

**DRAFT – SASFAA Executive Board Meeting
Aqueduct Conference Center, Chapel Hill, North Carolina
December 9-10, 2000**

CALL TO ORDER

President Bill Cox called the meeting to order at 9 AM.

WELCOME

President Bill Cox recognized NCASFAA President Lianne Masterson. She welcomed the SASFAA Executive Board to North Carolina on behalf of her colleagues and presented each attendee a gift. The gift was a gemstone that she had mined in western North Carolina.

INTRODUCTIONS

The following board members were present: Bill Cox, President; Clark Aldridge, President-Elect; Mary Givhan, Past President; Rose Mary Stelma, Vice President; Karen Koonce, Treasurer; and Guy Gibbs, Secretary.

State presidents in attendance were: Dee Talley, Alabama; Gary Mann, Georgia; Steve Greenough, Mississippi; Lianne Masterson, North Carolina; Darolyn Porter, Tennessee; and Nancy Roberts, Virginia.

Committee chairs in attendance were: Ellen Green, Archives and Research; Lynne Reinstadtler, Conference; Judy Deines, Decentralized Training; Lester McKenzie, Electronic Services; Charles Vinson, Finance and Audit; Curtis Whalen, History; Melissa Ellyson, Membership; and Thelma Ross, Site Selection.

Liaison representatives in attendance were: Steve Brooks, Agencies; Kathy Campbell, Lenders; and Greg Martin, U.S. Department of Education.

SUBSTITUTE VOTING

President Cox announced the following substitute voting: Kathy Campbell to represent Ritz Ritzman, Florida President; Charles Vinson to represent Sandy Neel, Kentucky President; and Margaret Hunt to represent Mike Fox South Carolina President.

CHANGES TO THE AGENDA

President Cox announced two changes to the published agenda. The changes involved moving the reports of Melissa Ellyson, membership, and Judy Deines, decentralized training, from the 9 AM time slot on Sunday, December 10, to the 10:45 AM time slot on Saturday, December 9.

APPROVAL OF MINUTES

ACTION: Rose Mary Stelma moved to accept the minutes of the July 29, 2000 meeting that was held in Mobile, Alabama. The motion, seconded by Gary Mann, was approved unanimously.

ACTION: Nancy Roberts moved to accept the minutes of the November 1, 2000 conference call that dealt with nominations and elections. The motion, seconded by Gary Mann, was approved unanimously.

REPORT OF THE OFFICERS

**Report from the President
Submitted by Bill Cox**

President Cox reported that he had been traveling extensively during the fall. His travels took him to the Tennessee, Florida, Kentucky, North Carolina, and Mississippi state meetings. All greeted him kindly. He thanked the state presidents and the conference chairs for providing him with a safe and comfortable stay. He indicated that he came away from each meeting feeling good about SASFAA's involvement with the states.

President Cox met with the conference committee in Charlotte in October. The conference committee is working hard to make the 2001 conference the best SASFAA conference ever. He was very impressed with the planning and work being done by Lynne and her committee.

The NASFAA Board meeting was held in Seattle, WA on November 11 –13, 2000. There were many topics of discussion and Jeff Baker gave an update from the Department. President Cox will attend SWASFAA's Board meeting January 27, 2001 in Dallas as a part of NASFAA's inter-regional visitation program.

He thanked the sponsors for their support for the board meeting. Chase/Education First sponsored Friday night's dinner, and College Foundation sponsored Saturday night's dinner. Sallie Mae sponsored the breaks and travel to/from the airport.

Lastly, he thanked all of the board members, committee chairs, and liaisons for their hard work so far this year. President Cox indicated that everyone's work made his job as President easy.

Report from the Vice President, for Professional Development Submitted by Rose Mary Stelma

Workshop Faculty for Summer 2001

Instructors: Brad Barnett (VA); Ruth Strum (FL); Sally Dodd (NC); B.J. Moncure (MS); Maureen McFarlane (FL); Carlos Clark (AL); Frieda Jones (GA); Jevita DeFrietas (VA); Bob Godfrey (SC); Heather Boutell (KY); and Anne Rader (TN). The last instructor is confirming with supervisor at the time of the report.

Curriculum Coordinator: Michael Morgan (KY)

Lender Assistants: Bridget Ellis (SallieMae) and Charlie Libretto (Bank of America). There is the possibility that Jennifer Jones-Gaddy of South Carolina Student Loan Corporation will also join the workshop.

Every SASFAA state is represented. There are eight (8) female instructors and four (4) male instructors. There are four (4) minority instructors with the curriculum coordinator being a minority male.

One-Day Workshop in February 2001

Michael Morgan has prepared the agenda for the one-day workshop. Several returning instructors are attending the conference and will present the materials. Greg Thornburg, from Arkansas, and Rose Mary Stelma may also assist with the presentations. The one-day workshop is scheduled for 8:00 AM to 3:30 PM, Sunday, February 11, 2001. Those wishing to participate will indicate on their conference registration form.

Summer 2001 New Aid Officers Workshop

ACTION: Rose Mary Stelma recommended that the SASFAA Executive Board approve Furman University in Greenville, SC as the site of the Summer 2001 new aid officers' workshop. The workshop will run from Sunday, June 17, 2001 through Friday, June 22, 2001. The dates do not conflict with any other SASFAA or SASFAA-state activities as currently scheduled. The motion, seconded by Mary Givhan, was approved unanimously.

