



# The SASFAA Newsletter

A Publication for the Members of the  
Southern Association of Student Financial Aid Administrators  
SASFAA on the web at [www.sasfaa.org](http://www.sasfaa.org)

December 2010 - Winter Issue

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## President's Report

### Sandy Neel, SASFAA President 2010-2011

Happy Holidays SASFAA friends!

The turkeys have been stuffed and I bet a few of us too. Now, on to the hustle and bustle of the Christmas shopping, decorating and partying! The holiday season

can be as stressful as the fall start-up in a financial aid office. Trying to find time to fit in all the parties, making sure you have purchased all the perfect gifts and ensuring the perfect dinner is prepared sometimes makes us all forget what the holidays are all about...giving and caring. In financial aid we give and care every single day when we help our students prepare for their future! Financial aid is truly a noble profession!

Speaking of hustle and bustle, Santa's elves have nothing on the SASFAA Conference Committee. They have been busy putting the final touches on the Annual Conference which is right around the corner! Some of us will leave the snow behind while others will travel from somewhat milder temperatures to sunny Jacksonville, FL on February 13-16, 2011 to attend the conference. Many of you have just attended the FSA Conference in Orlando and learned about the new verification rules and SAP changes. You may have left the FSA Conference wondering how you will implement the new changes on your campuses. The SASFAA Conference will not be a duplicate of the FSA Conference, but an enhancement to the FSA Conference. At the SASFAA Conference you will be able to share best practices with your colleagues and plan out strategies for implementation. We will be joined by Jeff Baker and David Bartnicki from the U.S. Dept of Education who will present sessions on Cash Management/Business Office Relationships, DOE Verification, R2T4, SAP Policy, two Pells in the same award year, and the ever popular Top 10 Compliance issues. Of course, Jeff Baker will provide us with the Federal Update. Dr. Laurie Wolf, NASFAA National Chair, and Justin Draeger, NASFAA President and CEO, will be joining us for the conference. Don't miss Justin's session on "How Letters Can Make a Difference in Legislation" and "I'm Just a Bill." Don't forget to register for the conference soon. Sources tell me the hotel is booking quickly!

The board held the October/November full board meeting via conference call. This teleconference meeting was a first for SASFAA! It can be difficult to maintain a quorum on conference calls but the board managed to do it and accomplish what we set out to accomplish. Kudos to Amy Berrier, SASFAA Secretary, for keeping up with everything that was going on with the call! As the Board gets more used to conference call meetings, I am sure we will be able to perfect it and accomplish everything we have done at traditional in-person meetings.

November 7-8, Brad, Keith and I attended the NASFAA Board meeting in San Antonio, TX. We discussed NASFAA sending more representatives to the regional conferences

to give informative presentations. NASFAA and the regional associations would share travel costs for the NASFAA representatives. At this time, the SASFAA Board did not feel that we could financially support more NASFAA guests. NASFAA offered the regional associations the opportunity to join them in their investment portfolio for a total of \$2,000,000. The regions all agreed that more information was needed before a decision could be made. However, with the rate of return that NASFAA has been getting with their financial portfolio, we all agreed it is a great opportunity for financial growth.

As many of you know, I am a strong supporter of our military. This Christmas as you are surrounded by family and friends, please take a moment to remember those women and men who are away from their families this year protecting our rights and freedoms! Have a safe and wonderful holiday season and I will see you in February!

*"Speaking of hustle and bustle, Santa's elves have nothing on the SASFAA Conference Committee. They have been busy putting the final touches on the Annual Conference which is right around the corner!"*



## Secretary's Report

Amy Berrier, Secretary

Minutes from all Executive Board meetings through the September 1, 2010 meeting are posted to the SASFAA website under the "Meeting Minutes" link.

[http://www.sasfaa.org/docs/committees/ExecutiveBoard/minutes\\_index.html](http://www.sasfaa.org/docs/committees/ExecutiveBoard/minutes_index.html)

Additionally, the most recently approved SASFAA Policy and Procedure manual (October 22, 2010) can be found on the SASFAA website. The SASFAA By-Laws Committee has no recommendations for changes to the association's bylaws at this time. The committee has not received any recommendations from others to review. Please do not hesitate to contact any members of this committee if you have a by-law issue you would like us to review.

### Bylaws Committee:

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Tom Morehouse  
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Vickie Montgomery  
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## Treasurer's Report

Jeffrey Dennis, Treasurer

SASFAA Annual Conference 2011 registration has begun. Remember that you are able to pay with a check or credit card. Registration and membership fees may now be paid utilizing PayPal on the SASFAA website. The Credit Card Payment page is under the Member Services section or you can access it directly at <http://sasfaa.org/docs/memberservices/ccpayment.html>. If you have any questions, do not hesitate to send an email to [jdennis@swu.edu](mailto:jdennis@swu.edu). The most recent financial statement

that was presented at the October Board meeting has been posted to the website. To view it, go to the SASFAA website, click on About SASFAA, and then click on Financial Information.

The SASFAA books for the last fiscal year were submitted to the Budget & Finance Committee for review in October. As the 2010 calendar year comes to a close I would like to thank the many SASFAA friends for their continued support. Have a great holiday season!





## Vice President's Report

### Brenda Burke, Vice President

The Professional Advancement committee is finalizing the agenda for the Mid-Level Workshop that will be held prior to the Annual Conference February 13-16, 2011, in Jacksonville, Florida at the Hyatt Regency Jacksonville Riverfront Hotel. The Mid-Level conference is titled "Waterways to the Future: Navigating a New Course for Student Success" and will be on Sunday, February 13, 2011 from 9:00 a.m. to 4:30 p.m.

Agenda items being considered for the workshop are:

#### Federal Resources

- Lesson on IFAP
- Motivating staff when the budget is tight
- Writing policy and procedures
- Counseling students in the electronic generation
- COA budgets and components
- Understanding NPRM's: how to review and respond
- Teamwork: excelling at customer service
- Presentation pitfalls
- Understanding EFC calculations - PJ case studies
- Understanding the ASFAA's (national, state, and regional association roles)

The cost of the workshop is \$50 for a conference attendee and \$110 for a nonconference attendee. The fee covers the cost of meals and materials that will be provided during the workshop.

Stay tuned to the conference site and the listserv for additional information about the Mid-Level training workshop!

Just a reminder about future professional advancement opportunities to put on your calendar that you won't want to miss:

The NASFAA Leadership Conference is an annual program designed for individuals in leadership positions or about to assume such positions. This event will be March 6-8, 2011 at the Westin Grand in Washington DC. The tentative agenda is available on the NASFAA website.

NASFAA is having their Annual Conference titled "Uniting for Financial Aid's Future," July 17-20, 2011, in Boston, Massachusetts at the John B. Hynes Veterans Memorial Convention Center. Watch the Today's News this Winter for more details about the conference.

Information will be available soon for the New Aid Officer's Workshop in Summer 2011! Keep watching the SASFAA listserv for dates and location!



## Past President's Report

### Keith Reeves, Past President

#### Candidates for Elected Offices

The Nominations and Elections Committee met via electronic mail to provide a slate of candidates for elected positions the week of November 28 - December 4, 2010. The committee was charged with providing a slate of candidates for President-Elect, Vice President and Treasurer for the 2011-12 year. The committee approved the slate below, which was accepted by the Executive Board via conference call on Tuesday, December 7, 2010.

#### President-Elect

- Zita Barree, Hampden-Sydney College,  
Hampden-Sydney, VA
- Jeff Dennis, Southern Wesleyan University, Central, SC

#### Vice President

- Runan Pendergrast, Bluegrass Community & Technical College, Lexington, KY

#### Treasurer

- Jody Darby, Chattahoochee Technical College,  
Acworth, GA
- Nancy Garmroth, Spartanburg Community College,  
Spartanburg, SC

You are encouraged to review each candidate's statement of candidacy and biographical information

available in this edition of the Newsletter. You will find that each candidate is exceptionally qualified for their respective positions.

#### Voting

Electronic voting will begin on Thursday, February 3, 2011, which is ten days prior to the opening business session of the annual conference in Jacksonville. Voting will conclude at 3:00pm (Eastern) on Tuesday, February 15, 2011. Once the polls open, all you need to vote is your SASFAA username and password - there will be a link to the electronic voting site on the SASFAA home page. There will be a designated voting station at the conference for those who do not vote prior to attending the conference.

#### Awards

The Awards Committee met via conference call on Monday, December 7, 2010 to review submissions for the Honorary Lifetime Membership Award and the SASFAA Distinguished Service. Make plans to attend the annual conference where we will recognize a few individuals for their outstanding contributions to the Association and our profession.



# President Elect's Report

## Brad Barnett, President Elect

In November I attended the NASFAA Board Meeting along with SASFAA President Neel and Past President Reeves. The regional association President and Past President individuals serve as voting members of the NASFAA Board, while the regional association President-Elects serve on the board but do not have voting privileges.

Those in attendance at the NASFAA Board meeting were the NASFAA National Chair, NASFAA National Chair-Elect, NASFAA Past National Chair, three NASFAA Commission Directors (school individuals), twelve NASFAA Representative-at-Large members (school individuals), the aforementioned regional association representatives, select NASFAA staff, and the NASFAA Finance & Audit Committee Chair (school individual).

The first impression I had of my initial NASFAA Board Meeting is that it functions very much like any other state or regional association board meeting. Going into this meeting I was curious as to how the Board meeting would be conducted since there are paid NASFAA staff members participating. However, I was very impressed with how NASFAA deferred to the elected members of the board and refrained from providing opinions to sway the decision of the board one way or the other. NASFAA staff were very respectful of the fact that the school individuals on the board were elected by their peers to represent the membership, and that this is the membership's board. I found the atmosphere very conducive to conducting the business of the association.

