

SASFAA EXECUTIVE BOARD MEETING

St. Petersburg Beach, Florida

June 9, 2000

CALL TO ORDER

President Mary Givhan called the meeting to order at 8: 35 AM.

ANNOUNCEMENTS

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

State presidents in attendance were: Dorenda Adams, Alabama; Deborah Clark, Georgia; 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; Thelma Ross, Sponsorship; and Marvin Carmichael, Strategic Long-Range Plan.

Liaison members present were: Marjorie Belton in the absence of Thomas Hood, Lending Agencies and Ron Gambill, State Agencies. Greg Martin represented the U.S. Department of Education.

Susan Little, Past President; Kurt Wolf, FASFAA; and Ken Owens, Foundation were absent. No substitute voting was approved.

CHANGES TO THE AGENDA

There were no changes to the agenda.

WELCOME TO GUESTS

Guests recognized and given a welcome to SASFAA were 2000-2001 elected officers: Clark Aldridge, President-Elect and Rose Mary Stelma, Vice President. Also welcomed were the 2000-2001 state presidents: Dee Talley, Alabama; Richard Ritzman, Florida; Gary Mann, Georgia; Sandy Neel, Kentucky; Steve Greenough, Mississippi; Lisanne Masterson, North Carolina; Mike Fox, South Carolina; Darolyn Porter, Tennessee and Nancy Roberts, Virginia.

Committee chairs and agency liaisons for 2000-2001 welcomed to the transition board meeting were: Steve Brooks, Agencies; Kathy Campbell, Lenders; Ellen Green, Archives/Research; Pennie Hill and Fred Stennis, Diversity Issues; Lester McKenzie, Electronic Services; Julia Perreault, Newsletter Editor; Lynne Reinstadtler, Conference; Lisa Tumer, Sponsorship; and Charles Vinson, Finance and Audit.

U.S. Department of Education guests recognized were: Kay Jacks, Jeanette Zink, Victoria Edwards and Marguerite Hunt. Other guests were Bob Crawford and Kathy Raymond from PNC Bank.

APPROVAL OF THE MINUTES

President Givhan indicated that the minutes of the February 12, 2000 board meeting had been mailed.

Lori Hartman moved to accept the minutes with corrections. The motion, seconded by Deborah Clark, was approved unanimously.

COMMITTEE REPORTS

Strategic Long-Range Plan

Marvin Carmichael presented a written report. The following information was provided:

- Announced that the current long-range plan expires June 30, 2001.
- Indicated the committee wanted to move ahead with an updated long-range plan prior to June 30, 2001 so that the president-elect could plan accordingly.
- Identified four (4) areas that were addressed in the new plan:
- SASFAA should recognize the diversity of the membership and encourage involvement of all members in the association's activities.
- SASFAA should plan to conduct membership surveys every five years.
- SASFAA should promote research in the profession.
- SASFAA should consider the storage methods and safekeeping of its permanent historical records.
- Provided a copy of the SASFAA Long-Range Plan 2001-2006 submitted by the SLRP Committee for appropriate action.

Judy Deines moved to accept the SLRP Committee's report. The motion was seconded by Dorenda Adams and approved unanimously.

The SASFAA Long-Range Plan 2001-2006 will be put on the association's website. It will also be placed in the registration packet of those attending the 2001 conference in Hilton Head.

Note: The other committee reports were given later during the board meeting.

U.S. DEPARTMENT OF EDUCATION

President Givhan recognized Kay Jacks. Ms. Jacks provided general information about the Department of Education and its transformation under Greg Woods to a Performance Based Organization (PBO). She indicated

that the PBO was created because Congress was concerned about the cost of administering the financial aid programs within the U.S. Department of Education. She indicated that the Department is looking at a number of initiatives related to technology, new systems related to common origination and disbursement using a common record as well as many others. She encouraged the involvement of all individuals since all had a stake in the outcome.

OFFICERS' REPORTS

President's Report*

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

- Indicated that she had attended the KASFAA and joint NC/SCASFAA spring conferences.
- Indicated that two success stories had been selected and forwarded to NASFAA. The two forwarded were from Virginia and Tennessee. The success story selected by NASFAA was John P. Damron from the Tennessee association.
- Presented a copy of the Annual Report 1999-2000 as required by Article VII, Section 1, of the By-laws.

President Elect's Report

Bill Cox presented an oral report. The following items were mentioned:

- Updated the board on issues discussed at the NASFAA board meeting which met April 29-May 1 in Santa Fe, New Mexico.
- Mentioned that NASFAA had a new website.
- Announced that Crusie Lucero from TASFAA and a past president of SASFAA had been elected Chair-Elect of NASFAA.
- Announced that NASFAA was proposing a new fee structure.
- Announced the agenda for the transition board meeting on Saturday, June 10.

