**Executive Board Meeting**

**Nashville Renaissance Hotel**

**Nashville, TN**

**February 9 – 10, 2007**

**February 10, 2007**

**CALL TO ORDER**

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

**WELCOME**

Brent opened the meeting by welcoming everyone to Nashville, TN. He introduced Janet Dodson, NASFAA National Chair and Tracy Reisinger, WASFAA President-elect to our meeting.

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

**INTRODUCTIONS**

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

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

Committee Chairs in attendance were: Clark Aldridge, Budge and Finance; Janet Sain, Diversity, Soraya Welden, Membership; Ron Gambill, Site Selection; Keith Reeves, Vendor and Sponsor; Michael Morgan, Conference, and Bill Spiers, Legislative Relations.

Liaisons present: Mike Hawkes; Agency, Paul Mittelhammer, Lender, and Greg Martin, U.S. Department of Education.

Janet Overton, Tennessee president gave greetings from TASFAA. She also announced that on behalf of the Executive Board, TASFAA was donating $500 to our conference charity.

**APPROVAL OF THE MINUTES**

**ACTION: The minutes from the Executive Board meeting of November 4, 2006 at the Orlando Airport Hyatt Hotel, Orlando, Florida, were approved with one change.**

**REPORTS FROM THE OFFICERS**

**SEE ATTACHMENT A**

**Report from President, Brent Tener**

Brent thanked everyone for their hard work in making the conference a success. He reminded everyone about completing our Goals and Objectives and he would send a reminder.

**Report from President Elect, Lisanne Masterson**

Lisanne stated the following individuals agreed to serve on the 2007 – 08 Executive Board. Chairs will be Sharon Oliver (Newsletter), Sandy Neel (Special Appointee), and Tracey Ireland (Agency). Volunteer forms will be on the web after the conference.

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

Sandy announced that the NAOW will be at Furman University.

**ACTION: Sandy Neel made a motion to add Buddy Jackson, Kim Jenerette and Brenda Brown to the Professional Development Committee. The motion being seconded by Janet Overton was approved.**

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

Guy announced that the GAP Committee will meet in early May. Guy will get with Clark to look for funding.

**ACTION: Guy Gibbs moved that a plaque be presented to Past presidents and SASFAA Distinguished Service Award recipients who cease to meet the active membership criteria as set forth in the SASFAA P&P Manual. The plaque shall read as follows:**

**(SASFAA Logo)**

**HONORARY LIFETIME MEMBERSHIP IN THE**

**SOUTHERN ASSOCIATION OF STUDENT FINANCIAL AID**

**ADMINISTRATORS, INC.**

**IS PRESENTED TO**

**XXXXXX**

**IN RECOGNITION OF SERVICE TO SASFAA AND THE FINANCIAL AID PROFESSION**

**(DATE)**

**The motion being seconded by Sandy Neel was approved.**

**ACTION: Guy Gibbs made a motion that the SASFAA banner be kept by the Vice President. The Motion being seconded by Erik Melis was approved.**

**Report from the Secretary, Deborah Byrd**

Deborah thanked everyone for getting their reports in on time.

**Report from the Treasurer, Heather Boutell**

Heather notes that it has been a pleasure working on the conference with President Brent Tener, Hotel Liaison Ron Gambill, Conference Chair Michael Morgan, Membership Chair Soraya Welden, Diversity Chair Janet Sain, and Vendor/Sponsor Chair Keith Reeves. She appreciates their support, professionalism and hard work to get everything ready for Nashville.

**ACTION: Heather Boutell moved the budget be revised with the proposed changes to the budget as discussed. The Motion being seconded by Janet Overton was approved.**

**STATE PRESIDENT’S REPORTS**

**SEE ATTACHMENT B**

**COMMITTEE REPORTS**

**SEE ATTACHMENT C**

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

**ACTION: Heather Boutell moved that section *4.1 Checking Account* changes as presented be made to the financial management section of the P&P Manual. The Motion being seconded by Janet Overton was approved.**

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

**ACTION: Guy Gibbs moved that the 2010 SASFAA Conference site will be at the Marriott with the overflow at the Hyatt on February 21 – 24, 2010 in Louisville, Kentucky. The Motion being seconded by Kim Jenerette was approved.**

Brent Tener adjourned the Executive Board meeting at 3:20 p.m.

Respectfully submitted,

Deborah W. Byrd, Secretary

**REPORTS FROM THE OFFICERS**

**ATTACHMENT A**

**President’s Board Report**

**Brent Tener, President**

**Summary of Activities**

**GAP06**: (05-06) Incoming president needs to stress the importance of reading and reviewing the GAP report and the recommendations set forth so that changes can be made. The format of the GAP report needs to be reviewed and changed for 06-07 GAP committee.

**Activity:** Stressed the importance of the GAP Report recommendations to the incoming board at transition. Have incorporated each recommendation into the formal goals and activities for each member. Have changed the board reporting to add an ongoing review of each objective/task for each officer and committee member.

**GAP10:** (05-06) SASFAA pursue the development of a Leadership workshop to assist the region and individual states in developing future leaders and committee chairs.

**Activity:** Barry Simmons was appointed to develop the leadership workshop. Adequate funds were appropriated by the SASFAA Board to conduct the leadership workshop. State associations will assist, when necessary, in covering travel costs to and from the workshops.

**GAP11:** (05-06) SASFAA President identify potential elected board members and committee chairs who have never attended the NASFAA Leadership Training and commit to sending no more than three each year in order to promote future leaders. The board should consider elected officers first, then committee chairs. Efforts should be made to target under-represented groups.

**Activity:** Will need to work with Executive Board to identify up to three individuals to attend the NASFAA Leadership workshop per the objective. A total of $1,500, per individual, has been set aside for the NASFAA Leadership Workshop. We are sending a total of 5 individuals to the NASFAA workshop.

**GAP22:** (05-06): Work with state presidents to promote SASFAA membership and activities at state conferences by having a SASFAA display booth at the state fall meeting/conferences and/or distributing SASFAA brochure when completed.

**Activity:** I have promoted SASFAA through presentations at each conference but have yet to produce a separate brochure for distribution.

**GAP48:** (05-06) Ensure that a change in the Policy and Procedures Manual was made to reflect that the Management Institute Chair should be appointed by the President and not be the direct responsibility of the Vice President as this is not a training workshop, but an enhancement of management abilities for Directors and Asst Directors.

**Activity:** I reviewed the P and P and do not see a conflict. The President appoints committee chairs and they serve under his/her instruction.

**GAP57:** (05-06) Provide training opportunities on site selection procedures and contract negotiations at the state level. Including how to read and understand hotel contracts utilized for annual conferences and state meetings.

**Activity:** We held a workshop on Sunday, August 6, that will discussed site selection. Ron Gambill, current Site Selection Chair conducted the training.

**GAP73:** (05-06) Change the $1000 scholarship that the Past President normally gets to give to a student at their institution to one where it is put into a drawing for a school-related chair to award if that Past President is no longer at a school. Consider how SCASFAA awards scholarships opportunities based on how many committees they volunteer/serve on.

**Activity:** Will discuss this issue at the February, 2007 meeting.

# Discussion

Welcome to Nashville! What a ride it has been to get to this point. I hope that you enjoy your time here and have an enjoyable conference. Thanks for all of your hard work and dedication to the goals of SASFAA.

# SASFAA at 44

I cannot adequately express my appreciation to Michael Morgan, the Conference Committee and Local Arrangement folks for the work that they have done to prepare for our 44th annual conference. Untold hours have been spent in getting us ready for this event. I hope that you will take the time to thank each of them individually for their hard work.

Also, thanks to Heather Boutell, Soraya Welden and Keith Reeves. As they present their reports, you will have a better understanding of the tremendous amount of work that each of them has done. They are to be commended for their hard work and dedication to SASFAA.

**Review and Progress toward Goals and Objectives**

I hope that you are making progress toward the goals and objectives we outlined and approved at our August meeting. I’m looking forward to your reporting of your activities and those of your committees as we proceed through this board meeting. I also look forward to a report from the State Presidents and the activities that they have been engaged in at the state level since our last board meeting.

It is extremely important that we share all of our activities with the membership, and I would ask that you

forward your report to Deborah Byrd, SASFAA secretary, as soon as possible. If you have already done so, you’re to be commended on being so very prompt. I know that Deborah appreciates your getting information to her as soon as possible.

# Special Guests

I’m very pleased that Janet Dodson, NASFAA National Chair, is here with us today. Janet and I go back to the days when both of us worked and lived in Kansas. I also want to welcome Tracy Reisinger, WASFAA President-Elect, to our board meeting. Tracy has traveled from the beautiful Pacific Northwest (Portland) to join us. We will also be joined at the conference by Vickie Crupper from the University of Michigan. Vickie serves on the NASFAA board as the President of the MASFAA association. She is the Associate Director of Financial Aid at the University of Michigan. Linda Gonzalez-Hensgen, Director of Financial Aid at El Paso Community College, will be joining us during the conference as well. She serves on the NASFAA Board as a Representative at large. Please take the time to introduce yourself to all of our guests them what SASFAA hospitality is all about.

**Representing SASFAA at State Conferences**

The spring conference season is right around the corner and I am looking forward to my visits. Currently, I am scheduled to attend the Tennessee, Alabama, Kentucky, North Carolina, South Carolina and Mississippi conferences. I am working with Erik to determine a schedule that might work for me to come to Virginia Beach. I have a scheduling conflict during part of their meeting. I look forward to hearing about all of the fantastic things you are doing at the state level.

# Representation at the NASFAA Leadership Workshop

I am excited about the individuals who will be representing SASFAA at the NASFAA Leadership Workshop in Washington next month. In addition to the newly chosen President Elect-Elect, Vice- President Elect and Treasurer-Elect, Bill Spiers and Deborah Byrd have been selected to attend.

**NASFAA Board Meeting**

Guy Gibbs, Lisanne and I represented SASFAA at the NASFAA board meeting in Minneapolis, MN, November 17-19, 2006. This year, I joined Guy Gibbs as a voting member of the board and Lisanne joins as an observer. In addition to our roles on the NASFAA board, the organization is well represented by other SASFAA members including Past NASFAA National Chair Dave Gelinas, and Representatives-at- Large Karen Fooks and David Mohning. While conducting business of the national association, I also had time to meet with and to share interests and ideas with the regional presidents from EASFAA, MASFAA, SWASFAA, RMASFAA and WASFAA. Lisanne did a fantastic job of providing the membership with detailed information regarding the meeting in the December newsletter. A great deal of time was spent discussing the NASFAA CEO transition plan once it is needed. (No, Dallas in not retiring in the near future). However, NASFAA needs to be prepared for this event, just as any organization with the size and staff of NASFAA should be preparing. The next NASFAA Board meeting will be held April 21 – 23 in Charlotte, NC.

**NASFAA Inter-Regional Visit**

As part of my service on the NASFAA board, I have had the opportunity to participate in the NASFAA inter-regional visit program. My visit as SASFAA President was to the Southwest Association of Student Financial Aid Administrators (SWASFAA) annual conference. Their meeting was held in Tulsa, Oklahoma, from November 8 – 10. Attending the SWASFAA conference was especially helpful for me, as SASFAA and SWASFAA jointly sponsor the mid-level workshop each summer. I had the opportunity to talk with the SWASFAA folks who will be working with mid-level this next year, and we exchanged ideas about how to continue the tradition of making the workshop a premier training opportunity.

My hosts for the meeting included Rick Renshaw, SWASFAA President and Jackie LaChapelle, SWASFAA President-Elect. They could not have been more gracious in making me feel welcome and part of the group. The highlight of the conference included “The SWASFAA’s banquet on the last evening of the conference. Formal attire was the norm and it was an entertaining way to honor SWASFAA’s various award recipients and to showcase some of the talent that exists in their region. My sincere thanks are extended to Rick, Jackie and all of my new SWASFAA friends for their hospitality.

**Next Board Meeting**

The next meeting of the board will be held at the Don Cesar Hotel in St. Petersburg Beach, FL, beginning June 7, 2007. I look forward to seeing each of you there.

# Calendar

March 14-16, 2007 Leadership Symposium Charlotte, NC

April 11-13, 2007 Alabama Spring Conference Orange Beach, AL

April 11-13, 2007 Kentucky Spring Conference Bowling Green, KY

April 15-18, 2007 Tennessee Spring Conference Knoxville, TN

April 21-23, 2007 NASFAA Board Meeting Charlotte, NC

April 22-25, 2007 North Carolina Spring Conference Wilmington, NC

April 22-25, 2007 South Carolina Spring Conference Myrtle Beach, SC

May 19-23, 2007 Virginia Annual Conference Virginia Beach, VA

May 23-25, 2007 Florida Spring Conference Tampa, FL

May 23-25, 2007 Georgia Spring Conference St. Simons Island, GA

June 7-10, 2007 SASFAA Transition Board Meeting St. Petersburg Beach, FL

June 17-22, 2007 New Aid Officers Workshop Greenville, SC

June 17-19, 2007 SASFAA/SWASFAA Mid-Level Workshop Arlington, TX

June 13-15, 2007 Mississippi Annual Conference Jackson, MS

July 6-7, 2007 NASFAA Board Meeting Washington, DC

July 8-11, 2007 NASFAA Conference Washington, DC

February 17-20, 2008 SASFAA Conference Arlington, VA

**President-Elect’s Report**

**Lisanne Masterson, President-Elect**

**Summary of Activities Since Last Report**

**PP 5.36:** Begins initial planning for the next annual conference and for the promotion of the event.

**Activity:** There will be a Conference 2008 booth in the Exhibit Hall at this conference. In addition, we have scheduled a site visit to the Crystal City Hyatt for March 7th.