Some of the activities planned include during the summer workshop are:

- Picnic and SASFAA Olympics
- Reception and pool party at home of Furman's President
- Game night in the University Center – bingo, movies, video games, billiards, etc.
- Free night with transportation provided to downtown Greenville, popular nightspots, the mall, movie theatre
- Banquet and dance

The preliminary class agenda is ready. Michael Morgan has provided some study materials for the instructors and the planning retreat is scheduled for March 9-11, 2001 at Furman University.

Site for Summer 2002 New Aid Officers Workshop

ACTION: Mary Givhan moved that the SASFAA Executive Board approve Millsaps University in Jackson, MS, as the site of the Summer 2002 new aid officers' workshop. The workshop will run from Sunday, June 21, 2002 through Friday, June 28, 2002. These dates do not interfere with the MASFAA conference. The motion, seconded by Darolyn Porter, was approved unanimously.

Millsaps University has indicated that they have June 2003 dates available also. Furman University is constructing a new meeting facility, to

be completed in the spring of 2002 and is interested in SASFAA returning in the future. No decision was finalized concerning the 2003 new aid officers' workshop.

Vice President Stelma indicated that it is difficult to find college campuses with adequate facilities when only planning one year in advance. She felt that it is in SASFAA's best interest to secure workshop sites at least 18 months in advance of the desired dates. Furthermore, future vice presidents should be encouraged to stay two years at a site if all is goes satisfactorily during the first year at a site. She indicated that this is just a suggestion.

Other Activities:

Submitted a brief article telling the membership about a one-day workshop in February and to watch for more information about the Summer 2001 workshop.

She continues to work on promotional materials, registration forms, etc., that will be posted to the SASFAA website. She is also considering the possibility of mailing a postcard to each college financial aid office to promote the workshop.

The Vice President conducted a survey via the listserv and website to determine the interest in SASFAA-sponsored intermediate aid officers' training. As of November 15, 2000, results were:

- 40 responses – 93% were interested in this type of training.
- 57% of the responses favored a 1-2 day workshop. 41% favored a 3-4 day workshop.
- 35% suggested holding the workshop in “winter”
- 24% voted for “summer” and 24% voted for “fall”
- 54% liked the idea of holding the workshop in conjunction with the summer new aid officers' workshop and 46% did not.

Suggested topics fell into these categories:

- Regulatory changes
- Office management
- Personal development
- Software and technology
- Expanded review of the basics
- Leadership development & development of skills such as public speaking

The forty (40) responses represented a very small percentage (3%) of SASFAA members. She indicated that it is impossible to draw conclusions about what those other members think about this issue at this time.

Vice President Stelma advised the Board that she had submitted a draft of the *SASFAA Summer Workshop Guide* for everyone's review prior to the board meeting. This guide, if approved, will become **Appendix D** of the *SASFAA Policy and Procedure Manual*.

ACTION: Guy Gibbs moved for approved of the *SASFAA Summer Workshop Guide*. The motion, seconded by Charles Vinson, was approved.

Report from the President-Elect Submitted by Clark Aldridge

Since the July Board meeting the President-Elect had the opportunity to represent SASFAA at the Alabama, Georgia, South Carolina, and Virginia state conferences. He was most impressed with the quality of the interest sessions and how well each conference was organized. He indicated that each of the state presidents and their conference and local arrangement chairs should be complemented.

President-Elect Aldridge also attended the NASFAA Board meeting held in Seattle, WA on November 12-14, 2000. He attended as an observer and had an opportunity to visit with his counterparts from the other regions. Attendance at this meeting allowed him to get a good feel for how the NASFAA Board operates and an understanding of the issues facing the Board.

He indicated that Lisa Turner and Dave Cecil would visit the Gault House in Louisville, KY, the site of the 2002 Annual Conference, to go over the contract with the hotel.

President-Elect Aldridge will be finalizing the locations and dates of the elected officer retreat and the SASFAA Board meetings for 2001-2002 in the next few weeks.

He indicated that a second request for volunteers had been posted to the listserv and that he had received a good response thus far.

**Report from the Secretary
Submitted by Guy Gibbs**

Policy and Procedure Manual Revisions

Secretary Gibbs reported that the *SASF^{AA} Policy and Procedure Manual* revisions are continuing to be reviewed and the document updated. The revisions were approved during the Executive Board meeting held in St. Petersburg Beach last June. Time limitations have prevented the Secretary from completing the document. The Secretary plans to have the document completed prior to the annual conference that will be held in Hilton Head, South Carolina, in February. Board members will be notified when the document is completed and also forwarded to Lester McKenzie for posting to the SASFAA website.

All board members were reminded that, "The Manual is intended to be a living document that will change as necessary to fit the Association's needs." Secretary Gibbs indicated that as board members and committee chairs identify areas in need of new or revised policy guidance or procedural change, they forward those changes to the Secretary so that the changes can be made to the document and it can be submitted to the full board for their review and approval. The Board must approve all new policies and procedures, as well as changes to the existing manual.

Minutes of Board Meetings

The elected board, committee chairs and liaisons did an excellent job of getting reports to the Secretary prior to the board meeting in Mobile. The Secretary only had two run down a couple of reports in order to finalize a draft of the minutes. The draft was forwarded to all the board for their review and comment. After receipt of comments from the Board, the draft minutes were revised and forwarded to Lester McKenzie to be posted to the SASFAA website. Upon approval of the minutes a final report will be forwarded so that the SASFAA website can be updated to reflect final approval of the minutes.

**Report from the Treasurer
Submitted by Karen Koonce**

The IRS 990 tax form was completed by Ann Rochester of edSouth on November 17, 2000. Because of some technical difficulties with her computer, an extension was filed because the form was due to the IRS postmarked November 15, 2000. President Cox will mail the final set of forms, with a copy of the extension, the week of December 11, 2000.

