity: I communicated as necessary with the NASFAA Federal Relations Chair as well as the state chairs. Special recognition needs to be given to Amy Berrier, North Carolina’s representative, for her active role this past year. Two conference calls were held with NASFAA staff to promote legislative advocacy by regional associations, as well as to apprise the regions of ongoing legislative activities at the federal level.

**Newsletter**

**Deborah Clark**

# *Summary of Activities*

**PP6.0:** Review and respond to all articles submitted for the newsletter.

Activity: The Newsletter Chair reviewed each article submitted for required format and appropriate text and acknowledged receipt of each article.

**PP6.0:** Prepare and submit reports by the deadline dates established by the secretary.

Activity: The Newsletter Chair submitted a board report for February to the Secretary by the due date.

Newsletter Deadline

The spring edition of the newsletter was released on April 28, 2010. The next issue is scheduled to be published in June. All submissions should be submitted to the Newsletter Editor, Deborah H. Clark, at [dclark@atlantatech.edu](mailto:dclark@atlantatech.edu). Materials should be sent as a word attachment, times new roman font, 10 pitch, and third person.

**LRP10.2**: Improve frequency and quality of communication with members.

**LRP10.2**: Submit a point of interest/reference an article from the current newsletter to the membership to ‘wet the appetite’ of the membership.

Activity: The Newsletter Chair sent communication sent to the membership which referenced articles in the spring newsletter in an attempt to increase and maintain interest in the newsletter.

**LRP10.2**: Address a full range of issues, ranging from policies to daily operations

Activity:The Newsletter Chair solicited articles from various members/presenters at the 2010 Annual Conference.

**PP6.122:** Request State Newsletter Editors to review and recommend articles from their state newsletters.

Activity: The Newsletter Chair sent communication to each state representative to solicit articles and photos from each state that would be of interest to the entire regional membership.

**PP6.125**: Forward the finished version of the newsletter to the SASFAA Webmaster for posting to the SASFAA Web site.

Activity: The Newsletter Chair communicated with the ATAC representative to ensure posting of the newsletter to the website.

**Site Selection**

**Janet Sain**

# *Summary of Activities*

**GAP70, GAP73:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity:Met with Clemson University officials to finalize all aspects for the workshop in June 2010. Final menu copies will be reviewed by Vice President and Curriculum Coordinator several weeks prior to the workshop.

**GAP70, GAP73:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity:Plans to utilize the remaining balance of the credit at the Hyatt has been completed with the GAP Committee meeting there in May 2010. Per our Treasurer, we may even see a credit back from the Hyatt as we may have overpaid the taxes. Final invoicing has not been received as of May 24, 2010.

**GAP70, GAP73:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity:Final contract renegotiations have been completed with the Jacksonville Hyatt. They have agreed to lower the room block from 1892 to 1000 and lower the food and beverage minimum in half to $45K. There is possibility they will resale the remaining room block and meeting space and thus giving SASFAA the opportunity to recoup some funding towards the Reduction Clause that was part of the addendum.

**GAP70, GAP73:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity:Solicited a renegotiation from The Don CeSar Transitional Board meeting in June. They agreed to decrease the total room block as well as the room rate and to keep the resort fees at $10. Discussion of the meeting in June 2011 needs to be addressed. There has been a contact from Mary Small of the Clearwater Hilton to consider their facility for future Transitional Board meetings.

# *Discussion*

The Don Cesar contract for 2011. The Transitional Board meeting for 2012 and the future. The Annual Conference for 2012. Future contracts in general.

***Recommendations***

Locate the most economical hotel in a central location to host the conference in 2012 with a room rate less than $115, Food and Beverage around $45-50K and no meeting room charges. With a room block comparable to the final numbers of Louisville.

If financially feasible, cancel The Don contract for 2011 and locate another site. Look for sites in cheaper locations with closer access to airport.

Do not sign any contracts out further than one year in advance if financially feasible unless offered a tremendous rate at a central location for multiple years for annual conference.

**Budget and Finance**

**Chris Tolson**

***Summary of Activities***

**LRP 5.6:** Provide a scholarship to award to a need-based student in order to recognize the leadership contributions of the SASFAA President of the Association. The scholarship will be awarded at the conclusion of the Past President’s year.

Committee Recommendation: A $2,000 scholarship be given to Past President, Heather Boutell in recognition of her service to SASFAA.

**LPR 14.3:** Monitor, review and revise, as necessary, the Association's investment strategy for positioning the Association's finances.

Activity:A copy of the current standing of the Association’s investments is attached.

**PP 6.30:** Review, from a fiscal liability perspective, all contract proposals and makes recommendations to the president.

Activity:A copy of the Association’s current contractual agreements is attached. (Contract Commitments 2009-2011). The Association currently has two contracts; one with the Don Cesar for through 2011 and the Hyatt Regency Jacksonville for the 2011 annual conference. The Hyatt Regency contract was renegotiated and the financial obligation is reflected on the report.

**P&P 6.32:** Conduct with the treasurer quarterly reviews of cash balances and expenses and make appropriate recommendations.

Activity:Treasurer, Jeff Dennis has sent monthly checking and savings account reconciliations and the balances are all in order. .

**P&P 6.33:** Perform a checkbook audit at the annual conference and makes report at the transitional meeting.

Activity: The budget and finance committee performed daily balance at the annual conference in February.

**P&P 6.34:** Recommend budget adjustments as appropriate to stay within budget guidelines.

**SASFAA, Inc.**

**Hotel Contracts**

**5/20/2010**

**Don CeSar - St. Pete Beach, FL - June 2009-June 2011 - Board Meeting**

**June 4-7, 2009; June 3-6, 2010 and June 2-5, 2011**

Have to meet 90% of guest room commitment - SASFAA must pay unused portion

Tax is 11% and resort fee is $10 per person, per day)

90% of 50 guest room commitment = 45 rooms (adjusted for 2009 to 43 min = 39 rooms)

90% of 45 guest room commitment = 41 rooms (adjusted for 2009 40 min rooms = 36)

SASFAA can reduce guest room commitment by 10% 30 days prior to arrival date

$1,800 minimum food and beverage commitment - SASFAA owes difference in acual vs minimum (adjusted to $1,000 for 2009)

