

SASF^{AA} EXECUTIVE BOARD MEETING

Grand Casino Hotel

Biloxi, Mississippi

February 12, 2000

CALL TO ORDER

The meeting was called to order by President Mary Givhan at 8:30 AM.

ANNOUNCEMENTS

The following board members were present: Mary Givhan, President; Judy Deines, Vice President; Bill Cox, President-Elect; Susan Little, Past President; Karen Koonce, Treasurer; and Guy Gibbs, Secretary.

State presidents in attendance were: Dorenda Adams, Alabama; Kurt Wolf, Florida; Anthony Bowles, Kentucky; Bruce Crain, Mississippi; Janet Sain, North Carolina; Earl Mayo, South Carolina; Lori Hartman, Tennessee and Zita Barree, Virginia.

Committee chairs in attendance were: Randy Craig, Finance and Audit; Karen Fooks, Communications; Kay Stroud, Conference; Willie Williams, Legislative; Melissa Ellyson, Membership; Ann Hendrick, Newsletter; Dave Cecil, Site Selection and Thelma Ross, Sponsorship.

Liaison members present were: Ken Owens, Foundation; Thomas Hood, Lending Agencies and Ron Gambill, State Agencies. Barbara Gray represented the U.S. Department of Education, Region IV.

CHANGES TO THE AGENDA

There were no changes to the agenda.

WELCOME OF GUESTS

Guests recognized and given a welcome to SASF^{AA} were Rachel Lohman, NASF^{AA} Chair-Elect and James Sutherland, Director of Marketing for the Florida Department of Education. At 2:40 PM, Karen Krause was recognized as the NASF^{AA} representative from SWASF^{AA}.

President Givhan recognized Bruce Crain who proceeded to extend a welcome to Mississippi from his colleagues in MASFAA. He presented a gift to each person in attendance.

APPROVAL OF THE MINUTES

President Givhan indicated that the minutes of the November 12-13, 1999 board meeting had been mailed. Several typos were noted.

Earl Mayo moved to accept the minutes with corrections. The motion, seconded by Anthony Bowles, was approved unanimously.

Judy Deines moved to accept the minutes of the Executive Board Meeting as written. The motion, seconded by Deborah Clark, was approved unanimously.

OFFICER'S REPORTS

President's Report*

Mary Givhan presented a written report. The following information was provided:

- Announced the appointment of a Long Range Plan Committee which will be chaired by Marvin Carmichael. The current long range plan will expire in 2001. Committee members are Susan Little, Lisa Tumer, Dave Cecil, Curtis Whalen, Bill Cox and Mary Givhan.
- Announced the appointment of a Decentralized Training Exploratory Task Force which will be chaired by Judy Deines. Members are Ellen Green, Jonathan Looney, Rosemary Stelma, Janet Sain, Bill Cox and Mary Givhan. The committee is to determine the feasibility of SASFAA offering NASFAA Decentralized Training.
- Reported on the progress of the History Project that is chaired by Curtis Whalen. Provided a brochure that summarized information about SASFAA entitled, "Thirty-Six & Counting." The brochure is to be distributed at the opening session of the conference. The work of this committee continues.
- Announced that Vera Brooks will assist the Nominations and Election Committee in counting ballots since Guy Gibbs is not eligible to serve since he is a candidate for the position of secretary.
- Provided a copy of the state conference travel schedule for Spring 2000.

President-Elect's Report

Bill Cox presented a written report. The following items were mentioned:

- Updated the board about issues discussed at the NASFAA board meeting which met at Hilton Head in November.
- Noted that SASFAA had presented the NASFAA board with a gift and that the gift was appreciated.
- NASFAA Chair-Elect Rachel Lohman reminded the SASFAA board and guests that the NASFAA Volunteer Form was online and encouraged everyone to respond. She also reminded the board about the state award information that is posted on the NASFAA website.