The treasurer had also checked into the feasibility of SASFAA using a credit card system for members to pay fees. Each year at the conference several members (approximately 5-10) ask to pay by credit card. The costs would be as follows:

- \$200 for the credit card terminal plus
- \$ 30 per month minimum fee

No action was recommended to be taken regarding a SASFAA credit card system at this time.

**Report from the Past President
Submitted by Mary Givhan**

Nominations and Elections

Past President Givhan indicated that the Nominations and Elections Committee met in Atlanta, GA on October 9-10, 2000 to select the slate of officers to be recommended to the Board of Directors. The Board, on November 1, 2000 unanimously approved the slate as recommended. The members of the committee included the past presidents from the nine SASFAA states. All were in attendance at the meeting and they included: Dorenda Adams (AL); Kurt Wolf (FL); Deborah Clark (GA); Anthony Bowles (KY); Bruce Crain (MS); Janet Sain (NC); Earl Mayo (SC); Lori Hartman (TN); and Zita Barree (VA).

The slate includes:

President-Elect: Karen Koonce, Tidewater Community College, VA and William Spiers, Jr. Tallahassee Community College, FL
Vice President: Ellen Green, Charleston Southern University, SC and Ron Day, Birmingham Southern College, AL

Treasurer: Terry Bland, BancorpSouth, MS and Sonja McMullen, Sallie Mae, Inc., TN

The election will be held at the annual conference in Hilton Head, SC on February 12-13, 2001. Paid members who are unable to attend the conference may vote by completing the absentee ballot that will be found in a Special Election insert of the newsletter. Members wishing to make a nomination from the floor during the opening business session of the annual conference should advise Mary Givhan, Chair of the Nominations Committee, prior to the opening session. The nominee(s), if approved for the slate of candidates, may bring biographical information to be distributed at the polling place; however, that information must comply with the SASFAA policies and procedures governing nominations and elections located in Section 6.14 of the *SASFAA Policy and Procedure Manual*. This information is available on the SASFAA website at www.safsaa.org.

REPORT OF THE STATE PRESIDENTS

General Report from the State Presidents Reported by Steve Greenough

Steve Greenough, President of MASFAA, served as spokesperson for the state presidents. He indicated that the group had met on Friday afternoon to discuss issues relative to the various state associations and to share ideas and concerns. The state presidents had one primary issue and that being that the various SASFAA state associations were not pleased with the quality of training they are receiving from the U.S. Department of Education's trainers. The one exception to that concern is Virginia who feels they are getting excellent training and support from Greg Martin.

President Cox indicated that he would discuss this concern with appropriate U.S. Department of Education personnel. He will keep the Board informed.

REPORT OF THE COMMITTEES

Report from Decentralized Training Judy Deines, Chair

One decentralized training workshop on Professional Judgment was held in October in Jackson, Mississippi. Twenty-five financial aid officers attended the workshop. Jim Gibson from the University of Southern Mississippi and BJ Moncur from Jackson State University were the presenters. They attended a training session in Washington, DC on the materials that were covered at the Mississippi workshop.

The chair submitted a NASFAA response form for spring 2001 training for one workshop. The spring decentralized training on FERFA/Information Release, Packaging, and PPAs is planned for April in Jackson, Mississippi. BJ Moncur and Laurie Ricklovsy from University of Mississippi will be the presenters and will attend training in Washington, DC in February.

Recess: 12:15 PM

The Board recessed at 12:15 for lunch. During the time the Board was at lunch Rebecca Ashburn treated them to a "storytelling" session. Ms. Ashburn is a former colleague of President Cox having worked with him in the financial aid office at the University of North Carolina at Chapel Hill. She kept the audience spellbound with her stories.

Reconvene: 1:30 PM

Report from Membership Melissa Ellyson, Chair

Current Membership: 533 (December 8, 2000)

Membership by State: Alabama-21; Florida-70; Georgia-57; Kentucky-24; Mississippi-24; North Carolina-115; South Carolina-52; Tennessee-73; Virginia-74 and Other-23

A discussion ensued concerning whether or not to move from a printed membership director to an electronic version.

ACTION: Darolyn Porter moved that the SASFAA membership director no longer be printed in a paper format but instead that the membership director be posted to the SASFAA website. The motion, seconded by Charles Vinson, was approved.

Report from Finance and Audit Charles Vinson, Chair

The Chair of the Finance and Audit Committee reviewed the accountant's copy of QuickBooks for the current year and found everything to be

in order.

Three items were provided to the Board as part of the report:

- The Board was provided a copy of SASFAA Investment Accounts as of December 5, 2000. In addition to the assets listed, there was \$96,896.61 in the Federated Account as of October 30, 2000. Two of the accounts are to mature in December 2000. The chair is currently working with Jim Mills at SunTrust to secure the best possible investment for SASFAA when these accounts mature.
- The Board was provided with a copy of SASFAA Assets Inventory as of December 5, 2000. Since the last report three items have been removed from the inventory. Those items (Compaq laptop PC, laptop carrying case, and a portable printer) were donated to the Maryville Christian School. Dick Smelser is getting a letter from the school for the SASFAA records showing that the items were donated. In addition, one new item has been added to the inventory, a Panasonic Palm Camera and five (5) extra disks.
- The Board was provided with a copy of the budget increase requested by the 2001 Conference Committee. The committee is proposing an increase of \$34,160 in the conference budget. The Chair of the Finance and Audit Committee in discussions with the SASFAA Treasurer does not see any changes to the current SASFAA budget that could accommodate this increase. The only other alternative is to go into current reserves to finance the budget increase.