145(50 on Thursday and Friday and 45 on Saturday) room nights (@$220.89 - $199 plus $21.89) = $32,029 (for 2009 $22,672)

**Non-Refundable Deposits of $2,000 due by December 31, 2008, December 31, 2009**

**and December 31, 2010**

Cancellation provisions

**181 + days - 25% of anticipated revenue = $8,007 plus $1,800**

180 days - 91 days - 50% of anticipated revenue = $16,015 + $1,800

90 days - 31 days - 75% of anticipated revenue = $24,022 + $1,800

Within 30 days = $32,029 + $1,800 **$33,829**

**Hyatt Regency - Jacksonville, FL - Annual Conference - February, 2011**

1000/ minimum room nights - room rate is $159 plus 13% tax **$159,000**

Rooms - 100% of group rate unused

Catering Minimum $45,000 - SASFAA owes difference in minimum vs actual used

Reduction Resale Clause:

$80,600 if hotel does not sell room and/or recover food & beverage difference of $45,000

Deposit - 30% of estimated food/beverage, audio visual - due 30 day prior - 1/10/2011 (estimate $13,500)

**Total liability as of May 18, 2010 Liability changes based on individual contracts and timing $192,829**

**SASFAA, Inc.**

**Investments**

**5/20/2010**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Holding Company | Account # | Contact Information | Purchase Date | Amount | Interest Accrual | Term | Maturity Date | Rate | Interest Payment Schedule | Current Estimated Value |
| Bank FLA Ft Lauderdale | DFL006262 | SunTrust Investment Group | 7/23/2008 | $25,000 | n/a | 24 | 7/23/2010 | 4.16% | Paid Monthly to Checking  Account | $25,196 |
| Irwin UN Bk & Tr Co | DFL006262 | SunTrust Investment Group | 9/29/2008 | $50,000 | n/a | 24 | 9/28/2010 | 1.49% | Paid Semi-Annual to  Checking Account | $50,172 |
| **Haven Tr. Bank\* St. AugustineFLA** | DFL006262 | SunTrust Investment Group | 12/7/2007 | $65,000 | n/a | 36 | 12/7/2010 | 4.40% | Paid Monthly to Checking  Account | $66,455 |
| River Cities Bank | DFL006262 | SunTrust Investment Group | 4/24/2008 | $25,000 | n/a | 36 | 5/2/2011 | 3.74% | Paid Monthly to Checking  Account | $25,727 |
| Evergreen State Bank | DFL006262 | SunTrust Investment Group | 6/11/2008 | $50,000 | n/a | 36 | 6/20/2011 | 3.96% | Paid Monthly to Checking  Account | $51,744 |
| Suntrust Bk Atlanta | DFL006262 | SunTrust Investment Group | 9/29/2008 | $45,000 | n/a | 36 | 9/29/2011 | 6.6% \*\* | Paid Monthly to Checking  Account | $46,166 |
| American Express Centrm | DFL006262 | SunTrust Investment Group | 3/17/2010 | $50,000 | n/a | 24 | 3/19-2012 | 1.25% | Paid Semi Annual to Checking Account | $49,910 |
| CapMark | DFL006262 | SunTrust Investment Group | 7/9/2009 | $50,000 | n/a | 36 | 7/16/2012 | 2.60% | Paid Semi Annual to Checking Account | $50,937 |
| **MidFirst Bank\*** | DFL006262 | SunTrust Investment Group | 7/9/2009 | $50,000 | n/a | 36 | 7/16/2012 | 2.55% | Paid Monthly to Checking  Account | $50,884 |
| **Total CD's** |  |  |  | $410,000 |  |  |  |  |  | $417,190 |
| **Money Market - Ridgeworth** |  |  |  | $45,000 |  |  |  |  |  | $45,008 |
| **TOTAL INVESTMENTS** |  |  |  | **$455,000** |  |  |  |  |  | $462,198 |
| \*denotes Endowment Fund |  |  |  |  |  |  |  |  | Accrued Interest | $1,272 |
| \*\*variable based on annual (July to June) CPI + 1% this rate is current (at purchase) annualized | | | | | |  |  |  | Total | $463,470 |

**Budget Recovery Task Force**

**Dave Cecil**

The SASFAA Budget Recovery Task Force was created to produce a balanced annual budget within two years that does not rely on using the association’s financial reserves. Additionally, the Task Force was asked to review all policies relating to sponsorship in light of the changed environment including, but not limited to, the requirement that exhibitors be members of the Association and registered for the Annual Conference in order to exhibit, sponsorship pricing and newsletter advertising.

The task force has met one time face to face during the SASFAA Conference in Louisville. So far there have been five conference calls.

We initially discussed projected income for the 2010-2011 budget. We reached a consensus on this and it will be used as the basis of the proposed budget for next year. At present, we have a draft budget for 2010-11 with approximately a $10,000 operating deficit.

We then discussed ways to reduce expenses. We determined that eliminating either the August or November board meeting would save $12,000 to $15,000. Additionally, eliminating one of the conference committee face to face meetings (or just having a pared down face to face meeting) would save $3,000 to $5,000.

We discussed the ATAC contract, and it was decided to extend it six months versus one year to allow SASFAA time to do the necessary research for possible changes.

We discussed the possible “credit” left over from the Louisville Marriott, but felt that their terms were not favorable to SASFAA. We recommended that we will not agree to the Marriott’s proposal.

We discussed the proposed amended contract from the Jacksonville Hyatt and felt that the terms were favorable to SASFAA. We recommended that President Reeves sign the new amended contract.

The Task Force will begin to discuss the issues regarding vendor/sponsor policies in mid-June.

The Task Force has two items that it believes that SASFAA Board should consider reviewing and possibly revising to help manage the associations’ budget. They follow this report.

Task Force Members:

Dave Cecil, Chair, Keith Reeves, Sandy Neel, Brad Barnett, Ron Day, Jeff Dennis, Marian Huffman, Dewey Knight, Lisanne Masterson, Janet Sain and Chris Tolson.

**Item 1.** SASFAA paid over $21,000 in room charges for the Louisville conference as per the current P&P. The Board may want to consider reviewing the current policy to limit expenses.