**PP5.31:** 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:** An article was submitted to the Winter Issue of the Newsletter regarding the Volunteer Form and opportunities for serving the Association. The 2007-08 Volunteer Form should be available on the SASFAA website by the end of the month. A review of those not selected from this year’s volunteer list will be done in addition to those completing the new form.

**PP 5.38:** Conduct an orientation session at the annual conference for state Presidents-elect.

**Activity:** A workshop for State Presidents-elect will be held Sunday, February 11th, from 9:00am-3:30pm. Mary Givhan and Bill Spiers have agreed to assist with this training, which will include SASFAA Governance & History, Team Building & Leadership Development, Legislative Relations, and Parliamentary Procedure. In addition, I have asked this year’s Presidents to share their experiences and knowledge immediately following lunch. Lunch is held jointly with the New Aid Officers workshop attendees where Janet Dodson, NASFAA Chair, will be the guest speaker.

**Discussion**

**Planning for 2007-2008**

I am pleased to announce three additional committee chairs for 2007-08 have been selected – Sharon Oliver from NC Central University has agreed to serve again as Newsletter Chair, Sandy Neel has agreed to serve as a Special Appointee, and Tracy Ireland from the Georgia Student Finance Commission has agreed to serve as Agency Liaison.

**NASFAA Board of Directors**

I attended my first NASFAA Board meeting November 17-29 in Minneapolis, MN, and provided an update on items of discussion for the Winter Issue of the Newsletter. SASFAA will host the spring NASFAA Board Meeting in Charlotte NC, April 21-23, 2007. NASFAA conducts an Interregional Visit Program where regional Presidents-elect attend another region’s board meeting (as President, I will be able to attend another region’s annual conference). I will be attending the SWASFAA Executive Board meeting April 30-May 1 in Dallas. This will give me an opportunity to also see how planning is coming on the joint Mid-Level Workshop.

**Recommendations: None**

**Past President’s Report**

**Guy Gibbs, Past President**

**Summary of Activity**

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

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

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

**Activity:** In the fall the Immediate State-Presidents worked to identify individuals would be interested in having their name considered for President-Elect, Vice President and Treasurer. Emails were also posted on the SASFAA listserv seeking nominations.

The committee met in Nashville on October 5-6, reviewed the list nominations and selected the following to be presented to the board meeting in Orlando in November: President-Elect, Heather Boutell and Keith Reeves; Vice President, Pat Arauz; and Treasurer, Tom Morehouse and Terri Parchment.

**Status:** The activities were successfully completed.

**GAP07:** Make electronic voting accessible 10 days prior to the conference and on-site voting.

**Activity:** Voting was open on Monday, January 20, which was 10 days prior to the conference and on-site voting. Two computers will be made available in the Computer Lab for on-site voting and members of the Nominations and Elections Committee will be scheduled to oversee voting on-site. Voting will close at 3 PM on Tuesday, February 13. The Membership chair will have accessible on-site to assist members needing assistance with their user name and/or password. Due to the fact that the Treasurer is a candidate for elective office her access to this information has been removed.

**PP 6.131:** Candidate statements and resumes were included in the December newsletter and met the SASFAA P&P requirement that the information be posted at least 30 day prior to the annual conference.

**Status:** In process and will be completed on February 13.

**GAP72 and GAP72:** (05-06) Develop the purpose and structure for the SASFAA Foundation and finalize plans for SASFAA Foundation.

**Activity:** The Past-President will meet on Tuesday, February 13, with the Budget and Finance Committee to discuss funding sources for the SASFAA Foundation. After this meeting, and with information gathered, the Past-President will meet with individuals to be identified to discuss development of guidelines for the Foundation.

**Status:** In progress with the intention to present the plan for the Foundation at the June board meeting.

**PP6.102:** Review annual year-end report to determine committee and Board effectiveness in meeting goals and objectives and ensure consistency with the mission of the Association.

**Activity:** An annual report will be required from officers, committee chairs and special appointees. The date of submission will be determined in consultation with the President and provided to all members required to submit a report. That report will be reviewed by the GAP committee to determine if progress is being made to meet the requirements set forth on the Long-Range Plan. The committee will meet on Sunday, February 11, to determine the future direction of this committee and to plan a weekend to meet to review and develop the report that will be present to the full Board at the June board meeting.

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

**Activity:** The Executive Board met in executive session during the November board meeting to consider persons that might qualify for the following:

Section 9.2.1 – Distinguished Service Award

This is the highest honor bestowed by SASFAA. Individuals honored with a SASFAA Distinguished Service Award shall have made outstanding, significant, and meritorious contributions to the advancement of student financial aid or the profession. The awards committee, comprised of the elected officers of the Association, shall be charged to consider nominees and recommend them for consideration to the Board. Nominees must be approved by a two-thirds vote of Board members present and voting.

Section 9.2.2 – Honorary Membership

Honorary membership shall be awarded to persons who have demonstrated outstanding service to SASFAA and to the student aid profession. Practicing financial aid administrators are not eligible to receive this award. Past presidents and SASFAA Distinguished Service Award recipients who cease to meet active membership criteria shall be automatically granted honorary membership. These persons shall receive the same level of recognition as persons who receive honorary membership through the normal award process.

***Action Item: See handout.***

NASFAA Distinguished Service Award

Guidelines were received from NASFAA for this award. The 2006 recipient is Dave Cecil who was recognized by NASFAA at the annual conference in Seattle in July. He will be presented the award by National Chair Janet Dodson at the SASFAA conference in February 2007 in Nashville. The board has recommended a recipient to NASFAA and that recipient will be announced during the NASFAA annual conference to be held in Washington, July 2007, and officially presented to the SASFAA recipient at the SASFAA annual conference in February 2008.

**Vice President’s/Professional Development Committee Report**

**Sandy Neel**

# Summary of Activities:

**Code Number: PP5.41**: Plans and coordinates the summer new aid officers’ workshop, including curriculum development, recruitment of faculty, site selection and advertising the workshop.

**Activity:** Sandy submitted the following name as a replacement instructor for the New Aid Officer’s Summer Workshop and the names for the Mid-Level workshop instructors held in conjunction with SWASFAA for Board Approval.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
|  |  |  |  |  |
| Name | Email | State | New/Cont |  |
| Buddy Jackson | [bjackson@faulkner.edu](mailto:bjackson@faulkner.edu) | AL | New | New Aid |
|  |  |  |  |  |
| Brenda Brown | [bbrown@law.miami.edu](mailto:bbrown@law.miami.edu) | FL | New | Mid-level |
|  |  |  |  |  |
| Kim Jenerette | [kjenerette@uscupstate.edu](mailto:kjenerette@uscupstate.edu) | SC | New | Mid-level |
| Janet Jones | [jgjones@email.uky.edu](mailto:jgjones@email.uky.edu) | KY | New | Mid-level |
|  |  |  |  |  |

John Noah with Citibank will be coordinating the Mid-Level Workshop. It will be held at the Crowne Plaza Suites in Arlington, Texas June 17-19, 2007.

The New Aid Officers Workshop in conjunction with the Annual Conference is scheduled for Sunday February 11, 2007 from 8:30- 3:30. Currently 55 people are registered for the workshop.

Information regarding the New Aid Workshop has been sent to the Electronic Services Chair to be placed on the SASFAA Website. Emails will soon be going out to the membership reminding them of the Mid-level and New Aid workshops.

**Code Number: LP08:** Ensure that committees with broadly defined responsibilities such as the Professional Development committee include at least one representative from each state in the region.

**Activity:** Sandy actively recruited a person from each state so that the whole region would be represented. Next year’s Vice President will need to recruit a new instructor from South Carolina and Mississippi since the two representatives from those states are returning instructors this year and will move off the committee.

**Code Number: GAP 53:** Promote the New Aid Officer’s workshop and the Mid-Level workshop at the annual conference by staffing a booth in the exhibit hall and provide literature for the conference registration packets.

**Activity**: All staff Professional Development Staff members not on the SASFAA Program committee will staff a booth during times when the vendor area is open. Mid-level information will be provided at the booth. At the Monday morning New Aid and New Members Breakfast we will pass out literature regarding the New Aid Workshop.

## *Secretary Report*

## *Deborah Byrd, Secretary*

# Summary of Activities

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

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

**Activity:** Posted changes to the P&P manual.

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

**Activity:** Submitted menus to the hotel for the Executive Board meeting.

**Treasurer’s Report**

**Heather Boutell, Treasurer** Summary of Activities

**GAP59**: Within two weeks following each Board meeting, send budget presented at the meeting to Leonard Gude for posting on the ATAC website.

**Activity:** The budget presented at the November Board meeting was sent to Leonard Gude, who then put that information on the SASFAA Web site.

**GAP 82**: Send quarterly statements to all of the committee chairs and officers letting them know their current budget expenses.

**Activity:** Quarterly statements were sent to all committee chairs and officers with current budget expense information after the end of the first second quarter (July 2006 – December 2006).

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

**Activity:** All necessary documentation and records for the 2005-2006 year were sent to Budget and Finance Chair Aldridge for his committee’s review. Questions regarding findings were answered, and additional information sent to the Chair for clarification.

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

**GAP 67:** (05-06) Work with Ann Rochester to implement any suggestions she makes after completing the IRS990 to ensure financial stability and legal standings.

**Activity:** President Tener secured an accounting firm to work with SASFAA to complete the 990. This firm was hired to help us determine if the 990T was required to be filed. After extensive review work by Mike Dunn, CPA, it was determined that SASFAA should have been completing the 990T, and that we will file it this year. Tax due (including late fees and interest) will cost SASFAA around $8,500. SASFAA will need to determine if additional returns should be filed for previous years. SASFAA will also begin to file quarterly tax payments to the IRS to assist with the tax owed.

**GAP 62**: (05-06) Vendor/Sponsor Chair should develop and provide the list to Treasurer and Membership on who are the complimentary registrations for the conference to provide smoother processing. Work with Treasurer and Electronic Services chair to develop a tracking mechanism for the comped registrations on the website.

**Activity:** Vendor/Sponsor Chair Reeves and Treasurer Boutell have worked together to contact all lenders to determine the proper complimentary registrations for each lender. A comprehensive spreadsheet has been kept indicating the complimentary attendees. The Web site allows for a comp payment. ATAC can provide us with a list of all comp payments for the conference.

**GAP 70:** (05-06) Separate major expenditures for conference under the individual committee’s expense. Specifically the Diversity Committee, NAOW and Vendor/Sponsor to reflect more accurately those expenses. If conference committee has no input on expenses, then those charges shouldn’t be included in conference expenditures.

**Activity:** Expenses thus far for the Diversity Speaker have been put under the Diversity budget line item.

# Discussion

Total Cash on Hand as of February 7, 2007:

BB&T Savings: $97,685.61

Fifth Third Savings: $90,706.32

Fifth Third Checking: $247,862.97

Treasurer Boutell notes that it has been a pleasure working on the conference with President Brent Tener, Hotel Liaison Ron Gambill, Conference Chair Michael Morgan, Membership Chair Soraya Welden, Diversity Chair Janet Sain, and Vendor/Sponsor Chair Keith Reeves. She appreciates their support, professionalism and hard work to get everything ready for Nashville!