There were many topics up for discussion at the meeting, including, but not limited to the following:

- Gainful employment
- Pell Grant shortfall
- Political climate based on the mid-term elections and some discussions about what the future might hold as it relates to education funding
- Making your (school) administration aware of the benefits of serving on the NASFAA board to garner support
- The federal budget
- The viability of the Perkins program
- NASFAA's new website which is scheduled to launch in the near future
- NASFAA's finances
- NASFAA's partnership with regional associations in training initiatives

NASFAA received approximately 1,000 responses from the recent Administrative Burden survey that was sent to member institutions. The results of this survey are being analyzed and will be useful in demonstrating to the Department of Education and other appropriate parties the burden our offices are experiencing based on some of the current laws and regulations governing the financial aid programs.

Another topic of discussion was an in-depth SWOT Analysis and Modified Growth-Share Matrix (BCG Matrix) NASFAA conducted on itself. It was a pleasure to see NASFAA staff dedicating time and energy evaluating the organization, identifying what works well, what doesn't, and what can work better with a bit of re-engineering. These discussions included everything from the configuration of the NASFAA Board to the various products and services NASFAA makes available to the members. The input the board provided to NASFAA on many items within these reports was well received, and I look forward to the opportunity to work with NASFAA on some of these items as they move forward in their analysis.

Lastly, but certainly not least, Jeff Baker from the Department of Education participated in part of the meeting to provide a federal update and listen to comments and/or concerns from various members. Most of us have heard Jeff speak at various events, but how many of us have had the time to sit down with him in a small group setting to discuss some of the issues at hand? A benefit of serving on the NASFAA Board is that the board has that type of relationship with him, which means we have a forum to discuss issues outside of the normal conference environment.

Overall, I can tell you that NASFAA, like all of our associations, has some challenging decisions to make moving forward in this new financial environment. It is vitally important to the board to continue meeting the needs of the membership, and to do so in a fiscally responsible manner. This was my first NASFAA Board meeting of many to come over the next 2 ½ years, and I look forward to working with the other board members and NASFAA staff as one of your SASFAA representatives.

***“Most of us have heard Jeff speak at various events, but how many of us have had the time to sit down with him in a small group setting to discuss some of the issues at hand?”***



# Agency and Lender Liaison Report

Janet (Sain) Nowicki, Chair

Greetings friends! Attached you will find some tidbits and highlights of issues and concerns for our Agency and Lender representatives that may impact us all. It is still an active legislative season and it will be interesting to see what happens with our programs now that the elections have been concluded and a major shift will occur in Congress. Stay tuned!

## Legislation to Watch: Bills to Allow Bankruptcy for Private Educational Loans

Senators Dick Durbin (D-IL), Sheldon Whitehouse (D-RI) and Al Franken (D-MN) and Representatives Steve Cohen (D-TN) and Danny Davis (D-IL) last April introduced similar legislation in the Senate and House that would make some private educational loans dischargeable in bankruptcy just like any other consumer loan.

The House bill, H.R. 5043, the "Private Student Loan Bankruptcy Fairness Act of 2010", would still protect private educational loans made, insured or guaranteed, or funded in whole or in part, by a governmental unit and loans made under a program for which substantially all funds are provided by a nonprofit. The Senate bill, S. 3219, the "Fairness for Struggling Students Act of 2010",

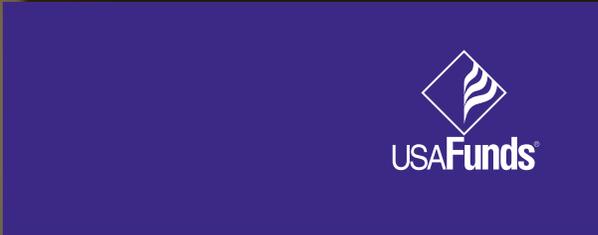
would only protect private educational loans made, insured or guaranteed, or funded in whole or in part, by a governmental unit.

Concerning Congressional action, the House bill has gotten more traction than the Senate. On September 15, the House Subcommittee on Commercial and Administrative Law, part of the larger Judiciary Committee, reported out the bill by a vote of 6 to 3. It will next be considered by the full House Judiciary Committee. It remains to be seen what the trajectory of the bills will be given the outcome of the mid-term elections and subsequent "lame-duck" legislative session.

## ED Approves Military Service Deferment/Post-Active Duty Student Deferment Request Form

The Department of Education (ED) has **approved** a new Military Service Deferment/Post-Active Duty Student Deferment request form for use by borrowers in the William D. Ford Federal Direct Loan (Direct Loan) Program, the Federal Family Education Loan (FFEL) Program, and the Federal Perkins Loan (Perkins Loan) Program. This new

*(continued on page 7)*



## Strategies for Managing Cohort Default Rates

The new three-year cohort default rate calculation will put your debt management and default prevention programs to the test. USA Funds® consultants can work with you to assess your debt management, default prevention and student retention strategies and suggest enhancements that can improve results.

To locate your USA Funds consultant, visit [www.usafunds.org](http://www.usafunds.org) and select "Contact," or call USA Funds at (800) 766-0084.

## Agency and Lender Liaison Report...*(continued from page 6)*

form replaces the Military Deferment Request form that was previously approved under the same OMB Control Number with an expiration date of 04/30/2010.

The form serves as the means by which borrowers in the aforementioned student loan programs apply for a military service deferment that was established by the Higher Education Reconciliation Act of 2005 and allows for borrowers to defer repayment on Title IV loans while they are performing qualifying active duty service or qualifying National Guard duty. According to ED, under original terms of the law, the military service deferment was limited to a maximum of three years, and was available only for loans that were first disbursed on or after July 1, 2001. The College Cost Reduction and Access Act of 2007 (Public Law 110-84) (CCRAA) amended the original terms and conditions of the deferment by eliminating the three-year limit and removing the provision that allowed borrowers to receive the deferment only for loans first disbursed on or after July 1, 2001. In addition, for borrowers whose qualifying active duty service includes October 1, 2007 or begins on or after that date, the CCRAA extended the

time period covered by the military service deferment to include an additional 180 days following the date the borrower completes the qualifying service. The CCRAA also created a new post-active duty student deferment for Direct Loan, FFEL, and Perkins Loan program borrowers who are members of the National Guard or other reserve components of the Armed Forces (including retired members), and who are called to active duty while they are enrolled at least half-time at an eligible postsecondary institution, or within six months of having been enrolled at least half-time. Following the completion of their active duty service and any applicable grace period, these borrowers may defer repayment of their loans for up to 13 months or until they resume enrollment on at least a half-time basis at an eligible school, whichever occurs first.

ED notes that the new deferment form, which expires on 7/31/2013, covers both the military service deferment (as amended by the CCRAA) and the post-active duty student deferment. Current Direct Loan, FFEL, and Perkins Loan program borrowers may use the new form to apply for one or both of these deferments. The new form also collects information that will be used by the U.S. Department of Education's (the Department's) Direct Loan servicers to determine whether a Direct Loan Program borrower qualifies for the "no accrual of interest benefit" for certain Direct Loan borrowers who serve in the military.

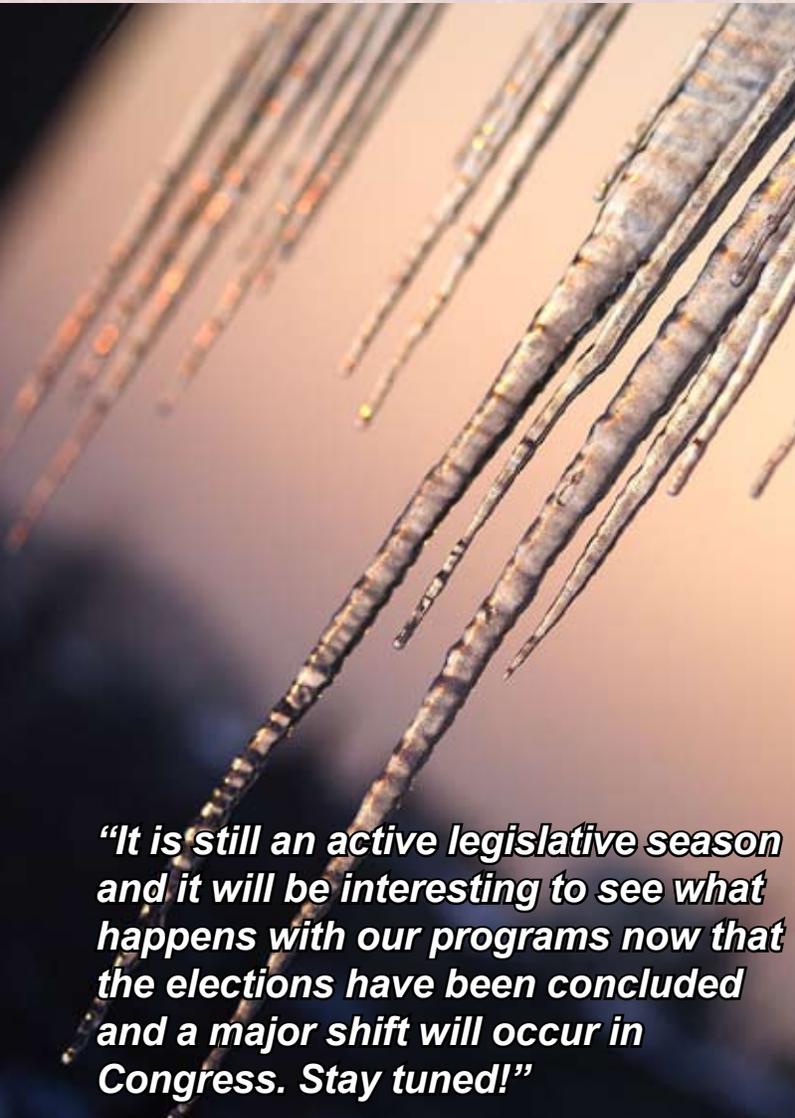
### **ED Provides Details on Direct Loan Transfer Initiative**

The Department of Education (ED) is rolling out a new Direct Loan Transfer Initiative this week that is intended to address split borrower situations in which borrowers have more than one servicer of their Direct Loans and FFEL Purchased Loans. The initiative, which will address approximately one million borrowers who are currently in repayment or in-school status, will begin this week and will continue through the end of December 2010.