Vice President's Report*

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

- Announced that plans for the 2000 Summer Workshop at Furman University had been finalized and that Dick Smelser was not at the transition board meeting because he was doing the very last minute details necessary for the workshop to be successful.
- Announced that she had attended the AASFAA spring conference and been made an "Alabama Admiral."
- Provided information concerning decentralized training by SASFAA.

The issue of SASFAA providing decentralized training elicited much discussion. This issue had been brought forward for consideration by SASFAA since NASFAA was no longer providing decentralized training as they had done previously. The committee had developed a questionnaire that had been submitted to the state presidents for their input. Information from this questionnaire was used by the committee in developing a format to be used by SASFAA to conduct decentralized training in the region. Concerns were expressed about the costs that would be imposed on the states should they decide to join the SASFAA effort in providing training.

Judy Deines moved that "SASFAA develop a decentralized training project for the fall 2000 and spring 2001 NASFAA training modules. Training would be offered to the nine states under the provision as stated in the narrative attached to the report." Lori Hartman seconded the motion.

Karen Koonce moved to amend the motion by “removing the requirement that those attending the training workshops be SASFAA members.” Lori Hartman seconded the motion.

Lori Hartman moved to table discussion until after the break. Seconded by Anthony Bowles and passed unanimously.

The board meeting was recessed at 11 AM.

The board meeting reconvened at 11:17 AM.

Karen Koonce made a motion to remove the amendment. Seconded by Lori Hartman. Approved.

Judy Deines moved to withdraw her original motion. Seconded by Lori Hartman. Approved.

Judy Deines moved that “SASFAA develop a decentralized training program for the fall 2000 and spring 2001 NASFAA training modules with the procedures and guidelines to be decided by the 2000-2001 board. Bill Cox seconded the motion. Approved.

Past President’s Report*

Susan Little provided a written report and Clark Aldridge presented the report in Susan’s absence. The report was a summary of the 1999-00 Governance & Planning Committee Evaluation of the Long-Range Plan. The board was encouraged to review the report and to be aware of the recommendations that have been made while preparing for 2000-2001.

Treasurer’s Report*

Karen Koonce provided a written report. She indicated that 1999-2000 had been the first year of use of PC banking and that it had proven to be a great benefit for record keeping purposes. The treasurer issued very few checks since checks were requested over the internet and sent directly to the person seeking reimbursement. Also, it was easier to balance the account each month using this process.

The treasurer worked closely during the year with the membership, conference, vendor/sponsor and vice president. This relationship is very important because of the coordination required for the annual conference and summer institute. The treasurer suggested a number of recommendations that were included in her written report. These suggestions are to be taken into account by the new board.

The treasurer reported assets of \$459,486.19 through June 9, 2000. This included \$59,142.91 in the checking account, \$291,610.66 in the CD/reserve fund accounts and \$108,732.32 in federated investments. Each board member and committee chair was provided a copy of their budget and expenditures charged to that budget through June 7, 2000.

Karen Koonce requested that her report be accepted with the revisions noted. The board accepted the report subject to audit.

Secretary’s Report*

Guy Gibbs provided a written report. He provided a copy of the SASFAA Policy and Procedure Manual with suggested changes noted. These changes are necessary to bring the manual up-to-date and reflect actual procedures being followed by board members and committee chairs.

Guy Gibbs moved to accept the changes proposed for the SASFAA Policy and Procedure Manual. Seconded by Lori Hartman. Motion approved unanimously.

The secretary attended the TASFAA spring conference and thanked Lori Hartman and TASFAA for the warm reception given.

It was also noted that the SASFAA Operational Calendar for 1999-2000 had been completed and distributed. The operational calendar will be an ongoing project. Changes and/or additions should be forwarded to the secretary. It will be updated annually.

The board meeting was recessed at 12:15 PM for lunch.

The board was reconvened at 1:30 PM.

REPORTS OF THE STATE PRESIDENTS

State Presidents' General Report

Janet Sain did not present a written report for the state presidents. Highlights of her oral report:

- The state presidents met informally with Department of Education personnel on Thursday afternoon, June 8.
- The annual report of the activities of the state presidents had been completed and submitted.
- The secretary had provided information for the operational calendar.