Since only one state is participating in the NASFAA Decentralized Training, the Finance and Audit Committee recommended that Income line item 02 be decreased by \$15,000 and Expense line item 203 be decreased by \$15,000.

ACTION: Lisanne Masterson moved to approve the revised budget as presented by the Finance and Audit Committee. Steve Greenough seconded the motion and it was approved.

Chair Vinson will provide the updated budget to the Board and to the secretary so that it can be posted the SASFAA website.

The Finance and Audit Committee is currently working on securing the best, most economical option for performing the final audit of the 1999-2000 financial records.

**Report from Sponsorship
Lisa Tumer, Chair
Presented by President Cox**

Friends of SASFAA have been contacted and instructed to access the SASFAA website for sponsorship information. Periodic email messages have been sent to alert them to deadlines and sponsorship opportunities. The fall issue of the SASFAA newsletter was published with adequate advertising. Interest has been expressed in sponsoring summer workshop activities and placing ads in the membership directory.

The projected budget reflects an expectation of \$18,000 being generated by newsletter advertising. To date commitments of \$18,670 have been received. The projected budget for conference sponsorship is \$80,000 and to date \$53,350 has been pledged. This comes from 27 exhibitors. Of these, one has committed to a sponsorship level of Gold but has not stated the monetary amount. Two others are currently working with sponsorship chair to establish their sponsorship level and monetary commitment. The chair does not foresee any problems in reaching projections.

SASFAA has received \$1,300 from prior year commitments and \$10,470 of in-kind support.

**Report from History
Curtis Whalen, Chair**

The history project for 2000-2001 is a continuation of efforts begun during the 1999-2000 year. Curtis Whalen, Crusie Lucero, and Dave Gelinas served on the committee during 1999-2000 and each continues with the assignment during this year. Marvin Ragland and Chuck Parker also assisted during the past year with the video/interview project, and Marvin has been asked to continue this year in order to complete interviews missed last year. Plans for 2000-2001 include:

- Completing interviews of Past Presidents and Distinguished Service winners.
- Preparing a video summarizing the history of SASFAA appropriate for presentation during the annual conference at Hilton Head.
- Updating and upgrading the photo album of Past Presidents.
- Consideration of preparing a more formal printed piece, or other appropriate display, using photographs and brief biographical sketches of all Past Presidents.

- Continued research and review of the evolution of SASFAA's budget, conference themes and highlights, and publication efforts.

To date, the following activities have taken place:

- The committee has communicated by telephone concerning plans for the year.
- Interviews of Past Presidents and Distinguished Service winners videotaped by Marvin and Chuck during last February's conference have been edited and used in preparing a "preliminary" video on SASFAA's history.
- A message has been sent to a number of Past Presidents requesting a "portrait" type picture. (Such a picture is already on file for a number of Past Presidents.)
- An outline for a comprehensive video on SASFAA has been prepared, and there has been consultation with an appropriate video firm on technical assistance for the project.

The Board was treated to view of the "preliminary" video and commented on the excellent job that the committee has done.

REPORT OF THE LIAISONS

Report from State Agencies Steve Brooks, Chair

The report from state agencies was provided to the Board. Some state reports were provided from more than one agency. There are a variety of beneficial activities going on at agencies throughout the South.

ALABAMA

Listed below are the highlights of financial aid activities for 1999-2000 for the Alabama Commission on Higher Education. This information will be reported in the agency's annual report and released in January, 2001.

Alabama National Guard Educational Assistance Program

This program is designed to help professional members of the Alabama National Guard pursue undergraduate degrees and, to a limited extent, graduate degrees. This assistance is especially important as a component of the Military Department's recruitment efforts to maintain troop strength in Alabama.

During 1999-2000, 952 awards were given at an average of \$702 per award for a total distribution of \$668,162.

Alabama Student Assistance Program

The Alabama Student Assistance Program is a state-supported and federally funded grant program that is designed to assist financially needy students. It is the state's only need-based student aid program for Alabama residents attending postsecondary educational institutions in Alabama.

During 1999-2000, 3931 awards were given at an average of \$466 and a total distribution of \$1,830,550.

Alabama Student Grant Program

Alabama residents enrolled in independent, nonprofit Alabama colleges and universities receive financial assistance through the Alabama Student Grant Program. This program helps bridge the differential between public and private institutions, and helps provide Alabama students an opportunity to take programs and courses at private institutions. Individual grant payments to students are significantly less than the state appropriation per student was these residents to attend public institutions in Alabama.

A strategy defined in *Enhancing Our Strengths Through a Shared Vision* (a Commission publication), calls for the Legislature to fund the tuition assistance program for students attending private institutions of higher education at its maximum level. Alabama law allows eligible students at private higher education institutions to receive \$1,200 per academic year.

The state of Alabama is not unique in providing assistance for students attending private institutions. Most state include private higher education in the student aid subsidy programs; and one-third of all state offer direct tuition equalization grants (student grants that offset the cost differences between public and private colleges) to students attending private institutions.

During 1999-2000, 9,512 awards were given at an average of \$583 each. Award distribution totaled \$5,613,888.

Police Officer's and Firefighter's Survivor's Educational Assistance Program

The Police Officer's and Firefighter's Survivor's Educational Assistance Program provides funds for tuition, fees, books and supply expenses for undergraduate study at Alabama public colleges and universities for dependents and spouses of police officers and firefighters killed in the line of duty.