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **SASFAA, Inc.** | | | | |
| **Budget vs. Actual: FY06-07** | | | | |
| **July 2006 - June 2007** | | | | |
|  | **2/10/2007** |  |  |  |
|  | **Total** | | | |
|  | **Actual** | **Budget** | **$ Over Budget** | **% of Budget** |
| **Income** |  |  |  |  |
| **01 Membership Dues** | 30,988.23 | 37,000.00 | -6,011.77 | 83.75% |
| **02 Professional Development** | 0.00 | 91,650.00 | -91,650.00 | 0.00% |
| **03 Annual Meeting** | 129,489.97 | 146,150.00 | -16,660.03 | 88.60% |
| **04 Vendors/Sponsors/Patrons** | 139,961.93 | 162,500.00 | -22,538.07 | 86.13% |
| **05 Advertising** | 42,440.00 | 47,000.00 | -4,560.00 | 90.30% |
| **07 Interest Earned** | 16,457.12 | 21,000.00 | -4,542.88 | 78.37% |
| **08 Miscellaneous Income** | 12,759.69 | 800.00 | 11,959.69 | 1594.96% |
| **09 Balance Forward** | 0.00 | 36,050.00 | -36,050.00 | 0.00% |
| **Total Income** | **$ 372,096.94** | **$ 542,150.00** | **-$ 170,053.06** | **68.63%** |
| **Expenses** |  |  |  |  |
| **101 President** | 3,927.39 | 8,000.00 | -4,072.61 | 49.09% |
| **102 President-Elect** | 2,058.10 | 5,000.00 | -2,941.90 | 41.16% |
| **103 Vice President** | 1,815.95 | 4,600.00 | -2,784.05 | 39.48% |
| **104 Secretary** | 1,679.53 | 4,200.00 | -2,520.47 | 39.99% |
| **105 Treasurer** | 1,815.05 | 7,406.00 | -5,590.95 | 24.51% |
| **106 Past President** | 3,426.84 | 3,558.00 | -131.16 | 96.31% |
| **201 Membership/Directory** | 1,623.72 | 6,000.00 | -4,376.28 | 27.06% |
| **202 Electronic Services** | 4,947.73 | 12,200.00 | -7,252.27 | 40.56% |
| **203 Professional Advancement** | 1,106.36 | 124,921.00 | -123,814.64 | 0.89% |
| **204 Newsletter** | 648.15 | 3,624.00 | -2,975.85 | 17.88% |
| **205 Budget and Finance** | 2,822.58 | 3,500.00 | -677.42 | 80.65% |
| **206 Annual Meeting Program** | 20,274.06 | 214,000.00 | -193,725.94 | 9.47% |
| **207 Site Selection** | 536.07 | 1,500.00 | -963.93 | 35.74% |
| **208 Nominations and Elections** | 4,764.16 | 7,600.00 | -2,835.84 | 62.69% |
| **210 Executive Board** | 11,355.23 | 42,479.00 | -31,123.77 | 26.73% |
| **211 President's Contingency** | 2,000.00 | 4,000.00 | -2,000.00 | 50.00% |
| **213 Advance Program Planning** | 0.00 | 200.00 | -200.00 | 0.00% |
| **214 Diversity Issues** | 5,893.68 | 15,180.00 | -9,286.32 | 38.83% |
| **215 Prior Administration Bills** | 9,474.57 | 9,475.00 | -0.43 | 100.00% |
| **216 Legislative Relations** | 1,188.90 | 4,077.00 | -2,888.10 | 29.16% |
| **217 Long Range Planning** | 0.00 | 4,600.00 | -4,600.00 | 0.00% |
| **218 Vendor/Sponsor/Patron** | 2,019.04 | 4,600.00 | -2,580.96 | 43.89% |
| **219 Special Projects** | 2,762.80 | 43,680.00 | -40,917.20 | 6.33% |
| **221 Computer Hardware/Software** | 0.00 | 2,500.00 | -2,500.00 | 0.00% |
| **222 Purchase of CD** | 0.00 |  | 0.00 |  |
| **223 Project Development** | 0.00 | 5,250.00 | -5,250.00 | 0.00% |
| **Total Expenses** | **$ 86,139.91** | **$ 542,150.00** | **-$ 456,010.09** | **15.89%** |
| **Net Operating Income** | **$ 285,957.03** | **$ 0.00** | **$ 285,957.03** |  |
| **Net Income** | **$ 285,957.03** | **$ 0.00** | **$ 285,957.03** |  |
|  |  |  |  |  |

**STATE PRESIDENT’S REPORTS**

**ATTACHMENT B**

**Alabama Report**

**Jonna Gibson AASFAA President**

AASFAA held their NASFAA Fall Training Workshop on November 17, 2006 at Auburn University of Montgomery campus. We had 47 members to attend this meeting. Vice President Charles Markle, Auburn University, and Andy Weaver, University of Alabama at Huntsville did an excellent job.

AASFAA website will have a new face lift this week, ATAC will be up and running by the end of the week. AASFAA Spring Conference information for 2007 will be on our new website, Treasurer Phillip Nelson, is extremely excited that he won’t be dealing with so much paperwork.

Plans are being finalized for the AASFAA Spring 2007 Conference, April 11- 13, 2007 at the Perdido Beach resort in Orange Beach, Alabama. The theme for the conference is “Serving Education in Alabama” - Come **SEA** for yourself.

Spring Conference Chair Pat Watkins, Faulkner University, and President-Elect Ben Baker, University of North Alabama are planning an array of topics and speakers.

We are fortunate to have SASFAA President Brent Tener at our luncheon on Thursday for the SASFAA update, as well as presenting on Grad Plus and Alternative loans.

Joan Sulzman with the Alabama Coalition Against Domestic Violence (ACADV) will be presenting on “Domestic Violence and the impact in the workplace”.

Buddy Jackson, our Past President has finalized the slate of candidates for 2007- 2008:

President-Elect Charles Markle, Auburn University

Vice President Dr. Samuel Chuks, Faulkner Community College

Andy Weaver, University of Alabama in Huntsville

Secretary Ann Little, University of Alabama in Birmingham

Endora Todd, Wallace Community College

Treasurer-Elect Marcus Byrd, Alabama A & M University

Ann Campbell, Southwest Student Services

**GASFAA Report**

**Jenelle Handcox, GASFAA President**

The GASFAA Executive Board continues to be hard at work. The elected officers and the committees are accomplishing a great deal, thanks to the commitment and expertise of the individuals involved.

Below are the highlights of our activities:

* On December 6, GASFAA sponsored NASFAA’s Decentralized Training on the topic of *Verification.* Members of the Professional Development Committee, under the direction of VP Josh Dasher, served as trainers for the workshop. Our attendance for this workshop was more than 150.
* Georgia Governor Sonny Perdue signed the Proclamation declaring February as Financial Aid Awareness Month.
* On February 18, Georgia will have its first College Goal Sunday events at various locations across the state.
* On February 21, we will again have “GASFAA Day at the Capitol”. Members of the House and Senate Higher Education Committee are invited to breakfast so that we can make ourselves available as a resource on legislation regarding state aid.
* On February 27, GASFAA, in conjunction with Georgia Student Finance Commission, will host Georgia’s 9th Annual Financial Aid Chat Night. Students will be able to call or email to have their financial aid questions answered.
* The Nominations and Elections Committee, chaired by Past President Suzanne Pittman, has presented an outstanding dual slate of candidates for office for the 2007-2008 year. Voting will take place beginning in early May and concluding at the Spring Conference. Candidates for office are listed below:

President-Elect: Patricia Simmons, Macon State College Pennie Strong, Central Georgia Technical College

VP – Programs: Jon-Paul Keenan, Student Capital Corporation Gina Repak, Georgia Institute of Technology

VP – Professional Development: Phillip Hawkins, Georgia Gwinnett College Doug Tanner, Valdosta State University

Secretary Tracy Ireland, Georgia Student Finance Commission Charlene Morgan, Clayton State University

* The Program Committee, chaired by VP Letrell Thomas, is well on its way planning another educational and enjoyable conference. The Spring Conference is being held at the King & Prince Resort on St. Simons Island, May 23 – 25.

**Kentucky State Report   
Runan Pendergrast, KASFAA President**

KASFAA’s Spring Conference will be held April 11 – 13 at the Holiday Inn University Plaza in Bowling Green, KY. The conference theme will be *KASFAA Karnivale: A Celebration of Financial Aid.* Conference Co-Chairs Wendy Dailey and Robin Buchholz, along with their team, are working diligently to provide an outstanding Spring Conference. We are currently exploring alternatives to providing a Federal Update in the event a representative from the Department of Education is unable to attend.

College Goal Sunday was a success. On January 28 241 volunteers assisted 1664 students and parents complete the FAFSA. The funds saved by not using a public relations firm were redirected towards scholarships. Each of the 20 sites awarded a $500 scholarship to a College Goal Sunday attendee.

On January 30, KASFAA held its annual KET Call-In Show. This was a live broadcast shown across the state as well as boarding cities in Ohio and West Virginia. On air panelist included: Charles Vincent, Murray State University, Heather Boutell, Bellarmine University, Becky Gilpatrick, KHEAA/Student Loan People, and Runan Pendergrast, Bluegrass Community and Technical College. Aaron Gabeheart and the Public Relations Committee did a great job coordinating this project.

For the first time, KASFAA held elections prior to the Spring Conference. Members voted online for the following candidates: President-Elect Chris Tolson, Campbellsville University, and Jennifer Cosens, KHEAA/Student, Vice-President for Training Cindy Burnett, Western Kentucky University and Morgan Kells Southwestern College, Treasurer Andrea Spry, Transylvania University, Four Year Public Representative Michael Abboud, University of Louisville, and Penny Asalon, Northern Kentucky University, Lender Representative Michael Morgan, EdAmerica and Marion Shute Fifth Third Bank Education Lending. Election results will be announced during the State Meeting at the SASFAA Conference.

On February 6, KASFAA held a second NASFAA training workshop on Verification at Western Kentucky University in Bowling Green KY. The training was conducted by Pat Arauz and Victoria Owens.

KASFAA Support Staff Workshop will be held March 20, in Lexington, KY**.** G**ina Kuzuoka** and committee are planning an informative and fun day for those staff members who keep our offices running daily.

**North Carolina State Report**

**Rance Jackson, President NCASFAA**

## Spring Conference

NCASFAA is in final stages of preparing for the NCASFAA Spring Conference which will be held in Wilmington NC April 23 – 25, 2007 at the Wilmington Riverside Hilton. Our theme for this conference is “NCASFAA at 40: A Riverside Celebration, 40 years of promoting Leadership, Education, Access and Diversity.” This celebration will provide opportunity for our membership to continue solidifying our relationship with members who have assisted in enhancing the goals and objectives of NCASFAA throughout the years. Additionally, the Nominations and Elections Committee of NCASFAA has prepared a diverse slate of officers who will be running for leadership positions for the 2007 – 2008 academic year. These individuals will be voted on during the Spring Conference.

## Leadership

NCASFAA will once again continue the philosophy of our regional and national associations by offering a Leadership Symposium during the spring conference as a pre-conference activity. Additionally, NCASFAA is grateful to SASFAA, for providing additional leadership training for a select number of individuals throughout the region slated for March 14 – 16, 2007. NCASFAA’s President-Elect and Treasurer will represent North Carolina at the NASFAA Leadership Training Conference in Washington DC in March.

## Early Awareness Initiative

This year’s charity for the spring conference will be dedicated toward increasing participation, visibility and support of the Middle School Enrichment Scholarship Program.

## Web Improvements

Finally we’re Live! The Association is now live with the new website that was developed by ATAC and the NCASFAA Technology Chair. NCASFAA is now preparing for on-line voting for our Spring Conference. The Association is very excited about this new venture, as it allows the membership access to information and improved services. To visit the newly designed website, link to the following URL. [www.ncasfaa.com](http://www.ncasfaa.com/) and while you are navigating, please visit our conference web page.

## Partnering

During the Fall Conference NCASFAA formally adopted the California Community College Student Financial Aid Administrators Association (CCCSFAAA) as our sister association, by presenting their President Elect (became President January 1, 2007) with a formal proclamation and official key. NCASFAA was also presented with a gavel and block at the Fall Conference. In turn, one of NCASFAA Board members was hosted at the CCCSFAAA Fall Conference in Ontario California during which time CCCSFAAA presented NCASFAA with an official proclamation of adoption.

## Other Issues

NCASFAA wishes to acknowledge the State Presidents from South Carolina, Virginia, Tennessee, Kentucky and Mississippi for their presence at the Fall Joint Conference in Asheville, North Carolina. Their attendance solidified the goals and objectives NCASFAA originally outlined in order to increase partnership with member associations within the region. In addition, former Past-Presidents of KASFAA, SCASFAA and VASFAA also attended. Lastly, NCASFAA will continue to promote the North Carolina annual FAFSA Day, which will be held throughout the State on February 17, 2007.

**Mississippi State Report**

**Garry Jones, President MASFAA**

**North Carolina/South Carolina Combined Conference** – At the gracious invitation of Rance Jackson and Kim Jenerette I attended their combined conference in Ashville NC on November 5-8. It was a superb conference offering very meaty sessions, excellent food and warm hospitality. I left challenged, received good ideas, made new friendships and deepened existing ones that will last a lifetime.

**NASFAA’s Decentralized Training Workshop** - MASFAA participated and held the one day training on Friday, November 17, 2006. There were 101 in attendance. We had much positive feedback regarding our trainers and the topic of “Verification”. `

**Newsletter** - Peggy Shoemake, President-Elect and Newsletter Editor, has completed the fall edition of our newsletter for this year and is available on our website in PDF format.

**NASFAA’s Leadership Conference** - MASFAA will be sending 5 of its Executive Board. Though it is a big expense sending this many at one time we feel this is an investment in our association and we trust will be in SASFAA as well.

**Financial Aid 101** - This will be MASFAA’s 7th year in providing a 3-day workshop that basically targets financial aid professionals with 1 to 2 years of experience. We use NASFAA’s CORE materials as the basis for the curriculum and incorporate it into a 3-day fun-filled event. Marilyn James, MASFAA VP, and her committee have chosen “LOST - Removing the Fear Factor of Financial Aid” as this year’s theme. This event has always been a success and gets great reviews from the participants. Over the past 2 years we have had 51 participants to attend.

**Website** - Our website has undergone a redesign and possesses a new look with some new features and enhancements. In the process the database has been cleaned up……purged of duplicate names, removing data older than 2004.