Virginia*

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

- Announced VASFAA awards presented during the spring conference: Excellence Award, Karen Koonce, Tidewater Community College; Service Award, Mike Hawkes, ECMC; New Professional of the Year, Liz Vikmanis, ECMC; Retirement Awards, Sid Dugas and Buddy Johnston.
- Announced 278 attendees at the spring conference held in Virginia Beach. Bill Cox represented SASFAA.
- Announced the "Buddy Awards" through the New Century Educational Endowment Fund.
- Announced VASFAA election results. These individuals will join Nancy Roberts, President, and Zita Barree Past-President on the board for 2000-2001. Paul Martin, President-Elect, James Madison University; and Mike Hawkes, Treasurer, ECMC. Elected as Representatives-at-Large were Sharon Clough, TESST; Biz Daniel, National Education; Tom Morehouse, Thomas Nelson CC; Leslie Thomas, National-Louis University and Keith Wellings, Hampden-Sydney College.
- Presented a copy of the annual report.

Tennessee*

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

- Announced TASFAA election results: President, Darolyn Parks-Porter, Austin Peay State University; President Elect, Brent Tener, Vanderbilt University; Past-President, Lori Hartman, University of Tennessee, Memphis; Secretary, Joanie Hall, Trevecca Nazarene University; Treasurer, Cara Suhr, TN Technology Center; District I, Jim Shannon, Christian Brother's University; District II, Teretha Fowler, Jackson State CC; District III, Bill Grizzard, AmSouth; District IV, Jack Harvey, Southern Adventist University; District V, Jeff Gerkin, University of Tennessee, Knoxville; and District VI, Diane Keasling, Milligan College.

- Announced the success of the spring conference in Nashville. Guy Gibbs represented SASFAA.
- Announced the continuation of the counselor intern program.
- Announced the dates of the TASFAA transition board meeting.
- Reported that TASFAA would have a booth at NASFAA welcoming the membership to Nashville/TASFAA/SASFAA in 2001. Encouraged volunteers to assist TASFAA with this endeavor.

South Carolina*

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

- Announced the success of the joint SCASFAA and NCASFAA spring conference held in Myrtle Beach in April. Expressed appreciation to Janet Sain and NCASFAA for their effort in making this a success. Mary Givhan represented SASFAA.
- Reported the success of the first Leadership Symposium held by SCASFAA.
- Announced that the sponsorship support was the highest ever recorded in both numbers of sponsors and dollars received.
- Announced the SCASFAA election results: Margaret Hunt, President Elect, Midlands Technical College; Anita Kaminer, Vice President, Columbia College; Carolyn White, Secretary, Voorhees College; and Member-at-Large Violette Hunter, University of South Carolina TRIO Programs.
- Expressed an early welcome to SASFAA from SCASFAA for the 2001 annual conference.

North Carolina*

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

- Reported on efforts of NCASFAA to assist flood victims following Hurricane Floyd.
- The success of the joint spring conference held with SCASFAA. Reported over 450 participants attended, 12 DOE presenters and keynote by Carol Ann Tucker from East Carolina University.
- Reported on election results: Wanda White, President Elect, St. Augustine's College; Tony Carter, Vice President, Queens College and Bill Horn, Treasurer, College Foundation.

Mississippi*

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

- Announced that MASFAA's Professional of the Year Award will be named the "Jack Woodward Award of Excellence."
- Announced that the Educational Services Foundation had begun a Delta Scholars Program targeting students from the delta area which tends to be the lowest income area of the state.
- Announced several initiatives by the Electronic Services Committee.
- Reported that the spring conference would be held in Biloxi, June 21-23. Mary Givhan will represent SASFAA at her state association's meeting.
- Announced the success of the Pacesetters Camp.

Kentucky*

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

- Announced the success of the spring conference held in Frankfort.
- Announced the presentation of the Herb Vescio Distinguished Service Award to Tim Rhodes of Morehead State

University.

- Announced KASFAA election results: Michael Morgan, President Elect, Transylvania University; Zelena O'Sullivan, Secretary, Pikeville College; Private School Representative, Dave Wuinee, Bellermine College; Proprietary Representative, Charlene Geiser, Sullivan College and Technical College Representative, Mary Ann Olson, KCTCS System Office.
- Indicated paid membership had increased from 243 to 357, an increase of 46.9%.

Georgia*

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

- Announced the reestablishment of a GASFAA website and listserv.
- Announced that a number of by-laws changes had been approved.
- Announced the success of a number of initiatives by the Professional Development Committee.
- Announced the hard work of the Strategic Long-Range Planning Committee.
- Announced that Tommy Moore of Valdosta State University had received GASFAA's highest recognition through awarding of the Don Payton Lifetime Achievement Award.

Florida

Kurt Wolf did not submit a written report for FASFAA. He was not in attendance.