Background:

As per our conference call, I am listing those room charges covered per the P&P for Officers and others. We changed the P&P many years ago when we were getting loads of 1 per 50 comps so we weren’t paying for any of these rooms in the past. Beginning with the Sheraton in South Carolina, we were getting assessed these rooms and thus these expenses started to really impact our total bill. Just so you have the figures:

Secretary $856.85

Past President $856.85

Conference Chair $1,028.22

Parlor $856.85

NASFAA guest $856.85 (limit to one)

Treasurer $856.85

Member $1,028.22

Local Arrangements $856.85 (limit to one)

Vice President $569.30 (got staff room rate per contract)

NASFAA guest $685.48

Vendor $856.85

NASFAA guest $685.48

President Elect $856.85

Local Arrangements $856.85

NASFAA guest $856.85

Total $12,565.20

We typically cover one night for instructors for NAOW, one night for Conference Committee members unless they driving from far away and need to come the night before and two nights for Executive Board members. Those charges are not included in the total. The total room charges were $21,476.46.

**Item 2.** SASFAA currently pays the all travel, hotel and conference registration expenses for the Current President, the Immediate Past President and the Past Past President to attend the NASFAA Board meeting and conference each July.  The Board may want to consider revising the current policy to limit expenses.

Background:

We currently pay travel, conference registration, hotel and meals for the entire conference for our CURRENT President (as of July 1) – who is still considered a NASFAA Board Observer at the pre-conference board meeting.  SASFAA also pays conference registration, hotel (conference only) and meals (conference only) for our Immediate Past President and Past Past President - who are sitting as voting members of the NASFAA board at the pre-conference board meeting.  Although worthwhile expenditures, knowing that drastic changes need to be made in the SASFAA budget, as a SASFAA member, I would much rather see our current sitting President's costs covered to attend NASFAA (to bring back items of interest and current information), and eliminate the expenses of the conference registration and extra hotel nights/meal costs for our other two voting members of the board.  Remember, we would still need to pay their TRAVEL expenses to the pre-conference board meeting and NASFAA covers those room nights and meals.

**Membership**

**Bryan Erslan**

***Summary of Activities***

**LRP6.1:** Seek to increase membership.

Activity: Our friendly state membership competition compared 2009-10 membership numbers to the 2008-09 numbers. Kentucky did exceed last year’s numbers with the conference being held in Louisville. Second place was Alabama @ 93.8%. The largest state represented is South Carolina.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| CURRENT MEMBERSHIP BY STATE AND 2008-09 COMPARISON   |  |  |  |  | | --- | --- | --- | --- | | State | Current 2009-10 | Total Members 2008-09 | % of 08-09 Reached | | Alabama | **61** | **65** | 93.8% | | Florida | **90** | **158** | 56.9% | | Georgia | **109** | **154** | 70.7% | | **Kentucky** | **120** | **90** | **133.3%** | | Mississippi | **41** | **50** | 82.0% | | North Carolina | **105** | **155** | 67.7% | | South Carolina | **131** | **141** | 92.9% | | Tennessee | 114 | 138 | 82.6% | | Virginia | **102** | **159** | 64.1% | | Out of Region | **98** | **102** | 96.0% | | TOTAL | **971** | **1212** | 80.1% | |

Overall membership is down 20% as compared to last year.

Of those members who specified an institution type, the numbers are as follows the past two years:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Institution Type | 2008-09 To date |  | Percentage |  |
| Lender/secondary market/servicer/guarantor | 190 |  | 16 % |  |
| School representatives | 899 |  | 77 % |  |
| Government/consultant/other | 79 |  | 7 % |  |
| TOTAL | 1168 |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| Institution Type | 2009-10 To date |  | Percentage |
| Lender/secondary market/servicer/guarantor | 128 |  | 14 % |
| School representatives | 740 |  | 80 % |
| Government/consultant/other | 59 |  | 6 % |
| TOTAL | 927 |  |  |

As noted in earlier reports, there were significant drops in the numbers of members from each of the institution type groups, however, school representation in SASFAA remains relatively strong – approximately 82% of last year’s numbers.

As a result of the New Aid Officer’s Workshop, there are now 47 people with paid memberships for 2010-11.

**PP 6.112:** Produce labels and/or electronic spreadsheets of current and previous year members for mailings and reports.

**PP 6.115:** Provide a list of conference registrants to conference sponsors upon request, to include: first name, last name, title, institution, street address, city, state, zip, email address, and institution type.

Activity: The Chair responded to approximately 10 requests for registrant information.

**PP 6.117:** Download the membership list to a personal computer on a periodic basis (twice a year at minimum) and maintain the most recent copy until the next download occurs.

Activity: Since the SASFAA Board Meeting in February, the database was copied to a PC three times, the most recent being May 18, 2010.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **SASFAA Membership Numbers – 3 Years** | | | | | | |
|  | 2007-08 |  | 2008-09 |  | 2009-10 |  |
| Lender/Secondary Market/Servicer/Guarantor | 382 | 24% | 190 | 16% | 128 | 14% |
| School Representatives | 1014 | 64% | 899 | 77% | 740 | 80% |
| Government/Consultant/Other | 186 | 12% | 79 | 7% | 59 | 6% |
| Total Members Reporting | **1582** |  | **1168** |  | **927** |  |

**Vendor/Sponsor**

**Dewey Knight**

***Summary of Activities***

**GAP64**: Fiscal integrity will be ensured. Recommend that the Vendor/Sponsor Chair serve on the Budget and Finance Committee.

Activity: Served on the Budget and Finance Committee and provided information as to sponsorship revenue projections and actual results.

**LRP14.2:** The future financial stability of the Association is provided through careful and regular planning and evaluation.Determine the appropriateness of fees assessed for dues, the annual conference, workshops and ancillary services including vendors, at least once every five years.

Activity: This project is on-going as a part of the Budget Recovery Task Force.

**LRP14.7:** The future financial stability of the Association is provided through careful and regular planning and evaluation. Incorporate the financial impact of vendor sponsorship in the budget planning process annually.

Activity: A bundled group of sponsorship opportunities to ensure funding remains consistent with 2008-2009 level was finalized and communicated. The Sponsorship Committee aggressively expanded and solicited the number and types of prospective sponsors.

**PP 6.161:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Develop materials and brochures for potential contributors.

Activity: The Sponsorship section of SASFAA Web site was updated with the packages and a la carte opportunities for exhibitors at the Annual Conference and other sponsorship opportunities.