During 1999-2000, 17 awards were given at an average of \$2,475 for a total distribution of \$42,079.

State of Alabama Chiropractic Scholarship Program

The program provides scholarship assistance to financially needy Alabama residents who are enrolled in accredited chiropractic colleges. It is the only type of assistance for Alabama students pursuing chiropractic studies.

During 1999-2000, 18 awards were given at an average of \$1,461, for a total distribution of \$37,986.

Technology Scholarship Program for Alabama Teachers

The Technology Scholarship Program for Alabama Teachers (TSPAT) is the first program of its type in the country. The program, created by the Alabama Legislature in 1993, enables certified, public school teachers to take advanced technology training on state-paid scholarships. Teachers take three courses specifically designed to help teachers integrate technology into the school curriculum.

To date, nearly 12% of all public school teachers in Alabama have received technology training with TSPAT assistance. During 1999-2000, 854 awards were given to K-12 teachers at an average award of \$752. Awards totaled \$641,902.

The first item is a technical amendment to the Police officer's and Firefighter's Survivor's Educational Assistance Program to allow spouses of police officers and firefighters who become disabled in the line of duty to apply for the same benefits allowed for dependents of police officers and firefighters killed in the line of duty.

A second item is a \$1 million technical scholarship program included in the appropriation for the State Department of Education that is responsible for K-12 education in Alabama. According to the enabling legislation, this program is "to be established by the Governor through an Executive Order." There is no indication at this time when an executive order will be issued.

Additional funds were provided to two programs – the Alabama Student Assistance Program (supported with federal Supplemental Leveraging Educational Assistance Partnership Program funds) and the Alabama Student Grant Program that provides tuition assistance for students attending private, non-profit colleges and universities in Alabama.

William H. Wall, Ph.D.
Director of Grants and Scholarship
Alabama Commission on Higher Education

FLORIDA

News

High School Guidance Counselors, this one's for you. DOE's team of trainers crisscrossed the state to bring a wealth of information on the more than 30 Florida funding sources for higher education. The fun-filled, information packed, daylong training session on academic advisement and financial aid ran from 7:45 a.m. to 4:00 p.m.

Two sessions were cancelled due to Hurricane Gordon were rescheduled for: Tuesday, October 24, Miami, Florida, Clarion Hotel & Suites and Wednesday, October 25, Palm Beach Gardens, Florida, Embassy Suites

Customer Service

August results from the Customer Service Unit for the FFEL Program were awesome. The numbers are even more impressive when compared to August 1999.

- 5,426 calls answered with an average response/wait time of 14 seconds compared to an average response/wait of one (1) minute and 33 seconds last year.
- 1,725 customers called the toll-free automated voice response unit that was activated in July.
- 27,545 calls were made to borrowers in pre-claim status, compared to 12,886 last year.
- 1,231 application related questions fielded compared to 288 last year.
- 326 scholarship questions fielded compare to none last year.

- 34 lender questions fielded compared to 23 last year.
- 63 school questions fielded compared to 12 last year

Our Outreach Team is extending its reach and providing increased service to you with the addition of Maria Holmes, and Monica Stam to the team. We are confident that you will immediately benefit from their experience and expertise in the education financial aid arena. Please join BSFA in welcoming these individuals to our Outreach Team.

Several newsworthy events from the Claims Unit: First, Elena Thomas recently has been named Claims Manager. A four-year state employee, she most recently was property administrator for the Department of Juvenile Justice. Elena looks forward to assisting you with claims issues. Feel free to call (850-487-1528) or e-mail her at Thomase@mail.doe.state.fl.us.

Second, Mary Daniel, Director of Claims & Recovery, has been appointed to NCHELP Debt Management Committee and its Default Management/Aversion sub-committee.

Also, a welcome had been extended to Susan Sloan the new Recovery Manager. Susan comes from the Ohio Tuition Trust Authority where she was the Director of Operations for the Prepaid College Program for Ohio.

Mapping Your Future

Perkins Online Student Loan Entrance Counseling (POSLE) is now available at <http://mapping-your-future.org/perkiins/entrancecounseling>

CAM/CCI

The Bureau of Student Financial Assistance has designed a subsystem approach for implementation of the CAM/CCI initiative. This approach will allow us to meet the requirements set forth in the latest version of the CAM/CCI documentation as well as the specific requirements unique to BSFA and its current proprietary system.

The Bureau will be providing documentation to convey to trading partners basic design and processing assumptions inherent in this development effort and to solicit any feedback and/or concerns relative to our implementation methodology. Participants will receive more detailed information in the near future.

The Bureau expects to be in a position to receive test transmissions beginning December 1, 2000, with an anticipated G-date of December 31, 2000.

State Programs

State Programs has administered 33 grant, loan, and scholarship programs with over \$300 million in funding for the 2000-2001 academic year.

State Student Financial Aid Database Project

The State Student Financial Aid Database Project is still on schedule to be completed July 1, 2001. We provided training to financial aid administrators at the fall Florida Association of Student Financial Aid Administrators conference in Miami October 18 – 20, 2000. Look for more exciting news on this innovative project in future issues.

Fall Term Refunds and DER's

To all postsecondary institutions participating in State Programs, just a reminder that Fall 2000 term refunds are due to the Bureau within 60 days of your institution's last day of drop/add. If your institution owes an outstanding refund for any state program, reconciliation is in order. If we can be of assistance to you in reconciling your school's account, please contact Debbie McCormick toll-free 1-888-827-2994.