Alabama*

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

- Announced the success of the spring conference held in Gulf Shores.
- Announced conference sites for 2000-2001: October 17-20, 2000 the Radisson Hotel, Birmingham and May 8-11, 2001, the White Sands Resort, Gulf Shores.
- Announced AASFAA election results: President, Dee Talley, University of Alabama at Birmingham; President Elect, Dot Wilkinson, Southern Union State CC; Past-President, Dorenda Adams, Alabama State University; Vice President, Michael Reynolds, Auburn University; Treasurer, Evelyn McKeithen, Troy State University at Montgomery; Treasurer Elect, William Jackson, Faulkner University; and Secretary, Lisa Aitken, Huntingdon College.
- Announced the awarding of the Shirley Speer Scholarship to Reid State Technical College; the Floyd Johnston Scholarship to the University of Alabama, Tuscaloosa; the Bill Gentry Scholarship to Beville State CC; and the AASFAA scholarships to Troy State University and Drake State Technical College.
- Announced that Clark Aldridge had received the M. Cecil Padgett Outstanding Achievement Award. This is the highest award presented by the association.
- Announced retirement awards.
- Presented Judy Deines with an Honorary Admiral of the Alabama Navy Certificate. Judy was SASFAA's representative at the spring conference.

COMMITTEE REPORTS - Continued

By-laws

Guy Gibbs reported that there were no By-laws updates to be presented and/or considered by the Board.

Finance and Audit Committee*

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

- Provided investment summary information. A part of this report was an increase in reserve levels to maintain the liquid assets of the association at an acceptable level.
- Announced that the SASFAA Guide to Financial Management had been submitted for review.

Bill Cox moved to “adopt the revised SASFAA Guide to Financial Management.” Seconded by Karen Koonce and approved unanimously.

- Announced that the Guidelines and Procedures for the Office of Treasurer had been reviewed and updated. The draft had been sent to the Board for review.

Lori Hartman moved to “adopt the revised Guidelines and Procedures for the Office of Treasurer as amended.” Seconded by Janet Sain and approved unanimously.

- Recommended that the review of membership dues be carried over to the next year’s committee since all data from other associations had not been received and evaluated.
- Reported the results of the state presidents’ request that SASFAA cover part of their expenses to attend SASFAA board meeting. It was noted that the additional expense to SASFAA would be approximately \$10,080.

Lori Hartman moved that “SASFAA agrees to cover room and room tax (or other agreed upon) expenses for all days required to attend a Board meeting.” Seconded by Zita Barree. Motion approved.

Conference Committee*

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

- Provided a summary of the 2000 SASFAA conference evaluations.
- Reported the following:
 - 44.1% rated interest sessions quality as excellent, .5% as poor
 - 49.3% rated interest sessions variety as excellent, .5% as poor
 - 48.6% rated interest sessions length as excellent, 0% as poor
 - 47.4% rated vendor exhibit area as excellent, 2.3% as poor
 - 42.8% rated the community service project as excellent, 1.3% as poor
 - 46.9% rated the new aid officers workshop as excellent, 0% as poor
 - 42.4% rated the overall conference as excellent, 0% as poor
 - 99.1% indicated the conference was reasonable
 - 95.1% indicated the conference met their professional needs
 - 94.7% indicated the conference met their expectation

Communications Committee*

Karen Fooks presented a written report. She reported 15,414 “hits” to the “What’s New” page of the SASFAA website. This included 3,052 since the February report to the board. There are 399 subscribers to the listserv.

Recent additions to the website are calendar information, draft of the February Executive Board minutes and the spring newsletter. Additional information to be posted includes the latest budget information, approved changes to the policy and procedure manual, treasurer’s guide and next year’s executive board information.

It was reported that the chair would be working with Lester Mackenzie, 2000-2001 chair of the Electronic Services

Committee, to transition the SASFAA website to its new location and webmaster.

Legislative Relations Committee*

Willie Williams presented a written report. He reported that the committee had attempted to keep the membership informed of important legislative issues, kept the president aware of developments and develop position statements for the association. It was indicated that it was a slow year from a legislative standpoint and that most of the year was spent clarifying reauthorization issues, including the return of Title IV funds. He offered suggestions to the President Elect concerning the identification of members to serve on the committee.

Membership Committee*

Melissa Ellyson presented a written report. She indicated that the SASFAA membership currently stands at 1,393 paid members. The directory is currently at the printer and is should to be mailed to the membership in June.

Newsletter Editor

Ann Hendrick did not present a written report. She indicated that newsletter articles were due the week of June 11, 2000.