**PP 6.1610:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities. Contract with a drayage company and design an exhibitor floor plan for the conference.

Activity: Freeman, our drayage company, and the Conference hotel's event manager developed an exhibit floor plan to accommodate up to 31 exhibit booths in the space selected by Conference Chair to serve as the exhibitor area. Booth assignment locations were made by the Sponsorship Chair.

**PP 6.1611:** Recognize publicly the contributions of all sponsors.

Activity: We stressed the importance of our sponsor's support in terms of time, talent, and treasure, in all communications to membership and at all association events. Photographs of sponsors were displayed at the luncheon during the annual conference as well as recognition from the podium at this event.

**PP 6.1612:** All sponsors will be recognized in the conference program for their contributions. To receive such recognition, a commitment for the sponsorship of the event must be made by the time the program is prepared for printing.

Activity: Worked with Conference Chair to ensure all sponsors were duly recognized.

**PP 6.1613:** All sponsors shall have an opportunity to provide a brief description about their organization to be printed in the conference programs.

Activity: Links to sponsors' Web sites were displayed on Conference Web site.

**PP 6.1614:** A reception or some form of public recognition to honor the contributions of the sponsors, by category, will occur during the annual conference and will be coordinated by the sponsorship and conference chairs after consulting with the President.

Activity: Recognition of sponsors was provided in accordance with current regulations.

**PP 6.162:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Special instructions regarding exhibit space and storage of materials will be mailed electronically to exhibitors in advance of the conference.

Activity: Executed as stated.

**PP 6.163:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Each sponsor will be provided with a directory of attendees.

Activity: Membership Chair sent a list of conference registrants at my direction upon request of sponsors including a final list following the conference.

**PP 6.164:** Policies and procedures are accurate and complete in order to provide consistent Associational direction. Review the policies affecting sponsorship and make recommendations when appropriate.

Activity: In order to attract new sponsors, the Board approved a 25% pricing discount for first-time sponsors. This was communicated to all potential sponsors and three sponsors took advantage of this option. I recommend continuing this policy. As noted above, the review project is on-going as a part of the Budget Recovery Task Force.

**PP 6.165:** The future financial stability of the Association is provided through careful and regular planning and evaluation.Identify activities and events for sponsorship opportunities including newsletter and directory advertisements, the annual conference, the New Aid Officers' Workshop, other training events and Board meetings.

Activity: Executed as stated.

**PP 6.166:** The future financial stability of the Association is provided through careful and regular planning and evaluation.Prepare and mail solicitations of sponsorship opportunities to potential sponsors.

Activity: Sponsorship opportunities were published on the Sponsorship section of the SASFAA Web site. Availability of this information was communicated via a posting on the SASFAA List serv and three separate, individual e-mail solicitations to all 2009 NASFAA sponsors, 2007-2008 SASFAA sponsors, 2008-2009 SASFAA sponsors, and other prospective sponsors identified by the Sponsorship Chair and members with whom the Chair consulted. Additionally, a special solicitation was conducted to those who qualified for the first-time sponsor discount noted above. Potential sponsors from outside the student lending industry were identified and solicited. Ninety-four organizations were individually solicited to participate as exhibitors or sponsors or both.

**Electronic Services**

**Joe Dobrota**

***Summary of Activities***

**GAP35:** Continue to review emerging technologies and incorporate those which could provide significant benefits to SASFAA members and result in cost-savings to the Association.

Activity: Participated in conference call with KHEAA to explore web hosting opportunity.   
Worked with President Reeves in his efforts to solicit an extension of ATAC contract of six months instead of one year. Spoke with TASFAA Electronic Services Chair, Rick Taphorn, to explore a new web hosting option; Wild Apricot (<http://www.wildapricot.com/>). Service meets most needs of the organization with the exception of voting. Service has ability to be user updated (no longer need to wait on ATAC to update pages). Prices range from $50-$100/month based on size of membership.

**GAP24:** Continue to analyze the membership database, following up on recommendations made by membership chair to make sure the database is setup to accurately record and archive the SASFAA active membership for each and every year. This will then make it possible to make accurate comparisons from year to year.

Activity: No Activity.

**PP 6.52**: Encourage development and utilization of cost-efficient, timely means of communication, including the web, list serves and e-mail by the Board, committees and the membership.

Activity: Worked with VP Jennerette to develop and implement New Aid Officers website, registration, and online payment options. Site went live on 5 April.

**PP 6.51:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No Activity.

**Long Range Planning**

**Ron Day**

The Long Range Planning (LRP) Committee has continued with the necessary steps of collecting information, reviewing data, and discussing ideas, concerns, and strategies.

During the Annual Conference, the LRP Committee met with the following groups:

* SASFAA Board
* SASFAA Past Presidents
* SASFAA Members

These “listening sessions” were provided as an opportunity for individuals to provide valuable feedback, insights and perspectives to the following areas:

* Professional Development
* Organization Structure
* Finances

This information was extremely helpful in the creation of the Membership Survey.

The LRP Committee met during the annual conference (following the listening sessions). The LRP Committee also has had conference calls to assist for the development of the LRP.

The Membership Survey will be sent the week of May 24 – 28, 2010. The results will be tallied and charted. The Board will be provided this information as quickly as the results are noted.

The following is the “agenda” for the remaining development of the LRP:

* Membership Survey sent to membership
  + Results tallied
  + Board informed of results
* Committee members will be assigned specific functions for the development of the LRP – based on results of information received.
* The 2010-2011 Board will be provided an update during the first meeting
* The Committee will meet in Louisville to finalize the LRP
* The Board will be sent the final draft prior to the November meeting (if not held – the members will be updated electronically for input)
* The “formal” presentation will occur during the February Board meeting.

**Agency**

**Brenda Paganelli**

***Summary of Activities***

**LRP 9.2**: Serve as a link with and between various sectors of the Association, and as a link between state associations and national associations (i.e. state agencies as well as NCHELP and NASSGAP).

Activity:Contacted each state agency as well as NCHELP and NASSGAP.

**PP 6.171**: Advise SASFAA's legislative relations committee about funding issues occurring during the federal budgetary process.

Activity: Contact list is up to date.

**PP 6.172**: Coordinate with the legislative relations chair to inform SASFAA members of any legislative or regulatory issues on state grant or loan agencies.