**Archives** - We are almost ready to image all needed paper from years 2002 to 2005. The cost is approximately $500 and will allow us easy access to otherwise hard to find documents. The information will be able to be sorted by index, subject, and years. We plan to place the archives on our website for membership viewing.

**High School Relations** - Kim Reeves, High School Relations Chair, and her committee are putting together a newsletter for high schools. It will be in the form of a calendar that will include important dates and deadlines students need to be aware of as well as other pertinent information and tips. This is all done in an effort to help keep students better informed of issues and concerns directly related to financial aid.

**Treasurer-Elect** - The board is discussing the viability of establishing a Treasurer-Elect position. We have contacted other associations and found some do have this in place or are contemplating doing so. We are thinking it would provide a more cohesive, less stressful transition into the position of Treasurer.

**Spring/Summer Conference** – I was able to attend the last committee meeting. Jeanie Hughes, Conference Chair, and her committee are doing a fantastic job organizing and pulling everything together. “Growing Opportunities for the Future” is our theme. We will look back over MASFAA’s 40 years as it has and continues to fulfill our mission of “…encouraging the exchange of ideas and professional expertise to effectively and ethically promote access to higher education by meeting the diverse needs of our constituents (students, parents and institutions).”

**SASFAA Conference** - As of January MASFAA has 62 individuals who have registered.

**Florida State Report**

**Tom Judge, FASFAA President**

FASFAA is looking forward to the 2007 months of the 2006-2007 board year. Most of the activities will take place during the months of February through May.

**“Be Cool, Go To School” Campaign:** Over 218,000 brochures were distributed to public school 8th graders in the state of Florida through their guidance counselors. The brochure (copies distributed for review at SASFAA board meeting) outlines the importance of higher education to the students in easy to understand language. It takes the student from their early years through their entrance into college with all the important information they will need in applying for colleges and obtaining financial assistance. FASFAA partnered with the state of Florida’s Office of Student Financial Assistance (OSFA) in putting the brochure together. OSFA picked up the tab for producing and mailing the brochure. FASFAA thanks OSFA for their generous contribution to the effort.

**March Elections:** The FASFAA membership will be voting on the following offices on their website during the month of March: President-Elect, Vice-President for Training, Secretary, and Regional Representatives in Region I, III and V. Results will be available in early April. Those elected will begin serving in July on the 2007-2008 FASFAA Board.

**Regional Workshops:** Regional workshops were held in all six FASFAA regions during the fall. Workshops are being planned for the months of March through May, 2007 at various sites TBA in the near future.

**2006-2007 Board:** The FASFAA board will conduct their next meeting on March 2 at the Renaissance Sea World Resort in Orlando.

**2007 Spring Conference:** FASFAA will conduct their spring conference from May 23-25 at the Tampa Waterside Marriott. The conference will celebrate the 40th year of FASFAA, culminating with a big birthday party on Thursday, May 24. FASFAA will be honoring individuals for long time service to the organization at the event. The 2006-2007 FASFAA board will meet for their final time on Tuesday, May 22 prior to the opening sessions of the conference on Wednesday, May 23.

**New Aid Officers Workshop:** FASFAA will conduct this workshop at The Conference Center at Dodgertown from Aril 18-20, 2007.

**President Leaves Former Position at the University of Miami:** Tom Judge separated from the University of Miami as Associate Director, effective December 31, 2006. He will continue to serve as the FASFAA President and remain on the SASFAA Board. He is actively seeking another position in the financial aid community. Tom would like to thank Brent Tener, SASFAA President and Bill Spiers, current FASFAA and SASFAA board member, for their advice and counsel during this transitional period. He would also like to thank all members of the aid community who have been supportive with letters, emails, and phone calls.

**South Carolina State Report**

**Kim Jenerette, SCASFAA President**

As we begin the new year, SCASFAA’s calendar is as busy as ever with events for our state members (and others, too).

The SCASFAA Executive Board met on Monday, January 29th. There are items which the membership will be voting on during the spring conference. The by-laws concerning membership is specifically addressed, as well as adding the position of Treasurer-Elect.

The Diversity Committee, Chaired by Dr. Em McNair, will host a workshop on how we can better serve students with disabilities. Several speakers presented on issues ranging from psychological and emotional impairment, available resources, and privacy issues relating to disabled individuals. The event was scheduled for February 1st, but moved to March 1st due to inclement weather.

The Counselor/Consumer Relations Committee, chaired by Regina Hailey-Smith, will be offering “Paying for College” day. Four sites are offered throughout the state. The statewide event is scheduled for Saturday, February 24th.

The Professional Development Committee, chaired by Jeff Holliday, is offering “Connecting with Constituents”; a workshop designed specifically for HS Guidance Counselors across the state. Four sites have been identified and two workshops will be held on 02.16 and 02.22.

The South Carolina Student Loan Corporation unveiled a new program for South Carolinians who served on active duty in the military. The Military Loan Forgiveness Program forgives up to $2500 in loan forgiveness to any South Carolina resident who has a student or parent loan and has served on active duty since September 11, 2001.

The Electronic Services Committee, chaired by Keith Reeves, has unveiled the new website for SCASFAA. ATAC is the servicer for the new site. Discussion on this transition has been ongoing for years and we are thrilled to move forward.

The Spring Program committee has met and is in the midst of planning for our spring conference. The theme is “Hat’s off to SCASFAA – 40 Years of Service”. Chairperson Carolyn Sparks and the committee met on February 6th for further planning for our Spring Conference (April 22-25).

The SCASFAA Transitional Board is scheduled for June 25th and 26th at the Landmark Inn in Myrtle Beach, SC.

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

**Tennessee State Report   
Janette Overton, TASFAA President**

The TASFAA executive board met on January 23, 2007 at Embassy Suites Hotel in Franklin, Tennessee to conduct their winter board meeting. Updates were given from each elected officer and committee chair. The updates listed below are a follow-up from the November 4, 2006 TASFAA state report.

**NASFAA Decentralized Training on Verification took place in all six TASFAA districts. Each district had a good number of participants who evaluated the topic as, very beneficial.**

**High school counselors as well as vocational rehabilitation personnel and financial aid administrators met in five of the six districts to review changes to the 2007/08 FAFSA. A representative from Tennessee Student Assistance Corporation gave an update on state programs. Lunch was provided to all participants.**

**The TASFAA report given in November stated that spring NOAW training would not be offered at the spring conference, so that a mid-level training workshop could be offered. Since the last report, Tennessee Student Assistance Corporation has planned to offer training to membership across the state. It was the decision of the training chair to reinstate the NAO training at the spring conference. Training will still take place in each district. The training chair is working closely with the district chairs to determine what topics of training would be most beneficial for the membership. Once this information is compiled, the training chair will make plans to have specific topics taught in each district, open to all members.**

**The association governance committee is still looking into guidelines to set up a Nondiscrimination Membership Policy. The committee has developed guidelines for use of the TASFAA credit cards. These guidelines have been accepted by the board and entered into the Policy and Procedure Manual. Updating of each board member’s responsibilities is continuing to be done.**

**New Business:**

**College Goal Sunday is scheduled for February 18, 2007. Currently there are 33 sites hosting this event with over 350 TASFAA members volunteering to help educate Tennessee parents and students on the financial aid process.**

Christy Elia from University of TN Chattanooga gave President Overton her resignation as District IV Chair. She took a position at Furman University in South Carolina. Nominations for a replacement were accepted from board members. Marian Huffman with Lee University was voted to be the new District IV Chair.

The spring conference is scheduled for April 15-18, 2007 at the Crown Plaza Hotel in Knoxville, Tennessee. With President Overton’s theme being centered around the word “Journey,” a pirates theme using the title of “Charting Your Course” will be used for the conference.

The Department of Education contacted President Overton in reference to allowing an ACG/SMART Grant training be offered in conjunction with the spring conference. She was advised that if the training was not offered in conjunction with the conference a department of education trainer could not attend the spring conference. The training could not be worked into the conference. The conference chair is working on having this decision changed.

**Virginia State Report**

**Erik Melis, VASFAA President**

VASFAA's galactic voyage into places where no aid association has gone before continues undauntedly…

The 2006-07 VASFAA Board had its most recent official board meeting on January 31st at the Marriott City Center in Newport News, VA, the likely site of our 2008 VASFAA conference.

The Board approved its slate of candidates at that meeting and also approved several by-laws changes to be presented to membership for consideration.

We had several successful training evolutions in the fall and winter. Our Support Staff Training Committee conducted two additional training workshops for support staff personnel. One workshop was held in Northern Virginia on November 28th and one was held in Roanoke on November 29th. The major topics covered in the workshops were the keys to effective customer service and dealing with difficult students. The workshops were well attended and received positive feedback from the attendees. Our Training Committee had a follow-up to our successful summer HERA training session scheduled for February 2nd with Kay Jacks and Sue O’Flaherty from the Department of Education as co-presenters. Unfortunately, pending inclement weather caused us to have to cancel that workshop but we hope it will be rescheduled shortly.

The planning for our 2007 annual conference is moving steadily forward. The theme of our 39th conference is "Be a Financial Aid 'Trekkie'" which is in line with our overall theme for the year to "Trek Boldly into New Frontiers." The conference is once again being held at the Virginia Beach Hilton Oceanfront Hotel in Virginia Beach.

We did have to preemptively ease the membership’s fears about the conference theme. We provided them with the following reassurance: You do not have to a member of the Starfleet to attend. You do not even have to know who the Ferengi, Klingon, and Borg are. You just have to want to attend a galactic quality conference, desire to learn lots of valuable information, look forward to sharing great times with your VASFAA colleagues, and participate in making our VASFAA voyage this year a stellar success. We definitely want you to be part of the collective and be fully assimilated into the VASFAA family. You have no choice really since, as the Borg is known to say, "resistance is futile."

We did run into some scheduling issues for our federal update but believe that we’ve worked this out by arranging to have a regional federal training workshop tacked onto the end of our conference using the same hotel facilities and allowing us to have the federal trainer for our update as well. We believe that arranging for this additional training may be an added draw for attendance at the conference.

Other noteworthy and exciting committee activities that have taken place or are in progress include:

The Awareness Committee has done a great job in setting up our 2007 Super Saturday events. There are currently 22 host sites throughout that state that will provide FAFSA assistance to students and their families on Saturday, February 10th. The committee has also been actively involved with the State Relations Committee in trying to secure a standing proclamation for Financial Aid Awareness Month in Virginia.

The Diversity Committee is working hard to set up conference sessions and activities that will emphasize the diverse nature of association.

The Federal Relations Committee is monitoring congressional activity in anticipation of some movement this year on reauthorization issues. There is also some work in progress to try to arrange for congressional visits in Washington, DC.

The Membership Committee is actively working to increase the VASFAA membership by sending periodic updates out to the listserv and reviewing the members who have gone inactive to try to determine if we can get them to be active again.

The New Century Fund President's Council is actively reviewing applications received for the New Century Educational Endowment (Buddy) Awards.

The Newsletter Committee has already published several issues of the VASFAA Voice Newsletter filled with interesting, relevant and fun articles. The committee is also looking at other ways to disseminate information to the membership (e.g. news digests, etc).

The Public Relations Committee has been hard at work promoting the exciting things that VASFAA is doing. A number of press releases have been submitted and the committee managed to get some of the VASFAA board members recognized in local and regional newspapers. The committee is also working with the president to send acknowledgment and thank you letters out to volunteers and their supervisors and to the presidents of member institutions.

The Secondary School Relations Committee coordinated 13 statewide high school guidance counselor training workshops that were held between November 14th and December 15th. Feedback from the attendees was very positive.

The Site Selection Committee has significantly narrowed down potential sites for the 2008 VASFAA Conference. Our 3-year contract with the Hilton Oceanfront hotel ends with the 2007 conference.

The State Relations Committee continues to monitor legislative activities related to financial aid and higher education and is worked closely with the Awareness Committee to get legislation introduced for establishing a standing proclamation for Financial Aid Awareness Month in the Commonwealth. This legislation, Senate Joint Resolution 334 (SJ 334) is progressing through the legislative process as we speak.

The Training Committee has been hard at work planning multi-faceted training opportunities for the 2007 conference.

The Vendor/Sponsor Committee has secured significant sponsorship funding for 2006-07 and continues to work on securing additional sponsorship.

VASFAA’s president had the opportunity to attend the joint NCASFAA/SCASFAA conference in Asheville, NC in November and it was a wonderful experience. Witnessing the two association’s pool their resources and expertise to put together a great training event for their respective members was truly a wonderful experience. We would love to see VASFAA try, at some point in the future, to have a joint conference with one of its neighboring SASFAA states.

The president also had the opportunity to attend the second annual conference of the Virginia College Access Network (VCAN) in Richmond, December 4-6. At the start of the conference, it was announced that effective at that moment, the previous name of Commonwealth College Access Network (CCAN) was changed to Virginia College Access Network (VCAN). From a marketing perspective, the new name provides some great opportunities using “Virginia CAN” as the moniker.

The VCAN conference was a great success. There were about 200 registrants for the conference, which was amazing for only the second conference. Lots of familiar VASFAA faces were seen at the conferences and some familiar faces from the high schools and access providers and got to meet a lot of new folks as well. One suggestion made to the VCAN board is that we’d love to see a future conference done jointly with VCAN, VASFAA, and even VACRAO. What a meeting of the minds that could be. Many members of the VCAN Board of Directors are active VASFAA members so VASFAA’s partnership with VCAN is naturally symbiotic.