Term I DER's for Bright Futures are past due. Check with Jenny Carter for information and assistance toll-free at 1-888-827-2004.

Florida Work Experience Program (FWEP)

We are pleased to announce that 21 postsecondary institutions are participating in FWEP and have received allocations to award eligible students for the 2000-2001 academic year.

Teacher Programs

Teachers win again this year! Over 1,500 teachers employed in critical teacher shortage subject areas have been awarded over \$4.7 million. Tuition reimbursement awards will be finalized this fall.

The Instructional Aide Scholarship Program application has been distributed to all Florida publicly funded schools and school districts. This program was created by the 2000 Florida Legislature to encourage instructional aides to become certified in areas of critical state concern. The program provides tuition reimbursement to instructional aides who have been employed by a publicly funded school for at least one year. Check our Web site www.firn.edu/doe/bsfa for an application or call toll free 1-888-827-2004.

Bright Futures Scholarship Program

YOU ASKED FOR IT – YOU GOT IT!!! In an effort to improve service to make Bright Futures processing easier, improvements to the system have been implemented. These timesaving improvements are available through the Bright Futures web site at www.firn.edu/doe/brfuture.

- Download and upload DERs and Grades and Hours (including supplemental).
- Edit disbursement reports. Institutions may edit disbursement reports by term or by academic year. In addition, NWRDC electronic flat files now include edit reason codes.
- Download the Reconciliation Report. Student Refunds Reports and Reconciliation Acknowledgement Screens are now available.
- View and access the Internet list identifying summer, disbursed students who did not meet spring renewal requirements.
- On-line instructions for DERs, edit reports, grade and hour reports and reconciliation reports are available.
- View eligible students by academic year in the Eligible Student Directory. The following information is available for each eligible student: demographics, disbursements, correspondence, eligibility status, institution choice and hours remaining for the entire award and for the current academic year.

Students can now view the above information, update their demographic information, and indicate their institution choice through their assigned System ID and PIN number.

Bright Futures Quick Facts

- Bright Futures customer service staff is currently responding to 200+ calls a day, and this is our slow time!
- As of October 2, the total number of 2000 high school graduates who applied for Bright Futures scholarships is 65,465.
- Of the 65,465 applicants, 39,320 are eligible for a Bright Futures scholarship as follows:
- Florida Academic Scholars Award - 8,051
- Florida Merit Scholars Award - 28,899
- Florida Gold Seal Vocational Scholars Award - 2,370
- As of October 2, we have received and processed 3,143 reinstatement/restoration applications for the year 2000-2001.
- Disbursements for 2000-2001, as of October 9,
- Total \$60,560,212 to 66,736 students.

Look for the latest Bright Futures high school brochures for year 2001 graduates. These brochures have been distributed to public and private high schools as well as to postsecondary institutions.

C. Wayne Hood
Bureau Chief
Department of Education
Bureau of Student Financial Assistance (BSFA)

GEORGIA

A list of accomplishments and new initiatives completed by the Georgia Student Finance Commission since the July 23, 2000, report as provided. The Commission administers Georgia's HOPE Scholarship Program and other grants, loans and scholarships for Georgia students seeking education beyond high school.

Georgia's HOPE Scholarship Program

On October 16 and 17, Governor Roy E. Barnes visited eight college campuses around the state to celebrate two important milestones in Georgia's HOPE Scholarship Program. Since the programs inception in September of 1993, more than 500,000 students have benefited and more than \$1 billion has been awarded. At each campus the Governor addressed HOPE recipients and recognized the 500,000th HOPE recipient.

Georgia Higher Education Assistance Corporation

GHEAC is now actively promoting to Georgia schools the installation of ScholarNet, the Web based loan application system, that was successfully beta tested during peak processing at Clayton College and State University.

Loan guarantee volume for the Federal Fiscal Year ending September 30, 2000, was \$238,903,728, 13 percent higher than FY 1999, and for Academic Year 2000-2001, 6.2 percent higher than the same period 1999-2000.

The Default Prevention Task Force conducted a second “train the trainer” Default Management workshop as a pre-conference workshop at the October 12, 2000, Fall GASFAA meeting in Norcross, GA.

Georgia Student Finance Authority

For the quarter ending 9/30/00, the Authority received guarantees from the Georgia Higher Education Assistance Corporation (GHEAC) on 8,333 loans totaling \$30,028,447. This is a decrease of 3.20 percent compared to the same period last year.

For the quarter ending 9/30/00, the net disbursed volume, \$70,086,924 increased 12.4 percent from the same time last year. The number of disbursements, 37,203, also increased by 8.7 percent.

Glenn Newsome
Executive Director
Georgia Student Finance Authority

KENTUCKY

KHEAA’s guarantee volume increased 30.9 percent for FY2000 over FY1999, and the numbers for the first quarter of FY2001 show a continuing increase over the previous fiscal year. Two trends have driven the increase—general program growth and movement of schools from the Federal Direct Student Loan Program to the Federal Family Education Loan Program (FFELP).

Default claims were down approximately \$10 million (28.5 percent reduction) during the federal fiscal year (FFY), which began October 1, 1999, and ended September 30, 2000. Reasons for the drop include the strong economy; a change in the definition of “default,” extending the time before a loan goes into default; and default prevention and aversion activities on the part of schools, lenders, servicers, and KHEAA. KHEAA’s annual reinsurance rate was 1.43 percent, well below the 5 percent cutoff for maximum guarantee reinsurance.

Debt recoveries increased 45.5 percent. The FFY2000 annual rate of recovery was 19.7 percent, well above the U.S. Department of Education (USDE) target rate of 15.1 percent for guarantee agencies and approximately 5 percent higher than the prior year.