The initiative concerns Federal Direct Loan Servicers that include the Direct Loan Servicing Center (ACS) and the four TIVAS: FedLoan Servicing (PHEAA), Great Lakes Educational Loan Services, Inc., Nelnet, and Sallie Mae, who the Department began assigning federal loans to this past June and July.

In the question and answer portion of the electronic announcement, ED highlighted the following key aspects of the transfer:

- Through this initiative, a student or parent borrower who has Direct Loans assigned to the Direct Loan Servicing Center (ACS) and Direct Loans and/or FFEL Purchased Loans assigned to one of the four other federal loan servicers will have his or her Direct Loans transferred to the other servicer.
- In some cases, this one transfer will result in all of a borrower's federally-owned loans being serviced by



***"It is still an active legislative season and it will be interesting to see what happens with our programs now that the elections have been concluded and a major shift will occur in Congress. Stay tuned!"***

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## Agency and Lender Liaison Report...*(continued from page 7)*

one federal loan servicer. In a very small number of cases, the borrower may still have more than one servicer.

### **SLA Survey Highlights Financial Literacy Programs Offered By Guaranty Agencies**

Student Lending Analytics (SLA) has issued an updated survey on the prevalence of financial literacy programs offered by colleges that found 48 percent of colleges provide these types of education programs to their students. Of the schools who responded to the survey (230) and utilize these programs, the top five programs recommended were offered by NEFE/Cash Course, Guarantors (not specified), USA Funds, Texas Guaranteed (TG) and EdFund.

A total of 230 participants responded to the survey, with 4-year school representatives making up the largest group of respondents (43 percent), followed by 4-year public school representatives at 31 percent and 2-year publics at 18 percent.

Schools with financial education indicated that Budgeting (96 percent), Credit Cards (89 percent), Planning for Loan Repayment (80 percent), Protecting Privacy/Identity Theft Prevention (75 percent) and Reading Credit Report (63 percent) were the top five topics covered in education materials. The survey results also show that in person workshops is the most popular way to deliver the content (71 percent), followed by a reference page on the school's website (49 percent), online tutorials (39 percent) and a one-time orientation session (37 percent). Concerning content development, almost 3/4 of respondents (74 percent) indicated that the financial aid office developed the content for the program with guarantors mentioned by 24 percent of respondents.

The survey also found rising interest in financial education programs among school officials. Of those schools who do not currently provide financial education programs, 51 percent indicated they plan to start one over the next 12-18 months. Despite the interest in these types of programs, the survey results show that 66 percent of schools with a financial program did not have any budget monies set aside for this purpose, while 16 percent had a budget less than \$5,000. Reasons given for not offering these programs to students included: no budget, lack of staffing, lack of support from senior administration, limited turnout from previous efforts, low default rate at the school.

### **Senator Lautenberg Introduces Bill to Promote Greater Transparency of the Student Loan Process**

U.S. Senator Frank R. Lautenberg (D-NJ) Wednesday introduced the "Christopher Bryski Student Loan Protection Act (S. 3996)," legislation that would amend the Truth-In-Lending and Higher Education Acts to bring greater transparency to the student loan process for students, their parents, and other loan co-signers. The bill is companion legislation to H.R. 5458, introduced by Representatives John Adler (D-NJ) and approved by the U.S. House of

Representatives on September 28, 2010.

The bill is named after Christopher Bryski, a New Jersey college student who suffered a traumatic brain injury during his third year at Rutgers and passed away after spending two years in a coma. It would ensure that parents and other co-signers are fully informed of their obligations to repay student loans, including in the event of the student's death. As private loans are often not discharged upon a borrower's death, it would also call for all private education lenders to clearly define the obligations of the cosigner and provide information about durable power of attorney, which grants legal authority for decision-making to someone else in the event an individual is incapacitated. Additionally, the bill would require colleges to provide information about durable power of attorney and loan discharge rules to students and cosigners of a loan.

S. 3996 has been referred to the Senate Committee on Banking, Housing and Urban Affairs where it awaits consideration. Text of the bill is not yet available. Regarding its counterpart in the House, the final bill included significant changes from the original version to address questions raised by various groups that questioned the efficacy of continually adding more loan disclosures. H.R. 5458 would:

- Require that institutions of higher education, in conjunction with any student loan counseling to new borrowers and cosigners, provide information with respect to creating a durable power of attorney for financial decision-making.
- Require that institutions of higher education provide first-time borrowers under the Direct Loan Program with information on the conditions required to discharge federal student loans due to death, disability or inability to engage in substantial gainful activity.
- The bill provides that such terms have the same meanings as in section 437(a) of the Higher Education Act and the Department of Education's interpretations thereof. The information also must include an explanation that, for private educational loans, the borrower, the borrower's estate and any cosigner may be obligated for the full amount of the loan in these circumstances.
- Require that, in conjunction with any application for a private educational loan, the lender provide information to the borrower and any cosigner concerning the creation of a durable power of attorney.
- Require that private education loan lenders inform a cosigner of his or her obligations in the event of the death, disability or inability to engage in substantial gainful activity of the borrower and the cosigner.
- Direct the Federal Reserve to prepare model forms for the above disclosures.



# Conference Committee Report

## Brenda McCafferty, Chair

January 9, 2011 will be the last day to book conference-rate hotel rooms. Book today! The 2011 SASFAA Annual Training and Conference will be held in Jacksonville, Florida, February 13-16, 2011. Register today! Don't wait! Plan ahead to visit sunny Florida and you will be energized with knowledge and networking opportunities. A letter from our president supporting the conference is available for you to encourage upper administration to approve your attendance at this training opportunity.

The Department of Education has committed to two general sessions and six concurrent sessions, and an "Ask the Fed" booth in the vendor area. There will be 42 additional sessions available covering topics requested by the membership. There will be something for everyone!!! Brenda Burke, SASFAA Vice President will be hosting a Mid-Level Financial Aid Officer's Training event on Sunday, February 13, 2011. The event will begin at 9:00 a.m. and will end at 4:45 p.m. The SASFAA opening session will feature keynote speaker June Cline. The value of this training event will be off the chart. Don't wait! Visit <http://www.sasfaa.org/docs/conferences/2011/index.html> today and register for the conference, make hotel and travel arrangements, and review the draft agenda.

The conference will kick off Sunday evening, February 13, 2011 at 5:00 p.m. with special guests and June Cline, keynote speaker. First-time attendees are invited to a special reception in the President's suite immediately following the opening session. Monday will begin with an 8:00 a.m. general session and followed by a jammed pack day of current sessions. Dinner will be on your own but please plan to be back at the hotel by 8:30 p.m. to play Family Night Bingo. Be sure to bring your Secret Santa leftover gifts to be used as prizes. All schools and universities are also encouraged to donate a prize to represent their school. You don't want to miss it! Tuesday morning begins with a general session by Jeff Baker, Department of Education, followed

by concurrent sessions, and then Jeff will present another general session that afternoon.

All though the conference committee and SASFAA Board have had to make many cuts this year, we have strived to keep training a top priority of this event and we want you to enjoy the conference. Tuesday evening will be an upscale dinner honoring heroes among us. Dessert will be served following the banquet while a live auction will take place to raise funds for our charity, Wounded Warriors, <http://woundedwarriorproject.org/>. Please help us collect larger items to be donated for the live auction. We already have a donation for a Florida Get Away Weekend, as well as, a few other items. During the conference there will be a silent auction which will begin on Monday morning and be complete Tuesday afternoon. Please bring items for either auction. Cash donations will also be accepted. The Coffee and Dessert/Live Auction will be followed by music from a wonderful band.

Wednesday will wrap-up our conference beginning with another general session and plated breakfast. The speakers will be Justin Draeger, NASFAA President, and the NASFAA update will be given by Laurie Wolfe, NASFAA Chair. Knowing this will be the travel day for most of you, we encourage you to wear comfortable clothes and your favorite collegiate wear.

SASFAA will also be doing a few things differently this year. I ask for your understanding and participation. For example, there will be a volunteer fair in the vendor area. SASFAA is in desperate need of volunteers. There will be a job posting board as well as a family and friend board. Please bring your favorite photos to share news with your SASFAA family.

There is so much more information to share. I want to encourage you to visit the mini-site often to discover new information provided by your conference committee. It's just around the corner and we would love to see you there.

Happy Holidays!!!



# Membership Committee Report

**Bryan Erslan, Chair**

Hopefully, everyone's school year is going well and everyone is preparing for the holidays! Each year SASFAA has a challenge to see which state has met or exceeded the percentage of SASFAA members from the past year to the current year. Here is a breakdown, as of December 6, 2010. Florida is still leading the way, with South Carolina in a close second place. Let's make a push to join SASFAA before the conference. Please encourage others in your state to join SASFAA today! Stay tuned in the next several weeks for a variety of announcements regarding SASFAA Membership.

State	2009-10	2010-11	% Met
Alabama	61	40	65%
Florida	90	87	96%
Georgia	109	83	76%
Kentucky	120	53	44%
Mississippi	41	27	66%
North Carolina	105	91	87%
South Carolina	131	122	93%
Tennessee	114	83	73%
Virginia	102	83	81%
Out of Region	98	62	63%
<b>TOTAL</b>	<b>971</b>	<b>731</b>	<b>75%</b>

As of 2/4/10, we had 755 members for the 2009-10 year. The SASFAA Membership Committee will be having a teleconference meeting late this week to discuss the committee work to be done in the next couple of months.