Activity: No information

**PP 6.173:** Send reports to the newsletter editor for publication.

Activity:Provided article for fall 2009 SASFAA news letter.

**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:** Each agency within SASFAA was contacted. Please find below reports received by those who provided information...

**Florida:** As the Health Care and Education Affordability Reconciliation Act of 2010 (H.R. 4872) becomes law, OSFA will continue to guarantee all loans with first disbursements prior to July 1, 2010 and remains committed to continuing to provide life-of-the-loan support for loans remaining in our portfolio. However, in light of recent industry developments, OSFA has had to reevaluate its Federal Default Fee Policy for the 2009-2010 academic year and will discontinue paying the federal default fee for loans guaranteed on or after June 1, 2010.  OSFA’s 2009-2010 Federal Default Fee policy resulted in an annual savings of $6 to $7 million for borrowers and their families who chose OSFA as the guarantor of their student loans. Choosing OSFA as a guarantor also helped fund the Florida Student Assistance Grant, a need-based grant program available to degree-seeking, resident, undergraduate students who demonstrate substantial financial need and are enrolled in participating postsecondary institutions. OSFA will still continue to serve as the administrator of Florida’s scholarship and grant programs and fulfill our mission to facilitate higher education access and services by providing exemplary customer attention, comprehensive financial aid information, and convenient and efficient products.

2010 Florida Legislative Session Update

The 2010 Florida Legislative Session ended April 30, 2010, and passed bills that affect state-funded financial aid programs administered by the Office of Student Financial Assistance (OSFA). Governor Crist must still act on these bills before they become law. He has the option to sign a bill into law, let the bill become law without his signature, or veto the bill. You may access any session bills via the website at [www.leg.state.fl.us/Welcome/](http://www.leg.state.fl.us/Welcome/). Select either the House or Senate seal and then, on the left of the page, enter the bill number.

Bills Passed – Signed/Adopted:

* SB436 (Baker): Signed by the Governor 4/20/10. Effective upon becoming law.
  + Renames 4 institutions in the Florida College System
  + Seminole Community College is renamed Seminole State College of Florida
  + Palm Beach Community College is renamed Palm Beach State College
  + Lake City Community College is renamed Florida Gateway College
  + Central Florida Community College is renamed College of Central Florida

Bills Passed – Pending the Governor’s Signature:

* General Appropriations Act (GAA) (HB5001)
  + Florida Bright Futures Scholarship Program - $437,282,546
  + Specifies Bright Futures award amounts per credit hour for the 2010-11 year
* Florida Student Assistance Grants (FSAG)
  + Funding of $129.9 million, 1.8% increase over last year, for all FSAG sectors with an increased maximum award amount of $2,235.
* William L. Boyd, IV, Florida Resident Access Grant (FRAG)
  + Funding of $83.8 million, a .4% reduced budget, to provide support to 34,580 students at an annual award of $2,425.
* Access to Better Learning and Education Grant (ABLE)
  + Funding of $4.0 million, 2.6% increase over last year, to provide support to 4,289 students at an annual award of $945.
* HB5201 – House Conforming Bill
  + Provides for Bright Futures funding at a flat award amount.
  + Provides for 100% tuition and fees for Scholarships for Children/Spouses of Deceased or Disabled Veterans and Service members.
  + Reevaluation of residency not required for students who transfer unless inconsistent information arises.
  + Requires residency evaluation for students enrolled in postsecondary programs offered by charter technical centers or career centers operated by school districts.
  + Creates a Bright Futures graduate funding component for students who complete a baccalaureate degree within 7 semesters.
  + Beginning with 2009-10 high school graduates:
    - Only allows restoration after the first year of funding and only for GPA deficiency.
    - Provides Bright Futures funding for 100% rather than 110% of the program of study.
  + Beginning with 2010-11 high school graduates:
    - Provides for a Bright Futures maximum award length of 5 years.
    - Incrementally over next four years increases Bright Futures test score criteria for high school senior’s initial eligibility.
* HB723 (Sachs): Creates a tuition waiver at state universities and community collegesfor full time public school instructional personnel. Specifies that credit card convenience fees charged by FRAG schools are not considered a surcharge.
* HB1363 (Glorioso): Clarifies existing fee exemptionsfor students adopted from the Department of Children and Families.
* HB7237 (Education Policy Council):
  + Requires the Board of Governors of the State University System to adopt regulations rather than rules to implement certain educational benefits.
  + Revises provisions relating to responsibility for the State University System under the State Constitution.
  + Provides the constitutional duties of the Board of Governors and the Legislature.
  + Creates the Higher Education Coordinating Council.
  + Provides for creation of flexible tuition plans and new fees.
* State Scholarship and Grant Programs:
  + HB667 (Tobia): Revises requirements that students repay the state instead of institutions for dropped/withdrawn Bright Futures courses.
  + HB699 (Precourt): Amends Bright Futures to require students to repay their Bright Futures funding or to repay the funds after graduation by working in Florida.
  + HB685 (Nehr) and SB1046 (Thrasher): Expands First Generation Matching Grant institutional eligibility to include independent SACS accredited postsecondary institutions in addition to currently eligible state universities.
  + HB1409 (Dorworth) and SB1960 (Bennett): Creates the Talent & Economic Advancement Matching Grant Program. Pairs Florida businesses with eligible private postsecondary institutions to provide scholarships from state matching private contributions dollar for dollar.
  + HB1415 (Tobia) and SB2642 (Baker): Revises Bright Futures initial eligibility; creates 5 levels of awards which would fund specified percentages of tuition and fees.

**Kentucky:** FFELP Loan Processing and Closing Dates

Throughout the last four decades, KHEAA and KHESLC have been honored and privileged to work with our school and lender partners in the administration of the Federal Family Education Loan Program (FFELP). With support from our partners, we have improved the lives of countless students by helping them pursue higher education.

The Health Care and Education Affordability Reconciliation Act of 2010 ends FFELP beginning July 1, 2010. For KHEAA guarantees, schools and lenders may continue to process new FFELP loan requests for students as long as the first disbursement is made on or before June 30, 2010, and the loan is fully disbursed by September 30, 2010. KHEAA will cease loan guarantees and Parent and Grad PLUS pre-approvals on Friday, June 25, 2010.