The dollar volume of loans originated and disbursed by KHEAA on behalf of lenders increased by 42 percent during FY2000. Currently, 17 lenders are participating in this full service with an additional 18 using KHEAA as a single disbursement point, which assists schools in streamlining receipt and delivery of aid to students.

Significantly more students were eligible for College Access Program (CAP) awards this year. The KHEAA Board of Directors increased eligibility to include students having an expected family contribution (EFC) of 3100 or less. In prior years, only students whose EFC was 1500 or less were eligible. In addition, the Board increased the maximum CAP award to \$1,200, while the maximum Kentucky Tuition Grant (KTG) award was increased to \$1,600. CAP Grant offers were made to 46,800 students. KTG offers were made to 14,000 students. KHEAA anticipates a record \$48.6 million in state grant funds will be disbursed this academic year.

The new Kentucky Educational Excellence Scholarship (KEES) program, which recognizes academic achievement during high school and ACT/SAT scores, provided over \$8.3 million in its first year of awards to postsecondary students. Initial and renewal awards for 2000-2001 are expected to near \$20 million.

The 2000 Kentucky General Assembly enacted legislation to establish and enhance professional development opportunities for early childhood workers. KHEAA has finalized the Early Childhood Development Scholarship application and informational brochure and is seeking approval of administrative regulations. The first scholarships are scheduled to be awarded for the spring 2001 semester.

Londa Wolanin
Kentucky Higher Education Assistance Authority

MISSISSIPPI

The funding of teacher loan/scholarship programs continues to be high profile in Mississippi. From FY 1997 to FY 2001 state-funded

scholarships for teacher preparation and advancement have more than doubled. During that same period the state has almost quadrupled its financial support of these programs. The Mississippi Legislature has been extremely supportive of state-funded student financial assistance; however, due to current shortfalls in the projected state revenues for this year, we are facing potential 5% cuts retroactive to July 1. These same shortfalls will likely impact our funding for the next fiscal year as well.

Peggy Sledge
Director
State Student Financial Aid
Mississippi Institutions of Higher Learning

NORTH CAROLINA

The North Carolina State Education Assistance Authority is currently reviewing options for expanding the College Vision Fund, the State's college savings plan, which enrolled its first participants in 1998. The North Carolina General Assembly initially restricted deposits to the College Vision Fund to investments in State bonds, ensuring minimal risk for participants. The Legislature recently authorized NCSEAA to investigate other options as North Carolina citizens have expressed interest in broader investment options in addition to the savings option offered by the College Vision Fund. The goal of NCSEAA is to offer a variety of plans that will appeal to parents and grandparents with different tolerances for risk and the potential for higher returns on investments. The new options will be available to the public on July 1, 2001.

Another recent focus for NCSEAA has been the development of a Web-based delivery system for the NC Community College Grant, the new University of North Carolina Need-Based Grant, and the North Carolina Student Incentive Grant Program. An estimated XX students will benefit from the three grants this year precipitating the need for an electronic means of communicating and disbursing funds in an expeditious and efficient manner. Training for financial aid administrators will be held in January across the state to ensure understanding for a smooth transition to electronic grant certification.

Finally, the College Foundation of North Carolina Web site (www.cfnc.org), a financial aid information service for the public, experienced 300,000 visitors for an average of ten minutes per visit and 5.5 million hits during its first three months of operation. The service is jointly sponsored by College Foundation Inc. and NCSEAA and features a Web site and call center staffed by trained professionals prepared to answer questions about paying for college. In addition, seven regional representatives live throughout the state, supporting the work of financial aid offices and high schools and visiting businesses to introduce the College Vision Fund. College Foundation of North Carolina is an initiative supporting the state's goal of increasing the college going rate by removing barriers to North Carolina students through awareness of financial aid options.

Elizabeth McDuffie
Director of Education, Training, and Outreach

SOUTH CAROLINA

We are pleased to announce a new addition to the Corporation's private loan portfolio. Previously our private loans were reserved for students in specific programs of study: The Professional Access Loan (PAL) for students at the Medical University of South Carolina (MUSC) and the University of South Carolina's (USC) School of Medicine, the Residency and Relocation PAL for MUSC and USC School of Medicine graduates while they are doing their residency, and the MIBS PAL for the USC's international business students. But the Palmetto Assistance Loan is the Corporation's first private loan that is open to a wider variety of students. This program is offered to students who are enrolled in a certificate or degree-granting program on at least a half-time basis, are U.S. citizens or permanent residents, in good standing on other educational loans, and are maintaining satisfactory academic progress. Creditworthiness is also a major part of the criteria. All undergraduate applicants must have creditworthy endorsers. The annual maximum amount is \$10,000 for undergraduates and \$15,000 for graduates. No fee is deducted from the loan. The interest rate is the Prime Rate plus 1% throughout enrollment and is adjusted quarterly. Borrowers have a six-month grace period prior to entering a repayment status and undergraduate borrowers have a 12-year repayment plan while graduate borrowers have a 15-year repayment plan.

The Corporation is also offering a new incentive for borrowers to graduate. Borrowers can receive cancellation of the final portions of their loans according to the highest degree obtained: \$250 for an Associate's, \$500 for a Bachelor's, and \$750 for a graduate or professional degree. To qualify, borrowers must have at least one FFEL loan that was made through the Corporation on or after May 1, 2000, be timely on their payments, and provide documented proof of graduation. Cancellation is done only once.