# Site Selection Committee Report

**Lianne Masterson, Chair**

Eight bids were submitted for review to host the 2012 SASFAA Conference. Initial bids were solicited in July, revised bids were solicited in September. A Bid Information Sheet was compiled with initial and revised room rates, meeting room costs, food/beverage minimums, and other ancillary items (e.g. meal costs, internet fees, parking, etc.) and sent to the SASFAA Board prior to the Conference Call on October 28, 2010.

I am pleased to announce that the Sheraton-Four Seasons in Greensboro NC has been approved by the Board to host the 2012 SASFAA Annual Conference. We are in the process of securing the final contract for signature.

The Site Selection Committee will be looking into the feasibility of hiring (at no charge to the Association) an independent firm to solicit and manage bids in the future. At least one other regional association and several state associations use such a firm in order to maximum their range of potential sites, as well as minimizing rates.

Work has begun on revising the last year of a three-year contract for our final Board Meeting & Transition Retreat to be held in June 2011.



## **AASFAA State Report**

### **Amanda Sharp, State President**

Although AASFAA no longer has a fall conference, there are still excellent training opportunities for our members. This fall was no exception. For the second year in a row, Michael Roberts, U.S. Department of Education Title IV Training Officer, joined us for our Fall Workshop. This is a one-day training event featuring a federal update, more on two Pell grants in an award year, and the latest news on program integrity rules. Michael also fielded questions from a very spirited audience during the "Ask a Fed" session. In addition to the fed presentation, Wendy Hutchins of Sallie Mae led a very informative session on Direct Loan servicing. Fred Carter was on hand to provide information about College Goal Sunday. President-Elect Vickie Adams and Vice President Sharon Williams both did an excellent job in planning, coordinating, and publicizing this training opportunity. Special thanks go Phillip Nelson and Anthony

Richey of Auburn University - Montgomery for hosting the workshop. With over 130 in attendance, the Fall Workshop was a huge success!

The AASFAA Nominations Committee is actively working to complete the slate of nominees for offices of President-Elect, Vice President, Treasurer, and Secretary. Elections will be held during the 2011 Spring Conference. Our goal is to present a dual slate of candidates for all offices.

The 2011 AASFAA Spring Conference will once again be held at the beautiful Lake Guntersville State Park. We were fortunate in that we will be able to keep the same low room rate for this conference that we enjoyed in 2010. The staff at Lake Guntersville has been great to work with. AASFAA does not have any outstanding contracts for conference sites. The upcoming Site Selection Committee will review potential sites for the 2012 conference.

## **KASFAA State Report**

### **Dave Cecil, State President**

It's hard to believe that the holiday season is already upon us and the KASFAA year is flying by! KASFAA's fall conference was held October 13-15 in Louisville, and was a great success. The theme was KASFAA - Blazing New Trails, and program co-chairs Jennifer Priest and Aaron Gabehart, along with the program committee, made it a worthwhile professional opportunity. Among the highlights of the conference were Federal Training Officer David Bartnicki's enlightening and entertaining presentations.

Finances remain at the forefront of the minds of KASFAA's leadership, and the program committee did a wonderful job of cutting costs wherever possible, while still providing a quality conference. Ten vendors exhibited at the conference which exceeds the number that appeared at the Spring 2010 conference. The conference was filled with lots of good sessions and valuable networking, and approximately 180 KASFAA members were in attendance and were treated with a SASFAA update from Sandy Neel.

KASFAA fall training events have been underway, with ten High School Counselor Workshops at locations across the state throughout the month of November. The NASFAA training workshop will be held in Frankfort on December 9, with Heather Boutell and Cindy Burnette providing instruction. Plans are also in full swing for College Goal Sunday to be held in Kentucky on January 30, 2011. KASFAA will offer assistance to families in filling out the FAFSA at 21 sites in 18 Kentucky communities on that day.

The KASFAA program committee meets on December 9 to begin planning the Spring 2011 conference, which will be held in Lexington at the Crowne Plaza (Campbell House) Hotel April 6-8. Spring co-chairs Jennifer Priest and Laura Smith will lead this effort.

Many other KASFAA committees are hard at work planning events such as the KET Call-in Show, Financial Aid Awareness Month, and the Support Staff Workshop. In addition, KASFAA's online election will take place in late January and early February. Be sure to watch the website ([www.kasfaa.com](http://www.kasfaa.com)) and listserv for announcements about these and other KASFAA happenings!



# MASFAA State Report

## Donna O'Quinn, State President

I suppose the old adage "better late than never" holds true for all sorts of things, including the MASFAA Transitional Board meeting! I want to thank all of the elected MASFAA Board members, committee chairs and the MASFAA membership for your patience and understanding for the delay in getting the business of MASFAA underway for the 2010-2011 year. Unexpected illnesses and extended recovery periods of board members followed by fall registration led to a delay in our being able to plan an earlier meeting where everyone could be included.

Thankfully, everyone is doing well now and the MASFAA Transitional Board meeting was held on October 19, 2010, at the Hinds Community College Lodge at the Eagle Ridge Golf Course in Raymond, Mississippi. The meeting was extremely productive with numerous agenda items being discussed, voted on, and approved by the voting members of the Executive Board.

Among the business matters discussed and approved included a call for a full audit of MASFAA accounts and records. It was determined during a discussion by the board that a full audit had not taken place in at least two years and that it was appropriate and in accordance with the organization's policies for this matter to be rectified. Another issue that was brought forward and approved was the decision to bring before the MASFAA membership at the upcoming annual conference in June 2011 an amendment to the bylaws to increase MASFAA membership dues to thirty dollars from the current rate of twenty dollars. This would bring MASFAA's membership dues more in line with current SASFAA membership dues, but more importantly, this would also bring more revenue to MASFAA in a time when the organization has lost a great deal of revenue due to dramatic changes in the industry. The board felt that the increase in membership dues was warranted due to the loss of vendor/sponsor support as well as the need for revenue to continue to carry on the mission of MASFAA to provide training for financial aid professionals throughout the state so that they in turn could continue to meet the needs of students and their families.

Additionally, the call was made for members of the board to estimate their budget expenditures as frugally as possible for the upcoming year and to submit that information to -Brett Barefoot, MASFAA Treasurer, so that he could begin working on the 2010-2011 budget. The goal is to have a balanced budget, but it will take everyone working together to make this happen. The key word is going to be "frugal" in this budget building process.

A new member was added to the board in a special capacity. At the board meeting prior to the 2010 annual conference, the board voted to change the position of State Aid Committee Chairperson to State Aid Liaison. We decided that if MASFAA had someone sitting on the board from the State Office of Financial Aid serving as a liaison from that office, we could perhaps open the door to better communication between our organization and the state. When I mentioned this idea to Jennifer Rogers, the Director of State Student Financial Aid at the Institutions of Higher Learning, she wholeheartedly agreed and volunteered for the position herself.

Some exciting news for members resulting from the meeting is that we finalized plans for the location of the 2010-2011 annual conference. Apparently, everyone behaved themselves quite well this past June at Hollywood Casino in Bay St. Louis, MS, because they invited us back, and they made the deal even more attractive! Room rates have dropped from \$119.00 to \$89.00 and they have lowered minimum food costs significantly as well. Based on the deal offered by Hollywood Casino, the board voted to hold the 2010-2011 conference back on the Gulf Coast. The dates for the annual conference will be the week of June 13-17, 2011. Members will be receiving more information through MSMasfaaL listserv as plans are finalized.

My mother often reminds my father that he needs to remember that behind every good man is a good woman. I think that holds true for a leader as well. Behind every good leader is a good Board, and I believe I have one. I want to remind you of who they are. MASFAA's President-elect is Seph Anderson from the University of Mississippi, Past President is Searcy Taylor from Mississippi Gulf Coast Community College, Vice President is Leslie Smith from Copiah Lincoln Community College, Secretary is Cindy May from the University of Mississippi, Treasurer is Brett Barefoot from the University of Mississippi, our Member at Large is Nicole Patrick from the Mississippi University for Women, and our three Directors are Bruce Crain from Mississippi State University, Jim Flippin from TSAC, and Bob Walker from Itawamba Community College. These professionals compose MASFAA's Executive Board.

***"Some exciting news for members resulting from the meeting is that we finalized plans for the location of the 2010-2011 annual conference. Apparently, everyone behaved themselves quite well this past June at Hollywood Casino in Bay St. Louis, MS, because they invited us back, and they made the deal even more attractive! "***

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## MASFAA State Report...*(continued from page 12)*

In addition to the members of the Executive Board are the professionals who serve on the board as Committee Chairs. These special volunteers are listed below.

Lanell Bryant, The University of Southern Mississippi  
Greg Windham, Northeast Mississippi Community College  
Marilyn James, Mississippi State University - Meridian Campus  
Carrie Cooper, Hinds Community College  
Saadia Ridgle, Mississippi Gulf Coast Community College - Perkinston  
Winifred Perdue, Mississippi University for Women  
Nicole Patrick, Mississippi University for Women  
Seph Anderson, University of Mississippi  
Searcy Taylor, Mississippi Gulf Coast Community College - Jefferson Davis  
Wendy Hutchins, Sallie Mae  
Jennifer Rogers, IHL  
Leslie Smith, Copiah Lincoln Community College

Archives  
Audit and Finance  
Co-Conference  
Co-Conference  
Diversity  
Legislative  
Membership and Electronic Services  
Newsletter  
Nominations/Planning  
Site Selection/Vendor/Sponsor  
State Aid Liaison  
Training

The Board also voted to postpone our usual fall training program usually held in October or November until a spring training session to be held in March due to time constraints. The major topics of discussion with regard to training issues still seem to be year round Pell and COD issues, particularly with respect to Direct Loan processing. We are in the process of seeking assistance from various sources with regard to trainers for our spring training session with respect to these two issues.



Multiple loan programs?  
Multiple servicers?  
Climbing CDR?

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To learn more, visit [www.tgslc.org/SASFAA](http://www.tgslc.org/SASFAA).