For FFELP loans that are first disbursed by April 19, 2010, KHESLC and the Alabama College Loan Program (ACLP) will fund subsequent disbursements regardless of the date of the final scheduled disbursement. For FFELP loans first disbursed between April 20, 2010, and June 30, 2010, KHESLC and ACLP will fund subsequent disbursements made no later than September 30, 2010.

As we enter a new era in the administration of federal student loan programs, our role will be changing but our dedication to students will not. We will continue providing local, high quality service for our borrowers, student aid, and outreach programs. We look forward to providing federal loan servicing and expansion of our outreach programs through the College Access Challenge Grant. We will also continue exploring other opportunities to serve students and postsecondary schools, such as KHEAA Marketplace, alternative loans, electronic certification and disbursement processes for alternative loans, a net price calculator, and default prevention services.

A study committee has been appointed by Lt. Governor Ron Ramsey to review the lottery programs during the summer and fall months. It is expected that Speaker of the House Kent Williams, will take the same action in the coming weeks. The committee is expected to be comprised of legislators and representatives from the higher education entities.

An additional $3.2 million for the state need-based grant, Tennessee Student Assistance Award (TSAA), is included in the Governor's budget.  Originally included as a recurring expense, the funds request has been changed to non-recurring and will have to be requested in future years.

Total expenditures for all state-administered programs for the 2009-10 academic year will total approximately $345 million.

Seven Outreach Specialists are responsible for educating parents and students, school counselors, financial aid administrators, and other student-focused professionals in all ninety-five counties about financial aid opportunities for Tennesseans. From May 1, 2009 to April 30, 2010, Outreach Specialists attended 195 college fairs assisting 32,290 Tennesseans; conducted 476 financial aid presentations reaching another 41,915 Tennesseans; and made 1,823 courtesy visits to high schools, middle schools, colleges, chambers of commerce, Boys & Girls Clubs, YMCAs, etc. providing professional development to an additional 2,515 Tennesseans. In sum, TSAC’s Outreach informed 76,720 Tennesseans about their financial aid opportunities via the aforementioned activities during the 2009-10 SASFAA reporting year. Beyond informing Tennesseans via specific activities, Outreach Specialists also disseminated 750,000 TSAC financial aid information brochures across the state.

Student Aid Disbursements

At the end of the third quarter, the Student Aid Branch had disbursed $196.4 million, or 97%, of the $201.6 million in available funds for FY 2010.

Maximum EFC for grants increased; Award amounts remain the same KHEAA has changed the maximum Expected Family Contribution (EFC) index for state grant consideration to $5,273 for the 2010-2011 academic year. The EFC was adjusted to be consistent with the new 2010-2011 Federal Pell Grant maximum EFC.

The maximum award amount for CAP remains at $1,900 for full-time students. The maximum award amount for KTG remains at $2,964.

KHEAA redesignated to receive College Access Challenge Grant Governor Steve Beshear has redesignated KHEAA as the state agency authorized to receive funding through the federal College Access Challenge Grant to maintain, and perhaps even expand, our outreach programs. The amount of the grant is expected to increase from $1.02 million to $2.05 million beginning in August 2010.

**South Carolina:** In 2010, the South Carolina Tuition Grants Program celebrates 40 years of serving South Carolina students. Since its start, over 350,000 grants have been made worth over $700 million. As the 2009-2010 award year draws to a close the South Carolina Tuition Grants Commission is paying out the final student grants for the Spring Semester. As previously reported, the Tuition Grants Program experienced an unprecedented and historic increase in eligible students for the 2009-2010 award year with over 14,200 students receiving grants.

The significant increase in recipients being awarded from a finite pool of funds required the Commission to reduce Spring Semester grants for all students by 22.2% of the Spring-only portion of their grants. The reduction effectively reduced the Maximum Grant for the year from the initially approved tentative grant of $3,150 to $2,800. In February, the Tuition Grants Commission met to decide on the amount of Maximum Grants for the 2010-2011 award year. By that point in time the State Budget was being considered by the South Carolina House of Representatives’ Ways and Means Committee. Initial reports were that all state financial aid programs would be level-funded despite additional significant reductions in State revenues. Based on that information, the Commission set the 2010-2011 Maximum Grant at $2,600. This represents an additional $200 drop in the annual value of the grant, but is necessitated by the forecast of additional increases of 5-7% in enrollments and eligible students at South Carolina’s independent colleges. Award letters began going out to students during the first week of March. Tentative awards will continue to be made throughout the summer to all students who apply via the FAFSA by the June 30 deadline. As of today, the State Budget has been passed by both the House and the Senate with differences remaining to be resolved via conference committee. Fortunately, state financial aid programs, including the South Carolina Tuition Grants Program, have been level-funded by both the House and the Senate. However, level-funding of the state financial aid programs was not passed without several attempts to make reductions. With the continued volatile state of the South Carolina State Budget, including projections of even greater reductions in revenues for next year, no doubt all state financial aid programs including grants and scholarships will be fair game for funding reductions in 2011-2012.

**Tennessee:** The 2010 session of the 106th Tennessee General Assembly convened on January 12, 2010. The number of bills introduced to amend the state’s lottery scholarship programs has been significantly less than prior years due to an expected shortfall of $10-12 million. Future projections of lottery revenues and expenditures estimate a continued increase in the shortfall amounts.

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**Virginia** : ECMC Group recently announced the launch of its for-profit affiliate, ECMC Solutions.

ECMC Solutions offers innovative and cost-effective business services for postsecondary schools and will focus its initial product offering on default prevention services to address a growing need among schools affected by rising student loan default rates and the change to how these rates are calculated.

A physical theft of portable media occurred in March from ECMC’s headquarters in Oakdale, Minnesota. The portable media contained personally identifiable information for 3.3 million student loan borrowers. ECMC learned on April 15 that the data was recovered and had been in police custody within 48 hours of the theft. Law enforcement officials believe the data was not compromised. At the onset of the theft, ECMC arranged with Experian to provide affected individuals with a full suite of credit monitoring service and we continue to encourage borrowers who were notified of this incident to take advantage of the service. Information about this incident can be found on our website at [www.ecmc.org](http://www.ecmc.org).

The event date for College Night in Virginia has been set for November 1. These valuable workshops provide high school students and their families with essential information to help them plan and pay for college. As the date gets closer, visit www.collegenightinva.org for locations and specific event information.