As was mentioned in the most recent edition of the VASFAA Voice Newsletter, we cannot give enough thanks (but will continue to try) to all the board members, committee chairs and, especially, all the members that have stepped forward as volunteers on various VASFAA committees. None of the voyage on which VASFAA has embarked would be possible without the amazing dedication and commitment of all of those who have agreed to give their time and resources to serve the association. VASFAA members make up a truly amazing crew and we are ever so proud and fortunate to be part of such a great group. Thanks go out to all the board members, committee chairs and, especially, all the members that have stepped forward as volunteers on various VASFAA committees. None of the amazing tasks that are underway could be done without the selfless commitment of all of those who have agreed to give their time and resources to serve the association.

As we reach the midpoint of our voyage, VASFAA is excited about has already experienced and what still lies ahead.

**COMMITTEE REPORTS**

**ATTACHMENT C**

**Budget and Finance Report**

**Clark Aldridge, Chair**

**GAP 72** A subcommittee of the Budget and Finance, consisting of Richard Hawkshead, Delores Bright, and Chris Tolson, is currently working to develop an investment/financing strategy for the SASFAA Endowment. The full committee will meet on 2-13-07 to hear a progress report. Past President Guy Gibbs has been invited to attend.

Currently $90,000 has been invested in CDs that are dedicated to financing the endowment.

**PP 6.33** The Budget and Finance Committee has completed it annual financial review for the FY 06 year. The Committee wishes to commend the Treasurer for the excellent work for the review year. A copy of the full review and the Budget and Finance Committee’s recommendations are attached.

**PP 6.30** Recommendations concerning financial liability are contain in the Financial Review.

**LP 63** Below are recommendations for the updating for the Guide to Financial Management:

**4.1 Checking Account**

The checking account should be established at a regional banking institution to facilitate ease of transferring the account at the end of the Treasurer’s term. Factors bearing on the selection of a financial institution include:

1. A provision that the checking account be interest bearing.
2. An assessment as to whether the financial institution offers a special

account for non-profit organizations with a higher rate of

interest than a regular checking account.

1. Determination of the service charge costs, if any, associated with the

checking account (e.g., costs to order new checks, deposit books,

monthly service fees, PC banking charges, etc.)

1. An arrangement to provide a copy of each monthly statement to the

Budget and Finance Chairperson.

1. Availability of electronic and online banking.

Transactions may be processed electronically via on-line PC banking.

Computerized account management software, compatible with other software

used by the Association, must be used to post checking and saving account

transactions. Software access must be provided to ~~both~~ the President, the Treasurer and Budget and Finance Chair. SASFAA currently uses QuickBooks Financial Software, the Online edition. The SASFAA laptop, containing financial records, will be transferred to the new Treasurer immediately after July 1. ~~The Treasurer shall provide an electronic copy of account data to the Budget and Finance Committee Chair at least monthly.~~

**Diversity Committee**

**Janet Sain, Chair**

# Summary of Activities

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

**Activity:** Each state is represented on the Diversity committee. There are representatives from 4yr public, 4 yr private, community college, proprietary, lender and agency on the committee. The committee includes 8 females and one male, and a mixture of African-Americans, Caucasians and Hispanic ethnic backgrounds.

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

**Activity:** The TN representative on the conference committee was able to locate two student success candidates from TASFAA member schools. The students will speak at the Opening session and the luncheon respectively.

# Discussion

The Diversity committee met in Nashville, TN on December 9-11, 2006 to finalize plans for the conference. They met at the Franklin Cool Springs Marriott. All were in attendance except for Terry Jeffries, NellieMae, the NC rep and Christy Barbo, the TN rep who had a family emergency.

The general session speaker, Sarita Brown was finalized. LaShanda Chamberlain was made her coordinator and arranged for her contract to be signed and transportation to be arranged.

Interest Sessions:

The committee discussed the final topics for the four interest sessions. Four of them took a session and arranged for a speaker, asked about AV needs and will be the moderator for those sessions. The final four sessions are on the topics of basic Spanish in the workplace, Cultural Differences in the Latino family, Q&A with Sarita Brown after her general session and Latino Youth Forum.

Salsa Dance:

The Hot Latin Dance for Sunday night will be conducted by National Dance Studio. They will bring about six instructors to do an exhibit of various Latin dances and then lead the group on some of those dances. They will perform Sunday night during the President’s reception from 8-9:30.

Student Success Speakers:

The committee acquired two student speakers. One during the Opening session and then the other one will be during the luncheon. Sara Reese from Aquinas and who is on the conference committee was able to locate the two students for us.

Spanish forms/handouts and Resource on the Web:

The committee will display FA forms, handouts, brochures that are already available in Spanish from schools and lenders in our region on a table in the vendor area. Charlene Morgan created a list of websites that can be used as resources for the website. The committee also agreed to have Em/TG create a commonly used FA terminology chart in Spanish to be distributed in conference bags.

**Newsletter Editor Report**

**Sharon Oliver, Chair**

# Summary of Activities

**GAP 31:** (05-06) Follow publication time frame throughout the year.

**Activity:** The winter newsletter was published on December 19, 2006 and two updates were added after the initial newsletter was released.

**GAP81:** (05-06) the publication of the Newsletter in PDF format for ease of printing for those members who prefer this method and increase membership readership. Suggest sending email to listserv with link to downloadable format.

**Activity:** Published Newsletter in a PDF format which included an option to download and print the newsletter. The new look of the newsletter has received positive responses from members. ATAC delivered a high quality publication that was very user friendly.

**LP35 and PP 6.121:** Provide a means for networking between and among all sectors of the membership. Solicit pertinent articles from the SASFAA membership and affiliates, send the SASFAA board and committee chairs reminders of upcoming submission deadlines, edit articles for accuracy, quality and appropriate length and incorporate photographs and graphics when needed.

**Activity:** Email reminders were sent to the SASFAA board, committee chairs and membership to solicit articles for the winter newsletter. Reminder notices for the Spring newsletter articles were sent on February 8, 2007.

**PP 6.125:** Forward the finished version of the newsletter to the SASFAA Webmaster for posting to the SASFAA Web site.

**Activity:** ATAC sent an email notice and posted the winter newsletter to SASFAA’s website on Dec. 19, 2006.

**PP 6.128:** Coordinate newsletter advertising with the sponsorship chair and assist in projecting revenues for the finance and audit committee.

**Activity:** Ad confirmations were delivered to new sponsors validating the ad size and number of editions. The format for ads and the deadline dates were also included on the ad confirmations.

**PP 6.129:** Collect the newsletter sponsorship ads and/or logos from sponsors.

**Activity:** All sponsors who purchased ads prior to publishing the newsletter were included in the Winter newsletter. Additional ads that have been purchased since the winter newsletter was released will appear in the spring newsletter.

# Discussion

**Individual Ad Purchases**

Since there are only two publications remaining for ad purchases, it may be helpful to only place the option for purchasing individual ads on the website.

**Newsletter Deadline**

The spring edition of the newsletter is due in April. The deadline for articles is **March 10, 2007**. All submissions (articles, ads) should be provided to the Newsletter Editor, Sharon Oliver, at [soliver@nccu.edu](mailto:soliver@nccu.edu). Materials should be sent as a word attachment, new times roman font, 10 pitch, and third person.

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**Legislative Affairs Committee Report**

**Bill Spiers, Chair**

**Summary of Activities**

**GAP 38:** (05-06) Provide alerts via the listserv of reauthorization issues, legislative concerns, and any other issues pertinent to the financial aid community including all educational institutions, lenders, and servicers.

**Activity:** Reading digest emailed to all members. February issue will go out after SASFAA.

H.R. 5 reviewed by the Legislative Affairs Committee. The Committee position is that SASFAA should support the NASFAA position and continue to push for grant aid.

**GAP 39** (05-06) Keep state legislative representatives as active and involved members of the committee. Consider using alternative members instead of automatically using state legislative chairs as committee members. Solidify that members comprising the committee are able to commit to the responsibilities associated with being the state’s representative on the committee. Solicit additional Volunteers to consider from the State Presidents.

**Activities:** The Committee had a conference call on January 19, 2006. The committee reviewed H.R. 5, the need for a an ethics statement for SASFAA, and a Hill Visitors Guide.

Currently the committee is reviewing the original SASFAA’s Ethics Statement, NASFAA’s Ethic Statement, and statements from member states and other regional and state associations.

Dave Cecil and Bill Spiers are currently working on a Hill Visits Guide.

**Site Selection Report**

**Ron Gambill**

**February 10, 2007**

**Summary of Activities**

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

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

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

**Activity:** Conducted site visits at locations in Lexington and Louisville with David Cecil.

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

**Activity:** The Site Selection Chair conducted a training session for state presidents during the August 6 Board meeting.

**Discussion**

The Site Selection Committee made visits to facilities in Lexington, KY and Louisville, KY from December 18-20, 2006. In Lexington, the visit was focused on the Hyatt and Radisson Hotels, utilizing the Lexington Convention Center for meeting space. In Louisville, site visits were made to the Galt House, the Marriott with support from the Hyatt and the Louisville Convention Center.

Attached to this report is a side-by-side analysis of the sites for consideration by the SASFAA Executive Board for the 2010 Conference to be held in Kentucky. All facilities meet the necessary meeting space and sleeping room requirements as outlined in the Policy and Procedure Manual.

**Other Meetings**

Site Selection negotiated a contract for the second SASFAA Board meeting for the 2007-2008 Board at the Tampa Waterside Marriott for November 2-4, 2007.

# SASFAA Site Selection

**2010 Proposals**

**Lexington KY**

**Convention Center**  **Louisville, KY Louisville, KY**

**Hyatt Radisson**  **Galt House** **Marriott Hyatt**

Available Dates February 21 – 24 February 21 – 24 February 21 – 24

February 7 – 10

Room Allotment Thu Fri Sat Sun Mon Tue Thu Fri Sat Sun Mon Tue Thu Fri Sat Sun Mon Tue

**H** 1 75 188 300 300 275 10 75 375 600 600 550 **M** 8 50 250 400 400 370

**R** 1 40 185 300 300 275 **H** 2 25 125 200 200 180

**T** 2 115 373 600 600 550 **T** 10 75 375 600 600 550

Room Rate $135 Flat $119 S/D East $149 S/D + $10 $149 S/D

$139 Club

Room Deposit Credit Card Credit Card Credit Card Credit Card Credit Card

Room Cancellation 24 Hours 6 Hours 72 Hours Day/Ar. 6 pm 24 Hours

Room Amenities HD, CM, IB HD, CM, IB IB, CM, HD, Refrig. IB, CM, HD IB, CM, HD

Room Attrition 80% 80% Not Required 80% 80%

Government Rate 5 6 – West 3 3

Meeting Space Comp Comp Comp

General Session 1,000 750+ 750+

Concurrents 10 10+ 13

Banquets 1,000 750+ (Rounds of 8) 800

(Rounds of 10) (Rounds of 10)

Exhibit Space 90 8’x’10’ 12,604 sq .ft. 80 10’ x 10’

(Guard) 20,000 sq. ft.

Cost for Space Comp Comp Comp N/A

Drayage Company Lexpo George Fern, EDI George Fern

Set-up Sunday 8:00 a.m. Yes Yes Yes

**Lexington KY**

**Convention Center**  **Louisville, KY Louisville, KY**

**Hyatt Radisson**  **Galt House** **Marriott Hyatt**

Food and Beverage N/A $6,000 $80,000 $80,000

Food & Beverage Attrition 100% Not Required 100%

Registration Area Yes Yes Yes

Voting Area Yes Options Yes

Hotel Registration Stations 4 4 6-12 4 4

Parking Rates Comp Comp $9/$16 Valet $8/$10 Valet $9/Day

Commuters $12

Shuttle Service Comp Comp Yes $10/$20 Yes $10/$20 Yes $10/$20

Coffee/Gallon $35/gallon $38/gallon $48/gallon

Special Considerations:

1/50 Comps Yes Yes Yes Yes Yes

Presidential Suite Pres. Suite 2 BR Apartment Comp Presidential N/A

Other Suite(s) 1 BR Deluxe 2 BR Comp Hospitality N/A

Upgrades 5 5 10 8 1/BR Suites 2 1/BR Suites

Convention Ctr. Parking Comp $9 Daily $9 Daily $9 Daily

Room Cut-Off 3 Weeks 3 Weeks 3 Weeks 3 Weeks 3 Weeks

Planning Meetings Yes Yes Yes, Reduced Rate Either

Executive Board Meetings Yes Yes Yes, Reduced Rate Either

$99 Staff Room $99 Staff Room

Airport Comp Yes Comp Yes Yes $10/$20 Yes $10/$20 Yes $10/$20

Internet All Wireless Exhibit Hall, Public Areas

Wireless Internet $9.95 H.S. & Comp Wireless East/West/Conservatory H.S. $9.95 Yes $9.95

Wireless $9.95

AV In-House On-Site On-Site

**Sponsorship Committee**

**Keith Reeves, Chair**

# Summary of Activities

**Code Number *GAP 33:***

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

**Activity:**

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

# Discussion

Overall Status

|  |  |  |
| --- | --- | --- |
|  | **Commitments to Date** | **Budget** |
| Sponsorship | $135,808 | $162,500 |
| Advertising | $45,640 | $47,000 |
| Total | $181,448 | $209,500 |

Some increase is sponsorship is expected from the conference, particularly for the pre-conference workshop, and upcoming events like New Aid Training and the June Board meeting. However, it is not anticipated that the budgeted goal will be reached.