**TG**<sup>TM</sup>

# NCASFAA State Report

Paul J. Coscia, State President

I hope everyone had a great start to the new academic year. Once again we have embraced change and have provided the best possible service to the students and parents throughout North Carolina. In March of 2010, the Healthcare and Education Reconciliation Act became a reality and on July 1, 2010 we saw the end of the Federal Family Education Loan Program. Whether our schools were already participating in the Direct Lending Program or whether it was a new beginning, we all worked diligently throughout the summer to ensure that our students and parents had a painless transition. Throughout the state we all pulled together to help one another with the transition. It was an exciting and proud time to start my presidency.

The changes in the lending industry also brought new issues for NCASFAA. The NCASFAA Board was faced with the prospect of possible dwindling vendor support. As a result, we made the difficult decision to have only one conference in 2010-2011. Even with elimination of the Fall Conference, I wanted to make sure that NCASFAA still provided the best possible training and support to its membership. I charged the Professional Advancement - One-Day Workshops chairs, Jennifer Pickett and Rachel Cavanaugh and Legislative Advisory Chair, Amy Berrier, with the task of providing such training. My expectations were far exceeded by all three of our colleagues. This fall we had three extremely informative webinars, all of which were hosted by NCSEAA. Thank you NCSEAA for your continued support!! On September 29th we presented a webinar on "Year Round Pell" facilitated by our own Immediate Past President, Lisa Koretoff. On October 28th Sharon Oliver, from NCCU, facilitated a webinar on "Direct Loan Reconciliation." On November 30th Brenda Long, from Carteret Community College, facilitated a webinar on "Loan Awards and Disbursements." This upcoming December 16th Dana Kelley, from NelNet, will facilitate our last webinar of 2010 on NSLDS. Please keep an eye out for webinar opportunities in 2011.

The November 12th Federal and State update was a great success! 241 members from around the state registered for the one day event. I am extremely proud

of all the hard work that both Jennifer Pickett and Amy Berrier put forth to ensure that all NCASFAA members in attendance received the most up-to-date information. What a line-up!! The presenters for the day were: David Bartnicki, Region IV Trainer with the United States Department of Education; Steve Brooks, Executive Director of NCSEAA; and, William Cox, Deputy Director of Grants, Training, and Outreach at NCSEAA. Again, I send our deep gratitude to Steve, Elizabeth and William for finding the time to help us on that day. I would also like to thank the University of North Carolina at Greensboro for hosting us in the Cone Ballroom of the Elliott University Center.

Our Spring Conference Chair, Rose Mary Stelma, and her committee have been hard at work preparing for our Spring 2011 Conference at the Hilton Wilmington Riverside Hotel in Wilmington, North Carolina. The conference will take place Monday, April 18, 2011 through Wednesday, April 20, 2011. We are all looking forward to the training opportunities that await us this spring in Wilmington.

This year I asked Mike O'Grady to return to the board as the chair of the Veterans' Task Force. All of us are seeing an increase in the number of men and woman returning from Afghanistan and Iraq. It is very important to me that these men and woman receive the best possible service from us and others upon their return to the states. Mike has been working on both the regional and national level researching ways in which we can help financial aid professionals. I look forward to what training and information will be available to us in the spring.

So here we are, the beginning of December...the great financial aid machine is well oiled and ready to start-up the 2011-2012 cycle. My hope is that you can find time to take a deep breath and allow yourselves to be both humbled and honored by what we have been able to do, for yet, another year. We have been able to help thousands and thousands of North Carolinians enter college this fall.

I will never get tired of saying what an honor it is to serve as President. If you have a question, idea or a concern, please e-mail at [pcoscia@guilford.edu](mailto:pcoscia@guilford.edu).

# SCASFAA State Report

Jeff Holliday, State President

SCASFAA held its New Aid Officer's Workshop October 29th in Columbia at the Midlands Technical College-Northeast Campus. This workshop was designed for the Financial Aid Professional who has less than five years experience. This year the workshop offered a second day for those who have more than five years experience but needed a refresher. Both the New Aid and Intermediate Workshops were well attended which gives us hope as an association

that membership trends may begin climbing again.

Our Vice President, Kenneth Cole from USC-Lancaster, has also been busy coordinating a Fall Update delivered through our State's Tech Net system. The fall update consisted of presentations on our state programs as well as a Federal Update from David Bartnicki. This video

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## SCASFAA State Report...*(continued from page 14)*

conferencing technology found at our Technical and Community Colleges allows us to keep our costs low and give our membership the opportunity to stay close to their home institution instead of driving to Columbia for training. Again, this update was very well attended and was presented at no cost to our membership.

Another great opportunity for training is available on December 9th through our Diversity Committee and Chair Rosalind Stevenson from USC-Lancaster. This year's Diversity Workshop is entitled, "Ripped from the Headlines." Topics to be covered include Bullying of LGBT students, an awareness of Religious/Cultural Differences, and a roundtable discussion on how to address concerns such as SAP when minority students are involved.

If you read my first three paragraphs you may be inclined to think that USC-Lancaster was the only school whose staff was involved in SCASFAA this year! To the contrary, our membership represents a diverse and wonderful group of Financial Aid Professionals from public to private, 2- to 4-year and everywhere in between.

Aria Simmons of Denmark Technical College is serving as our Program Chair for 2010-2011. Aria and her committee are beginning to put together the agenda as well as working in preparing the menus and all the millions of little things that have to be coordinated in order to have a successful Conference Program. We are excited about

having it this year in Columbia and hope that this will allow many more of our members to join us.

Our Sponsorship Chair this year is Sarah Dowd from Central Carolina Technical College. She may have the most challenging job on the SCASFAA board! Anyone who knows Sarah knows that she is up for any challenge and has an infectious, positive personality that she brings to our board meetings.

Finally, allow me to share an exciting item that came out of our most recent board meeting. SCASFAA has a Treasurer-Elect position that I believe has been around since 2008. While this fills a necessary role in the Association, the transition from Treasurer-Elect to Treasurer has left us with questions on how best to train our Treasurer-elect during this important year. Our President-elect, Allison Sullivan, USC-Upstate, has agreed to lead an initiative to structure training for our newly elected Treasurer-elects so they can hit the ground running during their tenure as Treasurer. We hope to have this ready for implementation early in the spring and further, we hope it will serve as a model for other state associations.

Thank you to all membership, volunteers and others in the state of South Carolina who have agreed to get "In the Middle of It All" and serve our students with professionalism and integrity.

## TASFAA State Report Sandra Rockett, State President

Tennessee has had a good year so far. Training has been offered to our members. By partnering with the Tennessee Student Assistance Corporation, we were able to combine the NASFAA Fall Training Series with state and federal training. All committees are functioning and in the process of finalizing their goals for the year.

The TASFAA President represented TASFAA at the TSAC Board of Directors Meeting in Nashville on September 16, 2010.

Wanda Emfinger, Training Chair, and her committee, along with TSAC staff, coordinated the Fall Training Workshops offered across the state. The training was tremendously successful due to the efforts of everyone involved. This includes the Training Committee, TSAC staff, presenters, and anyone else involved in the planning. At all combined locations, 206 people registered for the training. Due to room capacity, people were turned away at the Knoxville location. It seems obvious that fall training is needed and wanted by our members.

TASFAA was audited by the Internal Revenue Service in November, 2010. A clean audit report has been verbally received; the written report is to follow. Thanks to our Budget and Finance Chair, Cara Suhr, for coordinating the audit details.

The new web site [www.tasfaatn.com](http://www.tasfaatn.com) is working well for us. Members registered for the training and board members

registered for the board meeting via this site. There have been a few details to fine tune, but overall we are satisfied and happy that we made the change.

The President participated in a SASFAA Board Meeting via conference call on October 28, 2010.

The President participated in Lottery Stabilization Work Group meetings via conference call on November 10 and 30, 2010.

The TASFAA Board met at the Cool Springs Marriott in Franklin, Tennessee, on November 18, 2010. The next TASFAA Board Meeting will be on April 10, 2010.

The Spring Conference Committee, chaired by Jeff Gerkin met on November 19, 2010, at the Cool Springs Marriott.

The Spring Conference will be held April 10-13 at the Cool Springs Marriott in Franklin, Tennessee.

## VASF<sup>AA</sup> State Report

### Heather Hollandsworth, State President

Virginia is fast out of the gate this fall and winter and working hard to ensure that the membership has opportunities for training and networking. Sometimes just having the chance to sit with a colleague and hash out do's and don'ts can be rewarding!

So, here is the scoop!

On November 12, 2010 we are hosting a drive-in training session at Liberty University in Lynchburg, Virginia. We are pleased to have Greg Martin from the Department of Education, Lee Andes and Melissa Collum-Wyatt from the State Council of Higher Education in Virginia, and our own SASFAA President-Elect, Brad Barnett, presenting on various topics. With the new Federal Register just published, we are all anxious to learn more of the changes in our profession and to be able to have an opportunity to ask questions of the federal and state representatives is amazing!

The Conference Committee is also off to a great start. The VASF<sup>AA</sup> Board met in early October at the conference hotel and the conference chairs, Kerrie Roth and Jeni Rone, were able to attend to really start making plans for next year's event. Mark your calendars for our annual conference that will be held on May 18-20, 2011 at the Westin in Richmond, VA. More details to come!

The Awareness Committee, led by Shawn Thomas, is still busy planning for Super Saturday, which will be held on February 5, 2011. We are fortunate to have received another College Access Challenge Grant (CACGP) to

help with our Super Saturday efforts. The CACGP will allow VASF<sup>AA</sup> to promote financial aid awareness in new and exciting ways. This committee is working hard to find avenues to promote, advertise, and showcase this very important program. VASF<sup>AA</sup> is proud to work with families in order to give them a good head start in the filing process.

The Secondary Schools Relations Committee, under the leadership of Julie Nix, has been able to forward information regarding our Guidance Counselor Workshops across the state to all high schools in Virginia. Workshops are being held between mid-November to mid-December at over 9 sites across the state.