ECMC Foundation’s *Believing the College Dream* curriculum guide helps middle school students and their families see college as a possibility. Free implementation training sessions for *Believing the College Dream* are planned for later this year in two Virginia locations.

August 11 in Manassas (sponsored by Prince William County Schools and SCHEV)

December 7 in Hampton (sponsored by SCHEV)

Details are forthcoming and will be posted on [www.ecmcfoundation.org](http://www.ecmcfoundation.org).

The College Place in Manassas is moving on June 1 to Woodbridge, 13895 Hedgewood Dr. Suite #225 Woodbridge, VA 22193

**PP 6.176**: Recommend annual conference topics that will benefit members from state agencies, lending and secondary markets, and institutions.

**Activity:** Serving on conference committee and will be attending each conference committee meeting in Louisville, KY and was on several conference calls with the committee.

***Discussion:***

With the passing of Health Care and Education Affordability Reconciliation Act of 2010 (H.R. 4872) all guarantee agencies expressed sincere appreciation for the years of service across the SASFAA regions. FL expressed they will continue to serve as the state grant administrator as well as continuing support for previous guaranteed loans for the life of the loan.

KHEAA will cease guaranteeing loans as of June 25, 2010.

ECME has established a for-profit affiliate.

South Carolina Tuition Grants Program celebrates 40 years of serving South Carolina students.

**Lender**

**Chuck Sanders**

Not a whole lot to report other than Health Care Costs Recovery Act (HCCRA)...that pretty much says it all.  I recommended to our state association that perhaps they could change the name of the position from Lender Liaison to Servicer Liaison as we enter the "new world of DL-only".

**Conference**

**Brenda Brown**

***Summary of Activities***

**GAP19/27**: Members who possess leadership aspirations and capabilities will be identified and developed for significant involvement within the Association.

**LRP5.5:** Members who possess leadership aspirations and capabilities will be identified and developed for significant involvement within the Association.

Activity: The 2010 Conference Chair and TN Rep are graduates of the 2007 SASFAA Leadership Symposium (LS). Also selected 2 additional state reps (NC and SC) early in 2008 who were also graduates of the LS in 2007, however, by July 1 they have both stepped down (one for personal reasons and the other has left the FA profession).

Most if not all committee members selected had served in leadership positions or as committee members at the state level. Two members selected have never served on a SASFAA committee previously (AL & TN Rep). Only three committee members have served on a committee at the national level.

**GAP42/43/44/45/46/57/61:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

**LRP12.2/3/7:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

**PP6.67/6.68/6.69:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

Activity: The Conference included 3 pre-conference workshops: New Aid, Mid-Level and HEOA Final Regulations Workshops. The conference agenda centered on regulatory changes and provided solutions to attendees on implementation of these requirements. The committee was also able to secure 7 federal presenters:

|  |  |  |
| --- | --- | --- |
| **Presenter** | **Organization** | **Sessions** |
| David Bartnicki | Federal Regional Trainer (Atlanta) – U.S. Department of Education | NAOW, MLW, HEOA Final Regs Workshop; FAFSA Application Update (gen session); Title IV Compliance & Non-Loan Consumer Information(concurrent sessions) |
| Jeff Baker | Director, Policy Liaison and Implementation, U.S. Department of Education | Year Round Pell; Federal Update and Federal Q & A (general sessions); Pell Q & A(concurrent session) |
| Carney McCullough | Senior Policy Analyst,  Planning, and Innovation, Office of Postsecondary Education, U.S. Department of Education | Federal Update (general session) and Use of PJ in these Economic Times (concurrent session) |
| Susan O’Flaherty | Direct Loan – U.S. Department of Education | Direct Loan Overview (concurrent session) |
| Jim McMahon | Servicing – U.S. Department of Education | Federal Loan Servicing (concurrent session) |
| Brenda Seidel | NSLDS – U.S. Department of Education | NSLDS Update (concurrent session) |
| Al Klar | Department of Veteran Affairs | Post 9/11 GI Bill (concurrent session) |

Suggest that headcounts be gathered on all sessions and workshops. We did collect headcounts; however, we missed the headcounts to some of the concurrent sessions. Of those 5 concurrent sessions collected it indicated that there were between 174 – 200 in attendance; which is a good average of up to 40 in a session at a time.

**LRP4.2:** 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.

**PP6.61:** 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.

Committee members included:

|  |  |  |
| --- | --- | --- |
| Brenda M. Brown | University of Miami School of Law | Conference Chair |
| Brenda Paganelli | NSLP | Conference Chair-Elect |
| Dawn Graviss | Bellarmine University | Local Arrangements Co-Chair |
| Michael Morgan | Edamerica/Kentucky Community & Technical College System | Local Arrangements Co-Chair |
| Janet Sain | Suntrust | Hotel Liaison |
| Terri Parchment | Edamerica | Volunteer Coordinator |
| Wendy Hutchins | Sallie Mae | Lender Liaison |
| Wanda Bass | Lurleen B. Wallace Community College | State Rep - Alabama |
| Travis Brown | American Intercontinental University | State Rep - Florida |
| James Smith | John Marshall Law School | State Rep- Georgia |
| Chuck Anderson | Hazard Community & Technical College | State Rep - Kentucky |
| Laura Diven-Brown | University of Mississippi | State Rep - Mississippi |
| Tony Carter | University of North Carolina | State Rep – North Carolina |
| Carolyn Sparks | Wofford College | State Rep – South Carolina |
| Celena Rader | University of Tennessee | State Rep - Tennessee |
| Brenda Burke | Virginia Commonwealth University | State Rep - Virginia |

Activity: Selection of committee includes an additional position (Volunteer Coordinator) and of sufficient size to deal with SASFAA members commitments based on institution policy and budgets. Also, diverse in ethnicity, institution levels/sectors plus level of financial aid and leadership experience (see attached committee roster with further detail). This proved helpful during the time that one member was laid-off and when one left the profession in January 2010. It was also instrumental when one committee member ending up getting sick during the conference.

**PP6.62/6.63/6.64:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: The use of the ATAC Event Manager provided positive results and assisted in providing up-to-date agenda information to the membership as it became available. The changes to the conference mini-site to incorporate the event manager online agenda tool, exhibitor recognition provided a smoother transition to elimination of complete agenda.