Conference

A great response from SASFAA supporters is evident in the number of vendors and sponsors providing support for the conference in Nashville, although not at the record setting numbers experienced in Greensboro. Direct conference support currently totals $130,700, which compares to approximately $156,000 at the same point in time last year.

* 66 sponsors (61 in Atlanta).
* 13 Platinum (16 in Greensboro)
* 12 Gold (16 in Greensboro)
* 8 Silver (11 in Greensboro)
* 22 Bronze (23 in Greensboro)
* 1 General 0 in Greensboro)
* 68 booths in the exhibit hall (76 in Greensboro)
* SASFAA ’08, SASFAA Professional Development, and SASFAA Diversity Committee are sharing a double booth space. SASFAA is also providing a booth for Tom Hood to provide conference photographs to attendees.

Advertising

The total revenue from banner ads on the web site is $24,300, representing 21 different organizations. News Letter advertising revenue totals $21,340, representing 20 organizations.

The Sponsorship Chair would like to publicly thank Heather Boutell for making life easier in regards to accounting for all of the sponsorship funds. Also, appreciation is due to Laura Diven-Brown for her patience in pulling together all of the sponsorship information for the program. Ron Gambill and Michael Morgan were also very helpful with a lot of the logistical issues related to the vendors.

**Membership Committee**

**Soraya Welden, Chair**

# Summary of Activities

**GAP 17:** (05-06) Change the membership stats to percentages so that smaller states have a chance to win the membership participation in the “friendly competition” race conducted throughout the year in hopes of increasing membership in SASFAA.

**Activity:** Our friendly state membership competition will compare 2006 membership numbers to the 2005 numbers. The state with the highest percentage increase as of May 1st, 2007 will be recognized as the 2006-07 membership award winner. The membership committee continues to promote SASFAA membership at the state level and periodically requests and receives reports from the chair of the state total. Four of the nine states have exceeded the 05-06 membership totals.

**PP 6.117:** Produce labels of current and previous year members for mailings and provide labels to those approved to purchase labels.

**Activity:** Mailing labels were provided to the conference committee to send conference post card reminders. Conference registration lists, in excel format, were emailed to any conference sponsor who requested a current list. A sponsor list was provided to the membership chair from the vendor/sponsor chair to ensure that only conference sponsors received the lists.

# Discussion

**Membership stats**

Total membership as of February 7, 2007 is 1,465. This represents an 16% increase over this time last year (1,256).

Current 2006-07 membership by state and 2005-06 comparison:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| State | **Current**  **2006-07\*** | Prior  2005-06 | Number Difference | Percentage of 05-06 Reached |
| Alabama | **74** | 85 | -11 | 87.06% |
| Florida | **272** | 290 | -18 | 93.79% |
| Georgia | **168** | 189 | -21 | 88.89% |
| Kentucky \*\* | **129** | 96 | 33 | 134.38% |
| Mississippi | **78** | 71 | 7 | 109.86% |
| North Carolina | **145** | 234 | -89 | 61.97% |
| South Carolina | **131** | 119 | 12 | 110.08% |
| Tennessee | **174** | 144 | 30 | 120.83% |
| Virginia | **157** | 193 | -36 | 81.35% |

\*Membership totals as of February 7, 2007. There are 137 members who are out of region.

\*\* Kentucky is currently winning the state competition with 134.38% of last year’s numbers reached, with Tennessee in a close second with 120.83%. KY, TN, SC and MS have exceeded 05-06 totals.

**Lender Liaison**

**Paul Mittelhammer, Chair**

# Summary of Activities

**Code Number PP 6.91***. 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:**

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

**Activity:** Provided newsletter article that outline the various changes in student loan programs.*.*

# Discussion

Here are updates on current legislative actions with regard to the Student Loan program. The 110th Congress on January 17, 2007 passed the bill H.R. 5 the College Student Relief Act of 2007 and is now referred to the Senate Health, Education Labor and Pensions Committee.

This bill would reduce the current fixed interest rate of 6.80% for FFELP and FDLP subsidized Stafford Loans made to undergraduate students provided such loans are first disbursed:

On or After Before Interest Rate

July 1, 2007 July 1, 2008 6.12 %

July 1, 2008 July 1, 2009 5.44 %

July 1, 2009 July 1, 2010 4.76 %

July 1, 2010 July 1, 2011 4.08 %

July 1, 2011 January 1, 2012 3.40 %

After January 1, 2012 the interest rate for subsidized Stafford loans will return to 6.80%.

Unsubsidized loans interest rate remains at 6.80% and Subsidized and Unsubsidized Stafford Loans for graduate students will remain at 6.80%.

No changes to FDLP PLUS interest rate or FFELP PLUS Loan interest rate.

With the changes in the interest rates for subsidized Stafford Loans Congress needed to demonstrate that the bill would meet paygo rules and the impact to FFELP lenders would be reductions in re-insurance and special allowance.

Reduction in the amount of unpaid principal and interest that guarantors insure if borrowers default on Stafford or PLUS loans. Current amount is 97% for loans made on or after July 1, 2006 but before July 1, 2007. This Bill would reduce this amount to 95%.

The Bill would eliminate the Exceptional Performer status for FFELP lenders and lender servicers on July 1, 2007.

The special allowance rate on Stafford and PLUS loans first disbursed on or after July 1, 2007 would be reduced by 0.10% (10 basis points). Small lenders would be exempt from this reduction. The term “small lenders” would be defined by the Department of Education compiling a list of all FFELP loan holders in descending order of the total principal and interest they hold, with “small lenders” being those holders on the bottom of the list that, collectively, hold principal and interest equal to or less than 10% of the total held by all holders on the list.

Lenders would see an increase in the loan fee charged from the current rate of 0.50% of principal and interest loans to 1.0% of principal and interest. This new rate would apply to Stafford and PLUS loans first disbursed after July 1, 2007.

Lenders would see an increase in the payment rebate fee charged on consolidation loans if 90% or more of a FFELP loan holder’s portfolio is comprised of principal and accrued interest on consolidation loans. The fee is currently 1.05% and fro affected lenders, it would increase to 1.30% for consolidation loans whose applications are received on or after July 1, 2007.

In the Senate, Senators Kennedy and Durbin have introduced the Student Loan Sunshine Act (S.486).

The bill would require schools and lenders to report certain activities if the school and the lender have an “educational loan arrangement,” defined as an arrangement or agreement under which the lender provides education loans to students (or parents of students) at the school. The bill covers private education loans as well as FFELP loans. This bill would :

Required colleges that receive Federal funds to annually report to the Secretary of Education any financial or material benefits received from a lender, or agent of a lender, that originates student loans;

Require college to report yearly the interest rates on all loans disbursed to students through arrangements between the lender and institution, and provide written justification for why the institution believes the arrangement represents a highly competitive rate for students;

Ensure that proper information is provided to students at the institution;

Require lenders that originate student loans to annually report all gifts of over $ 10 and any other financial or material benefits made to an institution;

Direct the Government Accountability Office (GAO) to conduct a study on inducements made by lenders to institutions to secure the institution’s student loan business.

In the House of Representatives, U.S. representatives Miller, Hinojosa, Bishop, Courtney and Yarmuth introduced the Student loan Sunshine Act which requires full disclosure of lender relationships with Colleges and Universities and bans lender gifts. This legislation would apply to all lenders that make private educational loans through universities and colleges, lenders of direct-to-consumer educational loans, and all post-secondary educational institutions that receive federal funds.

The Sunshine Act would require the following:

Full disclosure of special arrangements that lenders and institutions of higher education have to offer loan products at the institution;

Ban lenders from offering gifts worth more than $10.00 to college employees, including travel, lodging, entertainment, and in-kind services that lenders provide to college financial aid officers;

Full disclosure of the reasons why an institution of higher education has selected a lender for its “preferred lender list,” including any special arrangements the lender has with the school;

Encourage borrowers to maximize their borrowing through the government’s loan programs before taking out alternative loans and direct-to-consumer loans with higher interest rates.

In the Presidents FY 2008 budget there are a few proposals for the loan programs.

Annual Stafford loan limits would increase for Juniors and Seniors to $ 7,500 per year. In addition

the aggregate loan limit would increase for all borrowers. This limit is still to be determined.

The President proposes an increase in the lender fee on consolidation loans. This fee would increase

from 0.50% to 1.00% of the loan balance.

The President proposes to move the Account Maintenance Fee to a unit cost basis. Guaranty agencies are

currently paid an account maintenance fee based on the original principal amount of active loans they have

guaranteed, but the Administration would shift the basis for this fee to a unit cost payment tied to the

number of accounts each agency manages.

**The President proposes to reduce** what guaranty agencies are allowed to retain from their default collections -- those not made through consolidation or rehabilitation -- from 23 cents of each defaulted dollar to the average paid to ED's private collection agents beginning in 2008. ED’s budget documents say the average paid to ED's private collection agents is 16%.

**The President proposes to reduce lender interest subsidies by 0.5%**.

**The President proposes to reduce lender insurance from 97% to 95%.** He also proposes to reduce the default guarantee by 2% for lenders deemed "exceptional performers".

The President proposes to eliminate federal funding for Perkins loan cancellations in 2008. In 2007, Congress appropriated $65.5 million for Perkins cancellations.

Now we wait to see how all this legislation will become law and determine the changes to the lending programs and the impact to students and schools.

**Agency Liaison Report**

**Mike Hawkes, Chair**

# Summary of Activities

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

**Activity:** Made initial e-mail request to state agency contacts on January 10; Sent reminder e-mail on January 29; Spoke with TSAC communications representative on December 3 to clarify outstanding issues

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

**Activity:** Requested reports from NCHELP and NASSGAP; Copied State Presidents on e-mails to agency contacts; Worked with Kim Jenerette to provide SCCHE with report suggestions; Sent e-mail notice to State Presidents listing non-responding agencies

# Discussion

The following reports were submitted:

Agency Liaison

By law, every guaranty agency is either a State governmental entity or a private non-profit corporation. Given that several legislative proposals would cut guaranty agency revenues, it is important to remember that fact.

Guarantors have used their revenues to strengthen default prevention efforts, resulting in historically low cohort default rates.

Guarantors have used their revenues to provide benefits directly to students. Students have been the beneficiaries of millions of dollars in savings on student loans, either through the waiving of guarantee fees or the payment of Federal default fees on their behalf. This is in addition to loan forgiveness and scholarship programs offered by many guarantors.

Guarantors have used their revenues to take a lead role in college access and awareness efforts. Individually, every guarantor supports or operates programs to help students pursue postsecondary education. Collectively, guarantors are working collaboratively on the College Access Initiative featured in the report from NCHELP that follows.

Guarantors have used their revenues to invest in systems and processes that benefit schools and the students and families they serve by streamlining loan processing.

In short, regardless of the precise legal status of a particular guaranty agency, it exists for the public good. In a time when guaranty agency revenues are subject to significant reduction, this is certainly another fact to keep in mind.

Submitted by: Mike Hawkes, Director, Government Affairs, ECMC Group

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

*No report submitted.*

National Council of Higher Education Loan Programs (NCHELP)

This week marks the first anniversary of the College Access Initiative, which was included in the Deficit Reduction Act that was passed into law on February 8, 2006. The Initiative formalizes a foundational role of guaranty agencies in promoting access to postsecondary education and requires that they develop a comprehensive listing of the postsecondary education opportunities, programs, publications and other services available in their designated states.

Guaranty agencies have been busy in the past year building on their existing access and outreach efforts and expanding their partnerships at the national, state and local level. A work group of guaranty agencies continues to meet every month to discuss how to coordinate efforts, share information and improve the Going2College.org Web site that was created as a result of the Initiative.

The guaranty agencies worked together to create the Going2college.org site, which includes comprehensive information on career planning, college planning, and paying for college. The site, developed in conjunction with Mapping Your Future, provides a central location for students, families and educators to learn about every stage in the college planning process and includes links to relevant Web sites and a comprehensive listing of postsecondary education opportunities, programs, publications and other services available in each state. Detailed information is included on the academic, emotional and financial support available through mentoring and tutoring programs in the state, college access resource centers, college and financial aid awareness events, and state and federal financial aid. To expand the number of access programs on the site, particularly those geared to low-income and first-generation students, agencies have been reaching out to state partners for information that can be included on the site.

The Web site is an ongoing project that will be constantly updated by guaranty agencies. Some agencies recently conducted focus groups with students to get their feedback on the site. Students suggested we include more graphics, games and “kid-friendly” content. The work group is currently working on ways to incorporate these ideas and make the site more appealing to students.