The Focus (formerly Diversity) committee, led by Anita Aymer, is also working on showcasing our veterans at our next conference. We are pleased to have a wonderful guest speaker already lined up to share some information for our vets and military dependents in Virginia.

The Government Relations Committee is also keeping us informed through our listserv of all new changes and happenings on the Federal and State level. Thank to Mike Hawkes for taking such a task under his wing!

A big thanks to Michael Poma as well for spearheading the Development Partners committee this year and is working hard to have our vendors and sponsors commit support funds to VASF<sup>AA</sup>. In this economy this is becoming a more daunting task but Michael is doing a great job!

I am so pleased to work with such amazing people like our VASF<sup>AA</sup> and SASFAA members. Keep up the good work!

## Cultural Enrichment Without Leaving Your Campus

### Dee Talley, 2020 Committee Member

Do you want to expand your horizons by visiting other countries outside of the U.S. and learning the traditions and cultural of countries completely different from your own? Perhaps this is something you would really like to do, but can't afford the expense. What if you were able to travel to other countries and experience different cultures without having to leave campus and without any expense? The employees at the University of Alabama at Birmingham (UAB) can experience this unique opportunity due to a new program sponsored by the UAB Office for Equity and Diversity and the UAB Office of Human Resource Management in collaboration with the UAB Diversity Council and the UAB Affirmative Action Officers and Diversity Contacts.

The UAB Diversity PASSPORT Program was developed to encourage employees to explore ways to increase and enhance their involvement/interest in diversity activities/issues; experience new ways of thinking and views different from their own; engage regularly in diversity-based activities; create an inclusive and welcoming environment and to contemplate and share their experiences. Participation in the program is voluntary. The program runs on an annual

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## Cultural Enrichment Without Leaving Your Campus...*(continued from page 16)*

basis beginning in January and ending in December. To participate, employees are required to register on the PASSPORT website. Once registered, the employees are connected to the Diversity Learning Community and are able to receive valuable updates, announcements, communications and resources.

Each employee (or traveler) creates a "passport" when he/she registers for the program and becomes an official traveler. The passport is the exclusive property of the traveler and remains his/her personal property. Posted on the website each month is a national or international theme, heritage celebrations, and holidays, religious, cultural and/or other events that highlight opportunities to learn something new. For travelers that are unable to attend programs during the workday, the website offers a section called "On Your Own". This section offers suggestions of things the traveler can do on his/her own at anytime. The ideas include ways to learn about a lifestyle, culture, celebration, observance, etc., that may be different from his/her own. The traveler can come up with his/her own activities as well.

Each month, the traveler participates in at least one activity or event. Then, the traveler writes down what he/she did for the month in the space provided in his/her passport. These notes can include the activity/event that

was participated in as well as what was learned from the experience. This reflection exercise can help the traveler record new insights and can be a way to express new ideas, information and perspectives. After completing the activities for the month, the traveler validates his/her experiences by telling someone about what he/she did, what was learned and what he/she will do differently based upon what was learned. There is a section in the passport for the traveler to record how he/she will apply what has been learned. After sharing the experiences with another individual, the traveler can have the individual sign his/her passport in the "Validation Area" as a way of validating the traveler's experiences.

The inaugural year for the UAB Diversity PASSPORT Program is 2010. When the program ends in December, the traveler can evaluate his/her experience with the PASSPORT program by submitting observations/suggestions on the website. All PASSPORT travelers for the year will be invited to a UAB Diversity PASSPORT Reception where they can all come together to share their experiences. Sharing their stories will give them important insights into life lessons and will foster appreciation, respect and true collaboration. What a unique travel experience!

## Medical School Enrollment Shows Diversity Gains Press Release, Contact: Lesley Ward, 202-828-0655, lward@aame.org

### Number of First-Time Applicants Also Up, Demonstrating Interest in Medicine as a Career

Washington, D.C., October 13, 2010 - More minorities enrolled in U.S. medical schools this year, according to new data released today by the AAMC (Association of American Medical Colleges). While total enrollment increased by 1.5 percent over 2009, to 18,665 students, all underrepresented racial and ethnic groups saw gains in 2010.

The most significant growth in minority students was in the percentage of Hispanic males who entered medical school this fall. Hispanic male enrollees increased by 17.1 percent, while Hispanic female enrollees increased by 1.6 percent from last year. Total Hispanic enrollment was up 9 percent. The total enrollment for black/African Americans grew by 2.9 percent over 2009. While the number of American Indians attending medical school is small, this year's enrollees grew by 24.8 percent. These diversity gains in enrollment were spread across all regions of the country. The largest increase was in the West, which saw underrepresented minority enrollment grow from 14.4 percent in 2009 to 16.1 percent this year.

"Improving the diversity of U.S. medical students will be a driver of excellence in our health care system," said AAMC President and CEO Darrell G. Kirch, M.D. "We are very encouraged that more minority students are pursuing

***"The growth in first-time applicants demonstrates that medicine is still a compelling career choice for many individuals. A strong and robust applicant pool is essential for medical schools to continue to expand enrollment, and work to address the nation's physician shortages..."***

a career in medicine, and hope that these strong gains continue in the years ahead."

This year's AAMC data also revealed that the total number of first-time applicants to medical school increased by 2.5 percent, to 31,834, over the 2009 total of 31,063.

"The growth in first-time applicants demonstrates that medicine is still a compelling career choice for many individuals. A strong and robust applicant pool is essential for medical schools to continue to expand enrollment, and work to address the nation's physician shortages," added Kirch.

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## Medical School Enrollment Shows Diversity Gains...*(continued from page 17)*

The overall medical school applicant pool saw a slight increase again to 42,742 over the 2009 total of 42,269. The gender breakdown for both applicants and enrollees was 53 percent male versus 47 percent female. Except for a slight decrease in black/African American applicants (0.2 percent), applications from all underrepresented minority groups increased or remained steady.

Additional highlights:

- Hispanic/Latino applicant numbers grew from 3,061 in 2009 to 3,271 in 2010, representing a 6.9 percent increase. The number of Hispanic male applicants grew by 15 percent, and the number of female Hispanic applicants remained the same as in 2009.

- The total number of American Indian applicants increased by 9.5 percent. There were 379 applicants in 2009 and 415 this year.
- Asian American applicants rose by 3.2 percent, while enrollees increased by 2.4 percent over 2009.
- Male applicants (22,534) to U.S. medical schools continued to outnumber female applicants (20,207) in 2010.

## Honoring A SASFAA President Helps A Student!

In June 2010, the 2009-2010 SASFAA Executive Board elected to offer a scholarship to a Bellarmine University student in honor of Past President Heather Boutell's service to SASFAA and its members over the years. Heather Boutell was honored to present the check to Janaya Nelson, a junior nursing major at Bellarmine with a 3.73 GPA.

Janaya was facing a change in her financial circumstances, and was deciding between leaving college altogether due to finances, or transferring. Janaya was a work-study student in the Office of Financial Aid and loved Bellarmine, but wasn't sure if she should or could stay. Janaya stated, "When Mrs. Boutell heard of my situation she was more than ready to help. Mrs. Boutell offered me the SASFAA Past President Scholarship and found other ways to make it financially possible for me to continue my education at Bellarmine University. The obvious fact is that this scholarship, given to me by Mrs.

Boutell, helped me afford to continue my college education at a school I loved. The not so obvious fact is that when Mrs. Boutell offered me this scholarship, it was a source of encouragement. When Mrs. Boutell told me of my selection for this scholarship, I felt that she valued my education as much as I did. Her confidence in me that I could succeed at Bellarmine if I stayed meant more to me than the financial portion. Words will never express how truly grateful I am to Mrs. Boutell for all of the help that she has given to me. It is very encouraging to know that there are people like her and organizations like SASFAA that make it their goal to help students in situations like mine."

Heather Boutell thanked the 2009-2010 SASFAA Executive Board for honoring her service in a manner that could actually benefit someone else. She is truly grateful for her experience with SASFAA and wants its members to know the funding truly made a difference in one student's life.

## SASFAA To Help Wounded Warriors At 2011 Conference Monica Stam, Local Arrangements Committee Chair

Can you believe the holidays are almost here? The SASFAA Annual Conference will be here before we know it also. Your Conference Committee has planned an exciting evening for you on Tuesday, February 15th. In addition to the awards ceremony and banquet there will be a live and silent auction. All proceeds from the auction will benefit this year's charity, the Wounded Warrior Project. The mission of the Wounded Warrior Project is to honor and empower wounded warriors. To learn more about this wonderful organization please go to [www.woundedwarriorproject.org](http://www.woundedwarriorproject.org).

As you do your holiday shopping this year, why not pick up something extra for the auction? If you do, your

generosity will be felt way beyond this holiday season. What a way to start 2011!

Please contact me at [monicas@nslp.org](mailto:monicas@nslp.org) if you have an item that you would like to donate. I will need the name of the item, short description, and approximate value (in order to know where to start the bidding). Let's show the Wounded Warriors how much we appreciate what they have done for our country by having a great auction. Have a safe and happy holiday season.

# Student Loan Default Rates: What Every School Needs To Know

Heather Kerrigan, NASFAA Web Reporter/Editor

The Department of Education plans to release unofficial three-year cohort default rates (CDRs) later this year or in early 2011 as it prepares to implement provisions in the Higher Education Opportunity Act of 2008. The change from a two-year to a three-year CDR is expected to dramatically increase CDRs anywhere from 30 to 50 percent for most schools when it is implemented in 2014, according to internal test calculations performed by the Department.

Once the three-year CDR is implemented, any school with a CDR equal to or greater than 30 percent must establish a default prevention plan in accordance with Department regulations. Moreover, the first year a school's CDR is 30 percent or more, the school must establish a Default Prevention Task Force. Noncompliance can lead to a loss of eligibility to participate in Pell, Title IV and Direct Loan programs.