**PP6.66:** Maintain the records of the Association.

Activity: The portable hard drive for the Conference Committee chair and the flash drives for the committee members was a way to ensure that documents are passed from one committee to the next.

***Discussion***

Recommendations for future conferences:

* Continue providing an online solution for the agenda.
* Consider collaborating with “host” state association to support the volunteer efforts for on-site. This past year KASFAA hosted a volunteer form for the 2010 Conference on their web site and that was forwarded to the local arrangements chairs.
* Consider having a volunteer coordinator to manage the “host” state and SASFAA volunteers. This proved to be very effective. We utilized every person that completed the KASFAA and SASFAA volunteer forms.
* Consider increase in conference registration to continue to strive to ensure our annual meeting becomes self-sufficient in the future.
* Consider charging for ALL pre-conference activities (workshops). This way we can ensure that the workshops are self-sufficient and that members will be more apt to attend if a cost is associated with it. We had success with that for both the NAO and MLW; however, we missed our opportunity to charge for the largest of the three workshops (HEOA Final Regs).
* Consider utilizing the Committee Questionnaire form that was developed this year in order to assist in planning for committee members roles and to assist with reporting data on composition of committee for the annual GAP report and final annual report.
* Consider having committee members share room costs to continue to cut costs, when possible based on room blocks in hotel contracts. Also, consider smaller room blocks in the future that will allow committee members to room together.
* Consider continuing to highlight student success videos at annual conferences.
* Have a social hour (or pre-social hour) for the Executive Board, Committee Chairs and Conference Committee Members to meet with Exhibitors. Many of those folks do not have the opportunity to network and thank exhibitors and this would provide an opportunity.
* Consider having less meals and move to FSA Conference format. Folks seem to be okay with less meals based on conference evaluations and comments.
* Continue to monitor headcounts on sessions, which is useful for future planning.

**2020**

**Dee Talley**

**LRP7.2/LRP7.3:** Policies and procedures are accurate and complete in order to provide consistent Associational direction.

Activity:The 2020 Committee members drafted the revised text for the policies and procedures that will govern the newly renamed committee. The recommended text was given to the Executive Board at its February 2010 meeting for review. The chair will recommend this draft be accepted at the transitional Board meeting in June 2010.

**PP6.0:** Disseminate quality information to enhance communication among members in a timely and cost-efficient manner. Prepare and submit reports to the Secretary and make reports and submit action items at Board meeting.

Activity:The 2020 Chair submitted the committee’s year-end report for the GAP Committee to the SASFAA President on March 31, 2010.

The 2020 Chair submitted a 2020 Committee article on March 10, 2010 to the SASFAA Newsletter Chair to be included in the spring edition of the SASFAA Newsletter.

Due to work commitments, there were no diversity alerts posted for the months of February and March. The committee posted diversity alerts for the months of April (posted on April 10 with a focus on Civil Rights) and May (posted on April 29 with a focus on Asian/Pacific American Heritage Month). The final alert will be posted in June with a focus on Lesbian, Gay, Bisexual and Transgender Pride.

The 2020 Chair submitted a copy of the June Board Report to the SASFAA Secretary on May 20, 2010.

**GAP06-07**: The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

Activity: The 2020 Committee presented two interest sessions at the SASFAA annual conference at the Louisville Marriott in Louisville, Kentucky on February 21 – 24, 2010.

On May 13, the 2020 Committee posted the Veterans and 2020 Goal survey to the SASFAA list serve. This survey was developed by the 2020 sub-committee, the Veterans’ Task Force, in an effort to assess the needs of institutions in this area, and to develop some best practices for schools to follow. The committee plans to present the findings of the survey at the June transition meeting, if responses are sufficient.

***Discussion***

The 2020 Committee experienced a productive year during 2009-2010. Some of its accomplishments and highlights included:

* Renamed the SASFAA Diversity Committee the 2020 Committee based on the Obama Administration’s goal of increasing college attendance, retention and graduation by the year 2020.
* Proposed revised text for policies and procedures of the newly renamed 2020 Committee with recommendation that they be adopted at the transition meeting in June.
* Developed two interest sessions on diverse topics for presentation at the annual SASFAA conference.
* Posted diversity alerts on a wide range of diverse topics periodically on the SASFAA list serve.
* Formed the Veterans’ Affairs Task Force in an effort to assist schools with veteran issues.

The 2020 Committee’s recommendations for the 2010-2011committee are:

* Continue to have a mix of new and returning members to the committee that represents SASFAA’s diverse membership.
* Identify a highly respected and knowledgeable SASFAA member to present a general session on some relevant topic relating to inclusiveness.
* Continue the work of the Veterans’ Affairs Task force under the leadership of Mike O’Grady.
* Continue to seek input from SASFAA President about his/her vision and expectations of the 2020 Committee.

**Florida**

**Rebecca Lydick**

**FASFAA Membership and Event News:**

* FASFAA Executive Board Meeting schedule for June 1st, 2010 at the Marriot Doral Resort in Miami, FL.
* FASFAA Annual Conference is scheduled for June 1st -4th at the Marriot Doral Resort in Miami, FL. Currently, we have 283 members registered for the conference. Our budget is 300, and we have faith that we will meet the number. We are also very excited that we have already met the room block.
* We were pleased and thankful to have 19 exhibitors/sponsors for with the conference with sponsorship totaling $25,000.
* Membership is up to 700 active members.
* FASFAA Early Awareness committee will be hosting their 1st Annual Computer Camp, which is geared to target high school seniors and junior will be held on June 26th.
* FASFAA partnered with Congresswoman Castor Castor for the 2nd Annual Financial Aid Awareness Workshop for the Tampa/St. Pete Areas.

**FASFAA Training:**

* One Day Regional Workshops were conducted in early March 2010 and were all well attended with between 30-50 attendees.
* Grad Professional Webinar conducted in February.

**FASFAA Elections were held in March and the results are as follows**:

President-Elect:

Allison Beaver - Keiser University/Ft. Lauderdale, Fl.

VP Of Training:

Laura Katina Hamilton - Florida State University/Tallahassee, Fl.

Region II Representative:

Opral Davis - Florida State College of Jacksonville/Jacksonville, Fl.

Region IV Representative:

Wayne Kruger - St. Petersburg College/St. Petersburg, Fl.

It has been a pleasure to serve on the SASFAA Executive Board and I wish everyone on the best.