Vice President's Report*

Judy Deines provided the board with a written report and the following items were mentioned:

- Announced plans for the 2000 Summer Workshop at Furman University. Indicated Lynda Sayer, Associate Director, Furman University would be the Site Coordinator. Summer workshop faculty will meet March 31-April 2 to make finals plans for the curriculum, receive assignments and tour the facilities.
- Announced that summer workshop application forms had been printed and would be distributed at the conference. A booth near the vendor area is to be set up and a free registration would be given away.
- Announced that 43 conference attendees had registered to attend the New Aid Officers' Workshop.
- Indicated that the Professional Advancement Committee would meet during the conference.
- Announced the 2000 Summer Workshop application would be available on the SASFAA website after the conference.

Past President's Report*

Susan Little provided a written report with the following highlights:

- Indicated that she had received 55 absentee ballots. On-site voting scheduled from 8 AM to 4:30 PM on Monday and 8 AM to 12 noon on Tuesday.
- Announced the Long Range Planning Committee for 1999-2000 with members Clark Aldridge, Kitty McDonald, Dyann Moses, Mary Holmes and Betty Whalen. The committee will meet in April to review the year's work. Marvin Carmichael will also serve on the committee and his committee will be charged with writing the next long range plan.
- Announced word changes and additions to the SASFAA Policy and Procedure Manual. These changes were recommended at the November board meeting and were provided for information purposes and given to the secretary for inclusion in the update of the manual. No update of the By-Laws is required.
- Informed the board the 20-year pins had been ordered but that there had been an interruption in the production schedule and the pins would not be available at the conference. Mailing labels will be obtained from the membership chair and pins will be mailed when received

Treasurer's Report*

Karen Koonce provided a written report. The report provided an overview of the current SASFAA budget from July 1, 1999 through February 10, 2000. She reported a total checking and/or savings of \$497,608.70. The funds in individual accounts: \$278,579.83 in the reserve fund/CDs, \$141,522.77 in a Crestar investment account and \$77,506.11 in the Crestar checking account.

She provided each elected board member and committee chair a summary of their budget that reflected expenditures through February 10, 2000. She reminded each person that they should check this printout very carefully to make sure that postings were accurate and to notify her if there were any errors.

Secretary's Report

Guy Gibbs provided a written report. He reminded the board and others that corrections to the *SASFAA Policy and Procedure Manual* are due by May 1. Plans are to submit the proposed changes to the board when they meet for the Transition Board Meeting in June.

March 31 is the deadline to submit information to be incorporated in the SASFAA Operational

Calendar. It was decided to add a section to the calendar to report the monthly activities of the state presidents as they relate to SASFAA. Janet Sain is to provide this information to the secretary.

COMMITTEE REPORTS

Conference Committee*

Kay Stroud presented a written report. The following items were mentioned:

- Provided an update on the activities of the Conference Committee and the work they had done preparing for the annual conference.
- Extended a thank you to all the dozens of volunteers who had helped to plan for the conference and gave a special note of thanks to Mary Givhan, Louanne Langston and Jeanie White.
- Announced a varied conference program with four (4) general sessions and 52 interest sessions with 86 speakers/presenters requiring 53 moderators. There is 40 food and beverage events scheduled and a total of 50 exhibitors scheduled to participate in the conference.
- Thanked Tonya Martin of the Grand Casino staff.

Sponsorship*

Thelma Ross presented a written report. She indicated that space was a problem and that seven or eight vendors who wanted to exhibit at the conference could not be accommodated. In fact the SASFAA 2001 booth and the SASFAA Summer Workshop booth were both located in the foyer due to space limitations.

A summary of annual conference support was provided which represented \$76,650 from 45 vendors/exhibitors.

Membership Committee*

Melissa Ellyson presented a written report. She indicated that the SASFAA membership currently stands at 1,195 paid members. A total of 98 members from the previous year had not renewed their membership.

The board meeting was recessed at 10:10 AM.

The board meeting reconvened at 10:30 AM.