Between now and 2014, the Department plans to publish unofficial three-year CDRs to help schools prepare for the stricter default standard. NASFAA and the Department are encouraging aid administrators to begin collaborating with the institution's administration and colleagues today to ensure campuses dedicate sufficient resources to help borrowers avoid default to avoid the negative consequences of a high CDR. Failure to plan early could result in immediate Title IV sanctions or program participation limitations effective late September 2014.

There are significant internal challenges that institutions may face when trying to prevent default. While loan counseling is highly recommended, a record number of college students are applying for aid which dramatically increases a financial aid offices' workload and decreases the availability of one-on-one counseling. A smaller institutional budget leading to less staff and fewer resources also leaves less time for counseling students. Add to this new Congressional regulations and declines in default prevention partnerships, and many schools are facing a perfect storm.

There is no silver-bullet solution to keep the CDR low. Instead, financial aid offices must help campus leaders, lawmakers, policymakers and the public fully understand all the factors that contribute to default so comprehensive and coordinated strategies can be implemented to help struggling borrowers. Student loan default is not a financial aid office issue. It is a campus-wide student success issue on which early planning can have a direct, positive effect.

Some recommended default prevention steps include:

- Remedial education to help students who are not academically prepared for college success
- Academic counseling for students with low grade-point averages
- Institutional grant aid provided to needy students to reduce borrowing and debt levels

- Financial aid counseling to ensure that students only seek loans after exhausting all eligible grant aid and work-study options, and don't borrow a penny more than they need
- Loan entrance counseling that ensures borrowers understand all loan terms, repayment obligations and options, and the consequences of default
- Loan exit counseling to refresh borrowers as they get ready to leave school and enter repayment
- Financial literacy education to help borrowers understand budgeting, money management, and the basics of personal finance

The success of an institution is intrinsically tied to the success of its students, so financial aid administrators - and others at the school - must do everything they can to ensure borrowers have the tools they need to make prudent borrowing decisions and successfully repay their loans.

While an institution can put these prevention methods into place, there are factors out of a school's control that present challenges.

"Issues such as high unemployment rates and family income can't be controlled by colleges," said NASFAA President Justin Draeger. "However, colleges and universities should embrace the concept that they can have a positive impact on student loan repayment rates by helping struggling students succeed academically; helping them set realistic expectations in terms of salary and work goals; and by counseling them on smart borrowing, repayment options and avoiding default."

It is imperative that an institution develop and implement a plan to address loan default today in order to avoid Title IV sanctions and limitations with the onset of three-year CDRs. Remember that today's students will be borrowers in repayment when the Department switches to the three-year default rate. Additional efforts to inform and assist these students can have a positive impact on their ability to repay their loans in the coming years.

To help keep default rates low, NASFAA and the Department of Education offer various informational tools for schools and borrowers including:

- CDR Information for Institutions (Department of Education) <http://www.nasfaa.org/publications/2010/eaofficialcdr091410.html>
- What Borrowers and Families Need to Know to Avoid Student Loan Default (NASFAA) <http://www.nasfaa.org/publications/2010/prdefaultavail090710.html>
- Student Loan Default Facts and Repayment Tips for Struggling Borrowers (NASFAA) <http://www.nasfaa.org/defaulttips.html>

# Veterans - Life After Service

Dee Talley, 2020 Committee Member

Last year the SASFAA 2020 Committee created a sub-committee called the Veterans Task Force. The task force was created for several purposes: to educate SASFAA members about the unique needs of veterans entering post-secondary education; to identify common access challenges or barriers to enrollment and matriculation into college, and to identify successful campus strategies for integrating veteran students into the college community. The committee has contacted several schools in the SASFAA region in an effort to locate schools that have innovative and unique programs for its veteran students. There are many schools that have made the effort, and one such school can be found in the great state of Alabama.

The University of Alabama (UA), located in Tuscaloosa, Alabama recently developed a program specifically geared toward veteran students. The program is called VETS (Veterans Education and Transition Support Initiative). This program combines resources from several departments to provide services to assist members of the Armed Forces to make a smooth transition from the military to civilian life. According to the UA VETS website, "Veterans often face numerous challenges as they transition from soldier to civilian, and those seeking academic pursuits either as returning students or first-time enrollees often face even greater challenges. The purpose of the VETS program is to assist student veterans with their individual and unique transition from military to civilian student as they persist to graduation through innovative academic programs,

mentorship opportunities, and other engagement activities".

Under the auspice of the Office of the Dean of Students, there are six programs available to meet the needs of veteran students. The programs are: On-Call Dean Program, Student Judicial Affairs, New Student Programs, Graduate Student Services, Women's Resource Center and Campus Ministries. Other offices that work to support veterans include Disability Services, Counseling Center, Academic Support, Crossroads Center, Equal Opportunity and the Center for Community-Based Partnerships. These programs and offices provide educational resources and networking opportunities to veteran students, and advise them on veterans-related issues. Veteran students can join the Campus Veterans Association (CVA), which is a chartered UA student organization whose purpose is to welcome student veterans and facilitate their transition to civilian student life at UA. The VETS initiative includes a VETS Advisory Board which has representatives from the UA faculty, administrators, student veterans and community partners. The purpose of the board is to provide counsel to VETS on veterans-related issues. Other groups that assist veterans include external veterans groups and the UA National Alumni Association.

The Coordinator of the VETS initiative is Gwendolyn Hood in the Office of Equal Opportunity Programs. For more detailed information about the program and the services it provides to veteran students, please visit the VETS website at <http://vets.ua.edu>.



## Statement of Candidacy for President-Elect Zita Barree

### Candidate Statement

It is with great honor and enthusiasm that I accept the nomination for SASFAA President-Elect. I have worked in financial aid for over twenty years in the state of Virginia, in various positions in the two-year public, four-year public, four-year private and lending sectors. These experiences have provided me the skills necessary to lead SASFAA during these very challenging times.

SASFAA has always proven to be a leader on the national level, particularly in the areas of financial stability, leadership development, legislative advocacy and training. SASFAA will remain a premier regional association with a leader who understands the issues, can represent the needs of our members, and can help guide our association through the hurdles ahead. I believe my prior experiences have shown that I am capable of taking on this challenge!

My resume below highlights some of the roles which have helped prepare me for this position. I have had the opportunity to serve on the SASFAA Board several times, most recently as your Vice President. In VASFAA, I have served as President, Treasurer, Representative-at-Large, and currently as a Special Appointee to the Board as well as chaired numerous committees throughout the years.

If elected, I promise to continue to make SASFAA an organization that more than meets the needs of the nine state financial aid associations. I will bring my experience, enthusiasm and leadership to the position and promise to give my full attention to your individual needs as members as well, particularly as they continue to evolve.

The financial aid profession is a tough one at times but more often it is a fulfilling one as well. It is more than just a job to me; it is an integral part of my life and a true honor for me to meet the needs of students, their families and my colleagues as best as I possibly can. I hope you will give me the opportunity to serve you and SASFAA as your next President-Elect.

*(continued on page 21)*

**Current Position:**

Director of Financial Aid, July 2009 to present  
Hampden-Sydney College  
Hampden-Sydney, VA

**Years in Financial Aid:** 21

**Recent Previous Positions:**

- District Marketing Director, Edamerica
- Senior Associate Director of Financial Aid, Virginia Commonwealth University (VCU)
- Director of Financial Aid, J. Sargeant Reynolds Community College
- Associate Director of Financial Aid, VCU
- Financial Aid Coordinator, School of Dentistry, VCU
- Assistant Coordinator of Financial Aid Programs, State Council of Higher Education for VA

**Education:**

- M.B.A., Virginia Commonwealth University, 1989
- B.S., Elementary Education, VCU, 1987

**Professional Involvement:**

**National Association of Student Financial Aid Administrators (NASFAA):**

2000-01, Member, Leadership Development and Professional Advancement Committee  
1998-99, Presenter at the 1999 NASFAA Conference

**Southern Association of Student Financial Aid Administrators (SASFAA):**

2009-10, member, Governance and Planning Committee  
2004-05, Vice President  
2003-04, Chair, Annual Program/Conference Committee  
2002-03, Member, Conference Committee; instructor at New Aid Officer's Workshop; member, Governance and Planning Committee  
2001-02, Member, Conference Committee; instructor at New Aid Officer's Workshop; member, Governance and Planning Committee  
2000-01, Presenter at 2001 conference  
1999-00, Board of Directors as Virginia's state President; served as panelist for session at the 2000 SASFAA Annual Conference  
1998-99, Member, Local Arrangements 1999 conference in Norfolk, VA  
1997-98, Newsletter Editor; co-presenter at 1998 conference

**Virginia Association of Student Financial Aid Administrators (VASFAA):**

2010-11, Special Appointee to the Board  
2009-10, Conference Committee Co-Chair  
2008-09, Awareness Committee Co-Chair  
2007-08, Treasurer  
2006-07, Treasurer-Elect  
2000-01, Past President; Chair Awards, Nominations, and Bylaws committees  
1999-00, President  
1998-99, President-Elect; member of Strategic Planning and Assessment, Site Selection, Sector Coordination committees  
Numerous other committee membership and chair positions held since 1990-91



# Statement of Candidacy for President-Elect

## Jeff Dennis

### Candidate Statement

I am honored to be nominated for the office of President-Elect. It humbles me to think that my colleagues have enough confidence in my abilities to present my name as a candidate for this office.

The journey in financial aid did not begin until 1997 for me here at Southern Wesleyan in the great state of South Carolina, where I remain. My family and I have lived in three other SASFAA states while I was attempting to discover my life's mission. Those areas included Wilmore, Kentucky, Macon, Georgia and from the coast to the piedmont (Brunswick-Richmond-Gaston Counties) of North Carolina.

Serving as your SASFAA treasurer has given me the experience to attempt to lead this great association. The commitment required for this position is very much in the forefront of my mind, and I will endeavor to fulfill the duties if elected. My affiliation with SASFAA has benefited me greatly. I am pledging to give the Association one hundred percent of my abilities and will work to provide and promote strong leadership. Both my wife and my institution have given their blessing for me to run for President-Elect. Thank you for the opportunity to potentially serve you in the coming years.