In addition to the Web site, the Initiative requires that guaranty agencies undertake activities to promote access to postsecondary education for students through providing information on college planning, career planning and paying for college, and to coordinate with other entities committed to similar goals. Guaranty agencies currently reach out to millions of students and families -- through a variety of channels including brochures and newsletters, financial aid workshops and hotlines, comprehensive Web sites and resource centers -- to inform them about how to prepare for college, plan for their career, pay for their postsecondary education and manage their finances. These free resources are used by schools, organizations and families throughout the country to boost awareness and early intervention efforts.

In 2006, agencies provided more than 6 million print pieces on financial aid, financial literacy and college awareness and participated in over 8,400 financial aid workshops and events. These events reached 7,800 high school guidance counselors and nearly one million students and their families. Most agencies also either participate in College Goal Sunday or a similar FAFSA completion event in their state and many are also involved in their state’s GEAR UP and TRIO programs. At the local level, agencies partner with schools, community organizations, libraries, state agencies and churches to increase awareness of college and financial aid opportunities.

The guaranty agency work group is developing resources to help agencies expand their outreach activities and reach a broader number of students, families and organizations. Agencies are sharing information about best practices and effective programs through meetings, workshops and conference call forums. They are also sharing resources about the technical assistance available in starting programs, the potential college access partners in the state, and the Federal and non-Federal programs that are operating throughout the country that may be seeking partners and supporters. A good example of this is the Know How 2 Go Campaign, recently launched by the American Council on Education, the Lumina Foundation and the Ad Council, which many guaranty agencies are involved with. In addition, agencies are working with national access organizations, including the National College Access Network, Pathways to College Network and the Council for Opportunity in Education, to help support national and state initiatives and leverage existing resources.

Members from the guaranty agency work group will be presenting next week at the SASFAA Conference in Nashville about the College Access Initiative. We want to continue to spread the word about what agencies are doing and receive feedback and suggestions to strengthen the Going2college.org site. One year down; many, many more to go.

Submitted by: Brett E. Lief, President

**Alabama**

Alabama Commission on Higher Education

The Alabama Legislature will convene the 2007 Regular Session on March 6, 2007. ACHE’s Executive Budget Request for 2007-2008 was approved by the Commission Board for submission to the Legislature. The budget recommends a 100 percent increase in the Alabama Student Assistance Program, the state’s need-based grant aid program. During the 2005-2006 award year, this program was able to make 3,742 awards.

After 26 years of litigation, an agreement has been finalized in the Knight v. The State of Alabama court ordered settlement. As part of the settlement agreement, the Alabama Student Assistance Program received $10 million. The purpose is to make a good-faith effort to meet the cost of attendance for students attending Alabama institutions. Awards will begin Fall 2007.

Governor Riley proclaimed the week of January 22- 28 as Financial Aid Awareness Week. Many of the institutions conducted activities such as, Financial Aid Open House on campuses to better inform current and prospective students about financial aid.

Submitted by: Cheryl Newton, Student Assistance Administrator

Kentucky Higher Education Assistance Authority, designated guarantor for Alabama

*See Kentucky.*

**Florida**

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

*No report submitted.*

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

Web Enhancements:

OSFA has added cohort default rate monitoring reports to its Online Student Loan Reports product for schools. These reports allow institutions to review and monitor their estimated cohort default rates based on their guarantee volume with OSFA. Institutions can also run reports showing the estimated cohort default rates for their lenders as well. These reports can be run at any time by institutions, so they can monitor their rates on a weekly, monthly, quarterly, etc., basis.

Cohort Default Rate:

OSFA’s official cohort default rate dropped this year from 8.7% to 8.6%, while the national rate increased from 4.5% to 5.1%. We are proud of the work we have done in the area of Default Prevention and feel that our proactive approach has enabled us to decrease our rate despite the rise in the national average.

OSFA Regional Workshops

OSFA is in preparations to facilitate its annual spring regional workshops for postsecondary institutions across the State of Florida. These workshops will be held in six locations across the state and will include hands-on sessions including cohort default management, loan certification and administration of the state funded grant and scholarship programs.

Submitted by: Kelly Harrison, Director, Training and Development

**Georgia**

Georgia Student Finance Commission

On January 25, 2007, Governor Sonny Perdue and former Governor and U.S. Senator Zell Miller were among those who celebrated a major milestone in Georgia’s HOPE Scholarship Program: As of mid-January, more than one million Georgians have received a HOPE award in their pursuit of education beyond high school.

The event took place at Georgia State University in Atlanta before a crowd of students, reporters, and dignitaries. Three college students, each a current recipient of one of the three types of HOPE awards, participated in the ceremony. The three students represented the one million Georgians who have received a HOPE award since the program began in 1993.

* John Thomas Smith, a student at Georgia State University, is a HOPE Scholarship recipient. The merit-based Scholarship is awarded to eligible students enrolled in an undergraduate degree program at a Georgia college. For students enrolled at a public college or technical college, the Scholarship pays tuition, some student fees, and a book allowance. For students enrolled at a private college, the Scholarship pays $3,000 a year.
* Marilyn Findley, a student at Albany Technical College, is a HOPE Grant recipient. The Grant can be used by any Georgia resident enrolled in a certificate or diploma program at a public college or technical college. There is no academic requirement to meet, other than satisfactory academic progress. The Grant pays tuition, some student fees, and a book allowance.
* Tiffany Tuders, a student enrolled at Brenau University, is a HOPE GED Grant recipient. The GED Grant is a one-time $500 award available to GED recipients enrolled as a freshman at a Georgia college.

At the January 25 event, brief remarks were made by Georgia Lottery CEO Margaret DeFrancisco and Georgia Student Finance Commission (GSFC) President Tim Connell. GSFC is the state agency that administers HOPE.

Then, Governor Perdue and Governor Miller spoke, and Perdue presented Miller with a special plaque, in recognition of the contributions Miller has made to HOPE and the overall improvement of education in Georgia. As Governor in the 1990s, Miller championed the creation of the Georgia Lottery for Education and is recognized as the founder of HOPE and the statewide prekindergarten program, which also is funded by the lottery.

To date, HOPE has provided $3.5 billion to help more than one million Georgians attend college.

Submitted by: Tim Connell, President

**Kentucky**

Kentucky Higher Education Assistance Authority

Student Aid

The Kentucky Higher Education Assistance Authority (KHEAA) disbursed nearly $100 million in student aid in the first half of FY 2007. Of the $100 million disbursed, $95 million was in need-based grants and merit-based Kentucky Educational Excellence Scholarships (KEES). These programs were funded by Kentucky Lottery proceeds.

New Go Higher Grant

A new grant program has been created to encourage non-traditional students to enroll in Kentucky colleges and universities. The Go Higher Grant will award $1,000 per academic year to Kentucky residents, age 24 or older, who are Pell eligible and plan to enroll in a participating Kentucky college for the first time as less than half-time students. Priority consideration will be given to GED graduates.

KEES Study

H.R. 323, approved by the 2006 General Assembly, requested that KHEAA “study the impact of a policy change to permit students to use KEES awards at out-of-state schools with reciprocal in-state tuition agreements with postsecondary institutions in Kentucky.”

Currently, Tuition Reciprocity Agreements (TRAs) are in place between Kentucky and five states (Illinois, Indiana, Ohio, Tennessee, and West Virginia) for residents living in the 40 counties bordering these states. If KEES was changed so that Kentucky students attending an out-of-state institution under a TRA could use KEES, the study indicated approximately 2,000 Kentucky students would be affected at an initial annual cost of approximately $3 million. The study pointed out additional factors for the legislature to consider including the:

* Impact on KEES program funding, given that current projections indicate a shortfall of net lottery proceeds in FY 2008.
* Impact on KEES program objectives, given that this change would allow students to use KEES awards out-of-state for programs of study that are offered in Kentucky.
* Impact on current enrollment at Kentucky postsecondary institutions, which may be reduced because of a reduced cost differential with in-state institutions.
* Differential KEES treatment that would be provided to students who live in 40 of Kentucky’s 120 counties.
* Lack of reciprocity offered by other states’ merit-based scholarship programs for their students attending Kentucky institutions.

Kentucky’s Affordable Prepaid Tuition (KAPT)

From July through December, KAPT disbursed over $1.8 million on behalf of 529 beneficiaries for the 2006-2007 academic year. As of December 31, KAPT held over $130 million in assets for over 7,100 participants.

Kentucky National Guard Tuition Award Program (KNGTAP)

In consultation with the Office of the State Budget Director, the Secretary of the Finance and Administration Cabinet determined in February 2006 that KNGTAP would be fully funded for the 2006-2008 biennium. As a result, Kentucky National Guard members attending private, postsecondary institutions are also eligible to participate in the program for the 2006-2007 and 2007-2008 academic years. The program covers up to the average full-time tuition charged at public, four-year institutions, which is $2,755 a semester for 2006-2007.

College Goal Sunday

College Goal Sunday was held January 28, 2007, at 20 sites across Kentucky, including one at KHEAA. Financial aid professionals were available to walk students and their parents through the 2007–2008 FAFSA. KASFAA sponsors College Goal Sunday, in cooperation with the Lumina Foundation, KHEAA, and The Student Loan People.

Staff Contribute to Success of KET Call-in Show

Several staff participated in KASFAA’s financial aid call-in show on Kentucky Educational Television (KET) January 30. KHEAA Student Aid Branch Manager Becky Gilpatrick was a panelist, while Crystal Dempsey-Gillum, Ted Franzeim, Sheila Hilderbrand, and Chester Priest helped answer the phones. The phones rang during the entire hour of the show, with many more questions coming in than could be answered on air.

Guarantee Volume

KHEAA guarantee volume for FY 2007 through December 2006 was $949 million, an increase of nearly 4% from the same period last year.

State Legislation

The 2007 session of the Kentucky General Assembly convened January 2. The legislature went into recess January 5 and will reconvene February 6. The following bills were filed during the opening session.

KEES

SB 46 would permit eligible high school students to use a portion of their KEES award to pay for tuition for dual credit courses beginning with the 2008-2009 academic year. The funds they would have received during their postsecondary program would be reduced over a four or five-year period equal to the amount used for dual credit.

MERR Scholarship

HB 96 would establish the Minority Educator Recruitment and Retention (MERR) Scholarship Program in statute. It would permit a resident of another state to participate in the program based on in-state tuition and fees.

Veterans

SB 52 would waive the public tuition of a person who is the child of a deceased veteran or permanently and totally disabled veteran or member of a reserve component and is under the age of 26 (rather than 23). The bill would also increase the period of eligibility from 36 to 45 months.

HB 106 would waive the public tuition of a person who is the child of a deceased veteran or permanently and totally disabled veteran or member of a reserve component and is under the age of 26 (rather than 23). The bill would also increase the period of eligibility from 36 to 45 months.

HB 213 would require a state-supported university, junior college, or vocational institution which collected tuition fees from an eligible dependent of a deceased veteran to reimburse the dependent the total amount of tuition fees paid if a request for reimbursement is made within eight years of the date the last fee was paid.

Submitted by: Crystal Dempsey-Gillum, Information Officer

**Mississippi**

USA Funds, designated guarantor for Mississippi

# USA Funds enhances college-planning resources

USA Funds® announced new resources to help families who need guidance about planning and paying for college.

As part of the federal College Access Initiative signed into law last year, USA Funds has put together a Web site full of resources, tips and information to help Mississippi residents make the most of their postsecondary-education opportunities.

By accessing ***www.going2college.org*** and choosing “Mississippi,” students and parents can find information about careers and about planning for, finding and paying for college. The Web site features specific information about higher-education agencies and institutions in Mississippi, savings plans, state financial-aid programs, benefits for veterans, special programs and publications. USA Funds offers additional college-planning advice on its Web site at *www.usafunds.org/planning*.

*Mississippi Next* receives support from USA Funds

For the third-consecutive year, USA Funds provided financial support for *Mississippi Next* magazine, a college-planning publication whose 2006 edition recently was provided to each Mississippi student in grades 10-12. As part of its sponsorship of Mississippi Next magazine, USA Funds is funding a $1,500 scholarship to a 2007-graduating Mississippi high-school senior for use at any Mississippi postsecondary-education institution.

USA Funds’ sponsorship of *Mississippi Next* is in support of USA Funds’ mission to enhance higher-education preparedness, access and success.

Submitted by: Louanne Langston, Account Executive, USA Funds Services

Vicky Keller, Customer-relations Manager, USA Funds

**North Carolina**

North Carolina State Education Assistance Authority

FAFSA Day

FAFSA Day is scheduled for Saturday, February 17 at 52 sites, an increase over last year’s 42 sites. We anticipate over 2,500 students will be served on FAFSA Day. NCSEAA is exploring a partnership with the community colleges to offer an April date to assist late applicants on six community college campuses in completing their FAFSA forms. The State Education Assistance Authority is grateful to our NCASAA colleagues who donate their time and service to this project each year.

College Application Day

In November, CFNC, assisted by members of the Carolinas Association of College Registrars and Admission Officers (CACRAO), held a college application day at 12 locations around the state to facilitate the submission of college admission applications by high school seniors. Approximately 1000 applications were submitted via the CFNC website during the pilot project. The event was successful and plans are being developed to expand the event in future years to more high schools across the state. The State Education Assistance Authority along with its CFNC partners, is pleased to continue its commitment to improving access to college for North Carolinians by helping all students plan, apply and pay for college.