Finance and Audit Committee*

Randy Craig presented a written report. The following activities were mentioned:

- Provided updated information concerning the investment and reserve accounts.
- Indicated that the 1998-1999 records of the treasurer had been reviewed by two members of the Finance and Audit Committee with the assistance of Dave Myette, Director of Financial Aid, Champlain College, Vermont, as a third party impartial observer.
- Indicated that the 1998-1999 End-of-Year Financial Statement was amended as a result of the audit and a copy was provided for informational purposes.
- Announced the SASFAA Guide to Financial Management was under review and would be

- submitted to the board for their review in June.
- Indicated the current dues structure was under review.

Note: Additional committee reports were deferred until later in the day.

REPORTS OF THE STATE PRESIDENTS

Janet Sain presented a written report for the state presidents. Highlights of her report:

- States will solicit volunteers during their state meetings for committee chairs and members and submit to Bill Cox.
- States will share information about the NASFAA Carnival of Learning project.
- States are having difficulty in identifying quality candidates to run for elective office.
- States are having audit findings related to unofficial withdrawals.
- States discussed the impact of the Gear-Up project.
- States requested participation in the SASFAA Operational Calendar project.

Alabama*

Dorenda Adams submitted a written report for AASFAA. Highlights of her report:

- Spring 2000 conference to be held in Gulf Shores, April 23-26. Dee Talley is Program Chair.
- Financial Aid Awareness Month is being held and proving to be successful.
- Jim Bradsher chairs the nominations and elections committee with slate due at the end of February
- AASFAA has a new website to be found at <http://edossey.uah.edu/aasfaa>

Florida*

Kurt Wolf submitted a written report. Highlights of his report:

- Announced that FASFAA's members will have a private PIN number to allow users to access and update their personal information on the FASFAA website.
- Announced that Early Awareness had developed a web-based piece to complement two videos.
- Announced that the Florida Department of Education, Bureau of Student Financial Assistance, will offer regional training on the Bright Futures Program, FSAG and student loans throughout the state during March and April.
- Announced that the CORE soft drink, FASFAA coaster and other information had been send to higher education leaders in Florida to help increase FASFAA's profile among various affiliate constituencies.
- Announced the spring conference would be held in Ft. Myers, May 31-June 2 with the theme "Honor the Past, Create the Future."

Georgia*

Deborah Clark submitted a written report for GASFAA. Highlights of her report:

- Announced contracts for the 2001-2002 annual conferences had been signed.

- Announced the slate of candidates for 2000-2001 had been approved.
- Announced proposed amendments to the by-laws had been identified and will be presented to the membership at the spring conference.
- Announced financial aid awareness activities for February with the annual chat night scheduled for February 29.
- Announced a redesign of the GASFAA website and activation of a listserv.
- Announced the spring conference would be held in Savannah, May 17-19.

Kentucky*

Anthony Bowles submitted a written report. Highlights of his report:

- Announced the theme of the spring conference, "KASF AA-A Capital Idea," with the hope that the Governor would be in attendance.
- Announced the slate of candidates for 2000-2001 had been approved.
- Announced the site of the spring 2001 conference in Louisville and the 2001 fall conference at Cadiz, Lake Barkley State Resort Park.
- Announced that over 640 participants had been involved in the Kentucky High School Counselor Training program. Also indicated that there would be two support staff workshops to be held prior to June.
- Announced the success of the December 7 Kentucky Education Television Financial Aid Call-In program. Indicated February would be financial aid awareness month.

Mississippi*

Bruce Crain submitted a written report. Highlights of his report:

- Welcomed everyone to Mississippi for the annual conference.
- Provided a copy of the association's newsletter and announced that the newsletter will be officially renamed the "MASFAA Messenger."
- Announced that MASFAA will submit the 1999 Pacesetters Camp for a NASFAA state award.
- Announced the financial aid awareness was celebrated in January with a number of successful activities.
- Indicated that MASFAA would participate in the NASFAA Decentralized Spring Training program.