### PROFESSIONAL EXPERIENCE:

AVP Student Financial Services - Southern Wesleyan University (2009-present)

Director of Financial Aid - Southern Wesleyan University (1997-2009)

### IMMEDIATE PREVIOUS EMPLOYMENTS:

Director of Education - Hephzibah Children's Home, Macon Georgia (1994-1997)

Minister of a Wesleyan Church in Dallas, North Carolina (1990-1994)

Minister of a Wesleyan Church in Hamlet, North Carolina (1987-1990)

### EDUCATION:

M.Div., Asbury Theological Seminary, Wilmore Kentucky

B.A. in Accounting & Business Administration, Central Wesleyan College, Central, SC (Southern Wesleyan University)

### PROFESSIONAL ACTIVITIES:

#### Southern Association of Student Financial Aid Administrators (SASFAA)

- SASFAA Treasurer 2009-2011
- Executive Board Member - SCASFAA President 2008-2009
- Annual Conference Committee Member 2006-2007
- Worked as local liaison for New Aid Workshop June 2007
- Diversity Committee Member 2005-2006

#### South Carolina Association of Student Financial Aid Administrators (SCASFAA)

- SCASFAA President 2008-2009
- SCASFAA Treasurer 2003-2007
- SCASFAA Vice-President 2002-2003
- New Aid Instructor Fall 2000 and Fall 2001



# Statement of Candidacy for Vice President

## Runan Pendergrast

### Candidate Statement

I am truly honored to accept the nomination for SASFAA Vice-President. It means a great deal to me that my colleagues have enough confidence in my abilities to submit my name as a candidate for this position. Serving as an instructor for two years and one year as Curriculum Coordinator of the SASFAA New Aid Officer's Workshop was one of the most memorable and rewarding experiences in my career. In addition it has given me insight into the training needs of our new aid professionals.

Our colleges and universities do not offer a major in Financial Aid, so we must gain our knowledge and training from professional development. Professional development is paramount to the success of a financial aid professional. As a financial aid administrator, I understand the importance of well-trained staff in the day-to-day operations of the financial aid office.

As SASFAA Vice-President, I will humbly serve SASFAA to the best of my abilities. I have the full support of my institution and my staff. I feel that my accomplishments have prepared me for this position. I look forward to serving SASFAA!

### Current position:

- Chief Financial Aid Director (2006 - present)

### Years in Financial Aid: 20

### Previous positions:

Financial Aid Director, Bluegrass Community & Technical College  
Associate Director of Financial Aid, Bluegrass Community & Technical College  
Financial Aid Counselor, Bluegrass Community & Technical College  
Financial Aid Counselor, Eastern Kentucky University  
Application Processor, University of Louisville;

### Education:

- B.A., University of Louisville

### Professional Involvement:

#### National Association of Student Financial Aid Administrators

- Leadership Conference Participant 2005, 2006
- Diversity Workshop and Luncheon Panelist, 2006

#### Southern Association of Student Financial Aid Administrators

- Curriculum Coordinator, New Aid Officers Summer Workshop, 2010
- Instructor, New Aid Officers Summer Workshop, 2008, 2009
- Nominations Committee 2007-2008
- Board of Directors (as a State President) 2006-2007
- Moderator and presenter at various conferences

#### Kentucky Association of Student Financial Aid Administrators

- College Goal Sunday Planning Committee 2010-2011, 2002-2003, 2001-2002, 2000-2001
- New Members Workshop Curriculum Coordinator 2010-2011, 2009-2010
- College Goal Sunday, Co-Chair 2008-2009, 2009-2010
- Past President, 2007-2008
- Nominations, Chair 2007-2008
- President, 2006-2007
- President-Elect, 2005-2006
- Vice-President for Training, 2004-2005
- KASFAA Training, Co-Chair 2003-2004, 2002-2003
- Conference Program Chair, Spring 2002, Fall 2003
- Diversity, Chair 2000-2001



# Statement of Candidacy for Treasurer

## Jody Darby

### Candidate Statement

Thank you SASFAA members and the Nominations and Elections Committee for affording me the opportunity to be a candidate for SASFAA's Treasurer. Why does one choose to be a financial aid professional? The career may not be the most prestigious, but we make positive differences in students' lives! Having been a financial aid administrator since 1997 after beginning as a work-study student in the financial aid office, I have been a SASFAA member since 2002. I can't

imagine a different career for me.

As Treasurer of GASFAA for four years, I worked closely with Executive Board members to ensure that GASFAA accounts were appropriately managed. I have worked through the budget process with the Board and understand the importance of accurate financial data. Now is a critical time for the association, our member states, and our industry as a whole. My experience will be beneficial as we make changes and monitor each budget line item more carefully. As your next Treasurer, I will work hard to accurately maintain SASFAA's accounts while, at the same time, assisting the board in generating ideas for revenue streams and reducing unnecessary expenses where appropriate. As a voting officer of the board, I will be a voice for all members and their respective member states.

I thank you for your support and look forward to the opportunity to serve you as Treasurer.

### Education:

MBA, Shorter University (2011)  
BBA Management, Kennesaw State University

### Current College:

Executive Director, Student Financial Services  
Chattahoochee Technical College

### Work Experience:

- State Technical Colleges:
  - o Chattahoochee, Gwinnett, and North Metro Technical Colleges
- Proprietary/Private Institutions:
  - o Medix College and American InterContinental University
- State Public College:
  - o Dalton State College

### Aid Association Experience:

#### Southern Association of Student Financial Aid Administrators (SASFAA):

- Finance Committee (FY2005)
- Guidelines and Principles / Governance and Planning Committee (FY2007, FY2008)
- Membership Committee (FY2004)
- Professional Advancement Committee (FY2011)

#### National Association of Student Financial Aid Administrators (NASFAA):

- Leadership Conference (2005)

#### Georgia Association of Student Financial Aid Administrators (GASFAA):

- Membership Committee Chair (FY2004)
- Treasurer (FY2005, FY2006, FY2009, FY2010)
- Program (Conference) Committee (FY2002, FY2003, FY2007)
- Vendor/Sponsor Coordinator (FY2008)

### Other Activities:

Master 4-H Club member and Georgia 4-H Program volunteer



# Statement of Candidacy for Treasurer

## Nancy T. Garmroth

### Candidate Statement

It is an honor to be nominated for the position of Treasurer. It would be my pleasure to serve our association in this capacity and give back to SASFAA and its members. I have been a member of SASFAA and SCASFAA for 21 years and have served in various leadership positions. My experience as Treasurer of SCASFAA and as President of SCASFAA and SCAVA will serve me well. For the last 2 years, I have served on SASFAA's Budget and Finance Committee and participated in the financial review; therefore, I understand SASFAA's procedures and financial management policies. If elected, I pledge to work diligently for the association and maintain the financial integrity of the association. Thank you for your consideration.

### Current Position:

- Director of Financial Aid and Veteran Affairs - Spartanburg Community College, Spartanburg, S.C. since 1997

### Years in Financial Aid: 21

### Previous Financial Aid Positions:

- Assistant Director of Financial Aid/Veteran Affairs Coordinator - Coastal Carolina University, Conway, S.C. 1994-1997
- Financial Aid Officer - Alabama Southern Community College, Monroeville, AL 1993-1994
- Business Associate for the Financial Aid Office - University of South Carolina Upstate, Spartanburg, S.C. 1989-1993

### Education:

- M.B.A. - Winthrop University, Rock Hill, S.C. 1997
- B.S. - Business Administration - Francis Marion University, Florence, S.C. 1986
- South Carolina Technical College System Leadership Academy graduate - April 2009. Project on financial literacy - Dollar\$ and \$ense - selected to be presented at SCTEA conference.

### Professional Involvement:

#### Southern Association of Student Financial Aid Administrators (SASFAA) - member since 1989

- Budget and Finance Committee 2009-2010; 2010-2011
- Local Arrangements Co-Chair 2008-2009
- Executive Board 2005-2006
- Nominations and Elections 2006-2007
- Conference Committee 2007-2008
- Presenter and Moderator

#### S.C. Association of Student Financial Aid Administrators (SCASFAA) - member since 1989

- Past President 2006-2007
- President 2005-2006
- President-Elect and Chair of Special Projects 2004-2005
- Vice-President and Chair of the Professional Development Committee 2003-2004
- Treasurer and Chair of the Budget Committee 2001-2002; 2002-2003

- Site Selection Chair 2009-2010
- Budget Committee 1999-2000; 2000-2001
- Nominations and Elections Committee 1998-1999; 2001-2002
- Counselors Relations Committee 1990-1991
- Program Committee 1991-1992; 1999-2000
- Professional Development Committee 1995-1996; 2000-2001
- Presenter and Moderator

#### S.C. Association of Veterans Administrators (SCAVA) - member since 1989

- President 1998-1999
- Vice-President 1997-1998
- Executive Board 1991-1993; 1997-2000
- Secretary 1991-1993
- Advisory Board 1996-1997
- Program Chair 1997-1998; 1998-1999
- 6th Annual "Plum Branch Award" for service and leadership
- 11th Annual "Plum Branch Award" for service and leadership
- Newsletter Editor - Sentinel 1996-1999

#### Other:

- South Carolina Technical Education Association 2005-2006 Educator of the Year Award in the Administrator/Manager Category
- South Carolina Student Loan Corporation Advisory Board 2000-2003; 2005-2008
- Financial Aid Peer Group Chair for the South Carolina Technical College System 2001-2002
- Served on the Interim Hospice Foundation Board
- Southside Baptist Church - Spartanburg, S.C. Chair of Budget and Finance Committee 2006 Budget and Finance Committee 2005-2008; 2010-2013 Building and Grounds Committee 2000-2003