Site Selection Committee*

Dave Cecil presented a written report and announced that a contract had been negotiated and signed by President Givhan for the 2003 conference. Conferences for 2001-2003 are as follows:

- February 11-14, 2001, Hyatt Regency Hotel, Hilton Head, South Carolina
- February 17-20, 2002, Galt House Hotel, Louisville, Kentucky
- February 23-26, 2003, Adams Mark Hotel, Jacksonville, Florida

Sponsorship Committee*

Thelma Ross presented a written report. She reported total sponsorship received for 1999-2000 was \$104,150. This included \$15,680 for newsletter advertisements, \$5,050 for membership directory advertisements, \$6,870 for the 2000 summer workshop and \$76,500 for the annual conference.

History Task Force

Curtis Whalen did not attend. President Givhan gave an update on the progress on the committee and their project. It was indicated that the video was not ready at this time but that the committee is proceeding with its development. Much progress had been made during the annual conference to tape the oral history of the association by interviewing various members who had been involved with SASFAA.

This committee will function in 2000-2001 with Curtis Whalen continuing as chair.

The board meeting was recessed at 2:28 PM.

The board meeting reconvened at 2:50 PM.

LIAISON REPORTS

Foundation Liaison*

Ken Owens was not present and did not submit a report.

Lender Liaison*

Marjorie Belton, who presented a written report, represented Tom Hood.

- PLUS index change is both good news and bad news. Because the federal government will not need to borrow as much in the future, the Treasury Department will begin to phase out certain securities instruments. Among those possibly targeted will be the 52-week Treasury Bill which has been the benchmark to determine the interest rate for PLUS and SLS loans. It is also possible the 91-Day Treasury Bill, the benchmark for the Stafford loan, could also be eliminated. If this occurs Congress will need to find appropriate and stable new Treasury instruments to benchmark student loans.
- Electronic signatures could be recognized and legally enforced if President Clinton signs into law a bill to recognize that type of signature.
- The Higher Education Amendments of 1998 required the Secretary of Education and the GSA to convene a group to identify and evaluate different market-based mechanisms for determining lender yields. Findings are due in November 2000.
- Technical corrections to the Higher Education Amendments have been introduced and were discussed including a provision to allow borrowers to submit and lenders to accept electronic forbearance. Also introduced is a bill to extend the phase-out of the default rate exemption for certain HBCUs by moving the deadline for reducing cohort default rates below 25 percent from July 1, 2002 to July 1, 2004.

State Agencies*

Ron Gambill presented a written report. He indicated that FFELP had completed work on another session of negotiated rulemaking. Consensus was reached relative to NSLDS as it relates to the financial aid transcript, changes to documentation for notification requirements and payment period determinations.

Due to funding of the Special LEAP program for 2000-2001, students will benefit by the matching requirement of two to one by states. It is anticipated that the \$10 million of Special LEAP will result in \$30 million of awards for needy students. There is concern about funding for 2001-2002 since LEAP funding has not been placed in the House budget.

The FFELP community wants to be a leader in the transition to work with other financial partners to better serve students and schools. This results from a look at business of the future with e-commerce and how the student population will evolve. The FFELP community continues to work on innovation with standardization through CommonLine. Due to rising college costs, the state guarantee agencies anticipate another increase in FFELP volume for 2000-2001. As educational borrowing increases, the focus on default aversion will continue to be refined through scoring models, more skip tracing and increased borrower counseling.

U.S. Department of Education*

Greg Martin from Region III provided a written report to the board. Highlights of his presentation:

- Indicated much of the Department's efforts during the past several months had focused on negotiated rulemaking.
- Indicated he will be chairing the Blue Book committee. Anyone having suggestions and/or recommendations

should contact him in Philadelphia.

· Indicated that effective July 1, 2000 the requirement to obtain financial aid transcript for mid-year transfer will go away but institutions will still be required to provide them if requested by another institution.

· Indicated few regulatory packages or Dear Colleague/Partner letters had been issued lately. All Department publications are available on the ifap.ed.gov website and everyone is encouraged to monitor the website on a regular basis.

OLD BUSINESS

No old business was transacted.

NEW BUSINESS

No new business was transacted.

President Givhan presented certificates to outgoing state presidents and committee chairs and thanked them for their service to SASFAA. She also presented plaques to Ron Gambill, Dave Cecil and Karen Fooks for their many years of service as members of the SASFAA board.

Anthony Bowles moved that the board meeting be adjourned at 4 PM. Seconded by Bill Cox and approved unanimously.

Respectfully Submitted:

Guy F. Gibbs, Secretary

*Written reports were submitted and distributed to the elected board, committee chairs, state presidents and guests.

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Date Last Modified: 10/06/00