North Carolina*

Janet Sain submitted a written report. Highlights of her report:

- Announced the success of the fall conference held at the Sheraton Imperial Hotel located in the Research Triangle Park with approximately 280 attendees.
- Announced the success of the joint NCASF AA and SCASF AA fall training workshop. Approximately 220 attended the workshop on reauthorization at UNC-Charlotte.
- Announced January 25-28 as Financial Aid Awareness Week proclaimed by the Governor.
- Indicated that joint planning with SCASF AA for the spring conference, April 9-12, in Myrtle Beach was proceeding and that they are anticipating a very successful conference. Over 400 attendees are projected.
- Announced the slate of officers for 2000-2001 had been finalized.

South Carolina*

Earl Mayo submitted a written report. Highlights of his report:

- Announced the slate of candidates for 2000-2001 had been finalized.
- Announced the Leadership Symposium had to be rescheduled because of a snowstorm.
- Indicated plans were proceeding for the joint SCASFAA and NCASFAA and a terrific conference was anticipated in Myrtle Beach in April.

Tennessee*

Lori Hartman submitted a written report. Highlights of her report:

- Announced the success of the winter board meeting.
- Announced the success of the annual PBS broadcast entitled, "Funding Your Future: Financial Aid for Students."
- Announced the dates and location of the spring conference in Nashville, April 16-19, and that the NASFAA spring training series would be incorporated in the conference as general sessions.

Virginia*

Zita Barree submitted a written report for VASFAA. Highlights of her report:

- Announced the slate of candidates for 2000-2001 had been finalized.
- Announced the spring conference would be held in Virginia Beach, May 7-10. Conference sites for 2001-2001 have been finalized with the fall conference scheduled for Roanoke, October 15-18 and the spring 2001 conference in Virginia Beach, May 6-9.
- Announced the dates and locations of staff support training around the theme "Are You Customer Savvy?"
- Announced the location of the updated VASFAA website: <http://www.vasfaa.org>
- Indicated the first "Buddy Awards" from the New Century Education Endowment Fund would be announced at the spring conference.

COMMITTEE REPORTS - Continued

By-Law Committee*

Guy Gibbs presented a written report. He indicated that the SASFAA Policy and Procedure Manual and the SASFAA Guide to Financial Management need to be reviewed and updates made. Changes to the manual are due to the secretary no later than May 1. The board will review the recommended changes during the Transition Board Meeting in June. Randy Craig will be completing the review of the guide and recommending changes to the board at the same time.

Communications Committee*

Karen Fooks presented a written report. She indicated that the SASFAA website had received 12,363 "hits" since the counter was added with 3,680 of those occurring since the November report. There are a total of 395 participants using the SASFAA listserv. A number of additions and updates to the website had been made since November: candidate information; absentee ballot; conference information; winter newsletter and up-to-date membership information.

Legislative Relations Committee*

Willie Williams presented a written report. He indicated that the focus of the committee since November was monitoring the legislative process and keeping the membership posted. He also indicated that since NASFAA was not represented on the negotiated rulemaking team for GEAR UP that they had responded to the NPRMs and the treatment of institutional funds. There were a number of concerns about GEAR UP that institutions should review and provide comment.

Site Selection Committee*

Dave Cecil presented a written report and announced that he had visited three locations as possible sites for the 2003 annual conference: Adams Mark Hotel, Jacksonville, Florida; Sheraton Hotel, Birmingham, Alabama and the Adams Mark Hotel, Mobile, Alabama. The merits of each site were discussed in detail.

ACTION: Dave Cecil moved that SASFAA enter into contract negotiations with the Adams Mark Hotel, Jacksonville, Florida, for the 2003 annual conference. The motion was seconded by Earl Mayo and approved unanimously.

Newsletter Editor*

Ann Hendrick was not present to give her report. President Givhan gave a brief update reminding the elected board, committee chairs and state presidents to forward information and photos to the editor in a timely manner so that publication deadlines can be met.

The meeting was recessed at 12:05 PM.

The meeting reconvened at 1:30 PM.