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

**South Carolina**

South Carolina Tuition Grants Commission

The $3.7 million increase in lottery funds approved by the 2006 SC General Assembly for the SC Tuition Grants Program for the 2006-07 award year enabled the SCTG Commission to increase the program-wide maximum grant to all eligible students by $300 from $2,800 to $3,100. Rather than waiting until mid-year to award the $300 increase to the grants, the SCTG Commission voted in June, 2006, to notify eligible students of the increase prior to the beginning of the 2006-07 school year.

At the June, 2006, meeting of the SC Tuition Grants Commission, the commission approved the budget request to the State Budget Division for funding of the SC Tuition Grants Program for the 2007-2008 fiscal year. The SC Tuition Grants Commission submitted documents in September, 2006, requesting sufficient funds in 2007-2008 to increase the 2006-2007 program-wide maximum grant of $3,100 by the 2005 Higher Education Price Index (HEPI) percentage of 3.5 percent. This will enable an increase in the maximum grant to $3,200 in 2007-2008.

A funding increase of $11,167,283 is needed to raise the present $3,100 maximum grant to $3,200. If current year lottery funding flowing to the SC Tuition Grants Program ($9,751,510) is renewed in 2007-2008, an increase of $1,415,773 is needed.

The 2007 General Assembly convenes in January to begin the legislative year for the State of South Carolina. The subcommittees of the House Ways and Means Committee are holding 2007-08 budget hearings in early January. The SC Tuition Grants Commission is scheduled to appear before the Higher Education subcommittee of the House Ways and Means Committee on Wednesday, January 17, 2007, beginning at 10:00 a.m. in the Solomon Blatt Building in Columbia. The Higher Education subcommittee is chaired by Representative Chip Limehouse (Charleston) and he is joined on the subcommittee by Representative Denny Neilson (Darlington), and Representative Lanny Littlejohn (Cherokee/Spartanburg).

Governor Mark Sanford, re-elected in November for a second term as Governor of South Carolina, will unveil his 2007-08 Executive State Budget in early January. Last year, the Governor’s generous recommendation for funding of the SC Tuition Grants Program was the initial step in the commission securing the $3.7 million increase received in 2006-07.

Submitted by: Edward M. Shannon, III, Executive Director

South Carolina Student Loan Corporation, designated guarantor for South Carolina

Financial Aid Outreach

Our financial aid presenters are logging some serious miles as they travel the State making presentations. During the last quarter they have visited 87 high schools as part of CACRO’s Association of Admissions Representatives. In addition they spoke with the Teacher Cadet classes at 14 high schools and another four high school classes received training on ‘Handling the Transition from High School to College.’ Of course, our Financial Aid Nights have been in great demand and have been conducted at 19 high schools just this past quarter, along with four ‘Career Day’ programs.

Furthering Higher Education

South Carolina Student Loan continues to seek out alliances with programs that advance the cause of furthering higher education for South Carolinians. A substantial grant has been made to the ‘Call Me Mister’ program, which is designed to assist in the recruitment of African-American men into the teaching profession. In addition, we have implemented a Military Loan Forgiveness program where borrowers serving in the U.S. military can have a portion of their loans forgiven.

Submitted by: David Roupe, Vice President of Guaranty Services

South Carolina Commission on Higher Education

The South Carolina Commission on Higher Education is monitoring several SC House and Senate bills that address student aid during the 2007 South Carolina Legislative Session.

Among the proposed legislation during the 2007 session is House bill 3170, which provides for additional incentives for South Carolina Palmetto Fellows and LIFE Scholarship recipients who are in their second, third or fourth year (sophomore, junior, or senior) and who are majoring in sciences or math.

Section 1 of House bill 3170 amends Section 59-104-25(A) of codified law. It provides an additional scholarship for Palmetto Fellows Recipients of up to $3,300 to a resident student who:

1) is at least a sophomore attending a 4-yr public or private institution. (Each year is defined by 30 credit hours or its equivalent):

2) is majoring in science or math (as defined by CHE in regulation but at a minimum including sciences, math, computer sciences, informational technology, engineering, health care and related disciplines including medicine and dentistry);

3) has completed during the freshman year at least 14 credit hours in math and life and physical science courses (including a minimum of 6 hours in math and 6 hours in life and physical science including 1 laboratory course);

4) is receiving the Palmetto Fellows Scholarship for that year and making satisfactory academic progress each year toward a degree in science or mathematic major;

5) may receive for not more than three years including sophomore year if in a four-year program, or not more than four years if enrolled in a five-year degree program or “3+2” program;

It further requires the Commission on Higher Education to define what constitutes majors in science and mathematics and provides that the additional Palmetto Fellows Scholarship funds if lost may be regained in the same manner underlying the Palmetto Fellows Scholarship.

Section 2 of the bill adds 59-149-15(A) to provide a similar enhanced scholarship for those receiving LIFE. The provisions here that are added are similar to that above for Palmetto Fellows except that stipend is $2500.

An amendment to House bill 3170 enables students to use AP credit in fulfilling the minimum required hours in math and science that must be taken in the freshmen year in order to become eligible for the additional incentive. That is, students who have taken advanced placement (AP) courses in math and Life and physical sciences in high school and earned scores high enough on the AP test to receive credit toward the minimum required hours may apply the credit count toward the minimum hours. The amendment would provide additional opportunity for some students to meet the eligibility requirements for math/science incentive. It applies to both the LIFE and Palmetto Fellows Scholarship incentive that is proposed.

House bill 3144 is a student aid bill that amends state code of laws 59-111-41 –et seq to provide free tuition for members of the armed forces and SC National Guard. House bill 3098 would allow students enrolled in and residing on a (two year) campus maintained residence facility to receive SC Lottery Tuition Assistance in addition to state and federal grants, and Senate bill S.7 would allow home schooled students to have their transcripts signed by a parent for LIFE Scholarship GPA eligibility.

Submitted by: Dr. Karen Woodfaulk, Director, Student Services

**Tennessee**

Tennessee Student Assistance Corporation

The Tennessee General Assembly is in session and currently four bills have been submitted to modify the Tennessee HOPE Scholarship. TSAC expects more legislation to be introduced to modify the program. Some areas of which legislation has been introduced include:

* Critical shortage areas of teaching
* Foster child
* Raising the maximum adjusted gross income to qualify for a portion of the scholarship

Tennessee Education Lottery Scholarship Program

Expenditures for 2006-2007 for the Tennessee HOPE Scholarship are currently at $92.4 million. TSAC expects to disburse approximately $172 million to almost 60,000 students for the academic year.

TSAC held a Lottery Scholarship Open Forum on November 21st and invited members of the high school and financial aid communities along with members of the Tennessee General Assembly. There were approximately 40 participants who attended the forum. Various topics ranging from eligibility requirements to overall simplification of the program were discussed.

Tennessee Student Assistance Award Program

A task force is finalizing a recommendation to the TSAC Board of Directors for simplifying the TSAA program. A decision is expected when the meets on March 22nd. In addition to simplifying the program, the task force has been charged with the following:

* Continuing administration as a centralized program
* Advancing the priority application date from May 1 to March 1
* Consolidating the award payment schedule to a smaller number of cells
* Varying the award amounts so there is greater variation between cells

New Loan Forgiveness Programs Available through TSAC

TSAC will add two new programs for the 2007-2008 academic year. First, the Math and Science Teachers Loan Forgiveness Program will be available to Tennessee public tenured teachers who seek an advanced degree in math or science or a certification to teach math or science. This program requires a service commitment of two (2) years for each year of funding received.

Second, the Graduate Nursing Loan Forgiveness Program is designed to increase the number of nurse educators in Tennessee. It encourages nurses to become teachers and administrators in nursing education programs. Recipients will have 25% of the amount borrowed for each year of continuous full-time employment in a teaching or administrative capacity. Part-time employment will allow for 12.5% of the amount borrowed.

Loan Division

This past fall, TSAC’s loan division hosted its first Default Prevention Summit that brought Tennessee institutions together to discuss default prevention initiatives. Attendees moved from table to table to hear discussion leaders describe potential strategies along with target audience, purpose, and benefit potential. Attendees were also invited to play a role in the development of new default prevention initiatives going forward by participating in a new TSAC default prevention advisory group. By all accounts, the Summit was a success.

Since the fall meeting, the Default Prevention Advisory Group has begun work on the initiative that was decided was the highest priority. That initiative is planned to be rolled out within the next few months. The group looks forward to starting the second initiative in the second quarter of 2007.

Compliance Division

Recruitment of school counselors and post-secondary institutions to participate in High School Counselor Internship Program is off to an early start for the summer 2007 program. This NASFAA award winning program is a joint effort between TSAC and TASFAA to provide opportunities for high school counselors to learn more about financial aid and to actually have hands on experience working in a financial aid office. Last year we had 16 high school counselors to participate and 11 institutions to serve as host. Of course, we are hoping that we will have increased participation from our school counselors and post-secondary institutions this summer.

Tennessee’s second College Goal Sunday event is scheduled for February 18, 2007. We have 35 College Goal Sunday sites across the state and over 400 volunteers to date. We expect a record turn-out due to an increase in promotions of the event. Production is complete on a 30: television public service announcement that will be aired across Tennessee and radio PSAs were recorded by 32 legislators during the first week’s legislative session which has sparked interest among them to participate at the sites in their local districts. With the wonderful volunteer spirit of our financial aid community we know we’re going have another successful College Goal Sunday Program.

Business Affairs

The State of Tennessee is in the process of implementing an Enterprise Resource Plan (ERP) to automate the State's financial accounting, procurement, personnel, payroll, budget development, and other administrative business processes into a single database. This will eliminate complex, expensive links between computer systems that were never intended to communicate with each other and will update technology that is, in some cases, 30 years old.

The first phase of integration to the new systems has begun with the financial management and other modules to be implemented in the near future. With more effective and efficient internal processes, TSAC will be able to serve our customers and constituents in a more timely and productive manner.

Communication Services

Several exciting endeavors are underway to improve our outreach and promotional services. We have received final approval to fill two new Outreach Specialist positions, further increasing our ability to serve our constituents more successfully and at a grassroots level. Additionally, we are investigating new electronic mediums with which to reach students, such as chat rooms and texting. A live chat function will be operational on the CollegePaysTN.com site in the near future, enabling students another venue to receive important financial aid and college access information. We will be revamping our website as well, making it more receptive and supportive to the needs of students and parents. Reaching traditionally underserved students is a high priority at TSAC; therefore creation of several programs/projects is underway to address the specific needs of minority, low-income, non-traditional and middle school target audiences across Tennessee.

Submitted by: Robert Ruble, Executive Director

**Virginia**

State Council of Higher Education for Virginia (SCHEV)

Virginia’s financial aid programs received a substantial increase for FY07. Undergraduate need based awards increased by $10.9 million or 12.9 percent; now for FY08, the Governor has recommended an additional increase of $13.8 million.

Virginia adopted a policy that will ease the ability for military family members to obtain the in-state tuition rate. This change puts Virginia in line with 45 other states in providing this benefit. The legislature is now considering whether to expand that benefit to active duty military members.

The 2007 General Assembly is considering a wide variety of financial aid related bills including one that encourages early graduation, community college transfers, as well as Math, Science, and Technology majors.

Submitted by: Lee Andes, Assistant Director for Financial Aid

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

ECMC Foundation

ECMC Foundation announced that it will fund the fifth cycle of its Virginia ECMC Scholars

Program, committing $3 million in scholarships to Virginia public high school students, as well as fund

the second cycle of its Oregon ECMC Scholars Program, committing $840,000 in scholarships to Oregon

public high school students. A combined 640 students now are eligible to earn up to $6,000 each in

scholarships for higher education. The ECMC Scholars Program is designed to increase participation in postsecondary education by economically or otherwise disadvantaged students, and challenges these students to better prepare during their junior and senior years of high school.

The ECMC Foundation has also announced an expansion of TheCollegePlace with two additional locations:

* Richmond, Virginia in cooperation with Virginia Commonwealth University
* Bend, Oregon in cooperation with Central Oregon Community College.

These new centers will be modeled on the original TheCollegePlace in Manassas, Virginia and will provide one-to-one counseling to students seeking to enroll in postsecondary education.

Virginia CAN

At its second annual conference in December, the Commonwealth College Access Network announced it would now be known as Virginia CAN. ECMC, along with SCHEV and VASFAA, was instrumental in the development of Virginia CAN. At the opening banquet, ECMC presented Virginia CAN with a check for $50,000, bringing ECMC’s total contribution thus far to Virginia CAN to $125,000. ECMC is also in the early stages of assessing the interest in creating a similar network of access providers in Oregon.

**Electronic Services Report**

**Leonard Gude, Chair**

**MISSING ELECTRONIC REPORT**

**Special Appointee Report**

**Barry Simmons**

**MISSING ELECTRONIC REPORT**

**Department of Education Liaison Report**

**Greg Martin, Chair**

**MISSING ELECTRONIC REPORT**