LIAISON REPORTS

Foundation Liaison*

Ken Owens presented a written report. He reported that foundations in the Southeast had exceeded other regions in giving and assets. Giving by foundations in the southeastern region totaled over \$2 billion in 1997 and had increased 74% since 1992 and that assets had climbed to \$39.1 billion or a 108.2% increase over the same period. In 1997 foundations in the southeast continued to favor colleges and universities as recipients for grant dollars with educational grants accounting for 32% of total grant dollar and exceeding the national average of 24%. One problem was noted and that is the fact that most of the region's foundations are now small independent entities and it is becoming increasingly harder to learn about them; however, it is encouraging that education is the primary recipient of grant dollars.

Lending Liaison*

Tom Hood presented a written report. He provided information concerning the uses of commercial paper being designated as method to finance student loans. This issue was attached as a rider to a bill in Congress last November. Issues surround this are: commercial paper being a less volatile funding instrument; the future availability of T-bills in a supercharged economy; and FFELP lender profitability again being threatened by President Clinton's budget proposal. He also provided update information concerning the Master Promissory Note and issues surrounding its usage particularly as it related to active confirmation and challenges. Also mentioned was the fact that many lenders are migrating to the Internet. Information was also provided about Collegiate Funding Services LLC (CFS) with headquarters in Fredericksburg, Virginia, and a new call center to open in Tampa Bay, Florida, during the first quarter of 2000.

State Agencies*

Ron Gambill presented a written report. Highlights include:

- Indicated that the National Association of State Student Grant and Aid Programs (NASSGAP) was denied a seat on the Loan Issues Committee for negotiated rulemaking. This association represents state agencies that administer grant, scholarship and loan programs. It was unclear why a seat was denied.
- Indicated that both Committee I and II have issues that concern guarantee and grant agencies. NCHELP is seated on both committees but NASSGAP is only on Committee I. There may be significant impact due to the lack of school representation on the GEAR UP negotiating committee and subsequent issues that exist with the GEAR UP NPRM. The comment period was extended to February 10.
- Announced that the FY 2000 budget shows improvement over 1999 in both LEAP and GEAR UP with at least \$20 million additional dollars
- Announced that there appears to be an attempt to dismantle FFELP by financially harming guarantee agencies and lenders.
- Announced that in 2000-2001 the MPN will be the only note for the Federal Stafford Loan Program.
- Announced continued concern about Q28 on the FAFSA.
- Provided information from each state grant and loan agency for review.

U.S. Department of Education*

Barbara Gray from Region IV provided a written report to the board. Highlights of her presentation:

- Provided general information about use of the Federal Registers. She indicated that it was extremely important to not only read the final regulations but also the preamble of both the NPRMs and the final regulations. The preamble gives a detailed explanation of how and why the decisions for each regulation were reached. It was indicated that the regulations may be found in a .pdf format on the Department's IFAP website, <http://www.ed.gov>.
- Provided a list and date of the NPRMs, final regulations and dear partner letters.
- Provided the dates and locations of the spring 2000 reauthorization workshops.
- Provided the dates and locations of the application processing workshops.
- Provided the dates of other training by the Department.

The meeting was recessed at 3 PM.

The meeting was reconvened at 3:14 PM.

OLD BUSINESS

An update was provided concerning the "Success Stories" to be forwarded to NASFAA from SASFAA. The regional association will select an individual from the state recommendations. If there are more than one candidate for a state it will be left up to the state president to make the recommendation and forward to Mary Givhan. The elected board was entrusted with the selection of the SASFAA representative to be forwarded to NASFAA by May 1.

NEW BUSINESS

President Givhan reminded the board that annual reports are due to her by April 15 and that she would

be sending information and directions to those required to provided data for the report.

ACTION: A motion to adjourn was made by Bill Cox, seconded by Lori Hartman and approved unanimously.

**Written reports were submitted and distributed to the Executive Board and Committee Chairs. Copies of these reports may be obtained from the Secretary.*

[Return to Executive Board Minutes Contents Page](#)

Date Last Modified: 10/06/2000