Last year the Corporation initiated its first Public Service Announcement (PSA) with the "Human Cannonball." The televised PSA, targeted for early awareness and default prevention, featured a man who had plied his living as a circus Human Cannonball. He was trying to get his son to don the cone helmet and carry on the family name. The son, however, wanted to pursue a college education instead. The PSA received two first place awards, one in the Columbia area between all PSA's and one in the national competition within its budget category.

The word was just received that South Carolina's guaranty agency does in fact have the lowest cohort default rate in the nation at 1.9 %.

Cheryl Hughes
South Carolina Student Loan Corporation

For the SC Tuition Grants Program, which is a need-based grant program available only to SC state residents attending in-state independent colleges, approximately \$23 million was awarded in 1999-2000 to 9,926 eligible, full-time students. The average grant was \$2,317 with maximum grants ranging from \$1,990 up to \$3,730 depending on the tuition cost of the independent institution.

For the SC Need-based Grant Program, \$12.5 million was available for grants, including \$2.294 million that went to the above-mentioned SC Tuition Grants Program. Approximately \$10.3 million was awarded to 10,659 South Carolina students attending the in-state, public colleges. A maximum award of \$2,500 was available for full-time attendance and \$1,250 was available for part-time attendance. The average award was \$1,316.

In 1999-2000, two merit-based programs were offered in South Carolina--the Palmetto LIFE Scholarship Program and the Palmetto Fellows Scholarship Program.

To qualify for a Palmetto LIFE Scholarship in 1999-2000, a student must have scored 1000 on the SAT (21 ACT) and must have had a 3.0 grade point average. In 1999-2000, 17,028 students were awarded scholarships totaling \$30.3 million through the Palmetto LIFE Scholarship Program.

The Palmetto Fellows Scholarship Program, which awards a \$5,000 per year scholarship, requires a 1200 SAT (27 ACT) in addition to a 3.5 GPA on a 4.0 scale. For the 2000-2001 award year, 873 new awards were made. Combined with the 1,783 awards that have already been made, the total of Palmetto Fellow awards is 2,656.

On November 7, 2000, the South Carolina citizens will vote on an education lottery. Proponents of the lottery advocate that it will provide approximately \$150 million for higher education scholarships, teacher education, and school technology.

Eddie Shannon
Executive Director
SC Tuition Grants Commission

TENNESSEE

Counselor Internship Continues Success

The Tennessee Student Assistance Corporation in cooperation with TASFAA again sponsored the High School Guidance Counselor Internship program. Applications are received from high school guidance counselors who have responsibility for seniors and whose school serves a significant number of disadvantaged students. Two days of financial aid training are provided prior to the high school counselor working in a financial aid office at a college in reasonable proximity to the counselor. TSAC pays an hourly wage and FICA cost to the college where the internship is conducted.

Peer Counselor Program Continues

TSAC also sponsors college students, trained by the financial aid office at contracted colleges to support high school guidance offices with financial aid counseling to seniors. The contracted colleges send college students who have training on filling out the FAFSA, default aversion, and Title IV programs to local high schools to relieve some of the burden from counselors. In general, high school students respond very well to their "peers" and are willing to receive help.

2001-2002 Budget

After receiving a tremendous boost to the state need-based grant program, TSAC is seeking an increase of \$10 million to serve all eligible applicants by fall certification. TSAC is also working to improve the grant system to be comparable to the web-based ability in its federal loan

program. If successful in the budget request, a new grant delivery system will be planned for 2002-2003.

Based on the additional funding, TSAC was able to assist 6,500 more need-based students than in 1999-2000. TSAC also served approximately 16,000 more students and parents through its FFEL program. TSAC continues to appreciate the significant role postsecondary institutions play in providing information and program funds to needy students.

Ron Gambill
Executive Director
Tennessee Student Assistance Corporation

VIRGINIA

State Council of Higher Education for Virginia (SCHEV)

The State Council of Higher Education for Virginia has adopted a proposal that the state meet 100% of True Need for students enrolled in Virginia public institutions. Previously, Virginia's goal was to meet at least 50% of Remaining Need. Remaining Need is defined as institution COA - EFC - all non-endowment gift aid = Remaining Need. The institution would be funded at 50% of their aggregate student Remaining Need. Currently, Virginia is actually meeting 42% of Remaining Need. Because some students are still falling far short of funds needed to enter college, many are resorting to an over-load of student debt including high interest credit cards. In an effort to provide enough funds to decrease student debt, the Council has taken into account appropriate student self-help. This is currently defined as available subsidized federal student loans and federal work-study. When this component is added to the funding model we have what is now known as True Need. COA - EFC - non-endowment gift aid - self help = True Need. This model is used only in determining the funds available to the institution. Individual student awards determined by the campus would not include self-help in the calculation of student need. The Council makes proposals and for the Governor and General Assembly to consider and are non-binding.

The Tuition Assistance Grant Program for students attending participating private Virginia colleges has been authorized to increase to \$3,000 maximum annual award for full-time enrolled students in 2001-02.

Lee Andes
Manager of Financial Aid

***ECMC Direct* Introduced at VASFAA**

At the Fall VASFAA Conference, ECMC introduced a suite of electronic services collectively known as *ECMC Direct*. *ECMC Direct* includes the following new or enhanced services:

- Direct Connect allows schools to import loan data directly from their student information systems without having to use school-based software, to pre-value certain information, and edit and complete loan applications online.
- Direct Draw has been updated with Windows-based screens, making disbursement management even easier than before.
- PLUS Pre-approval Link allows schools to centralize their PLUS pre-approval process, sending all their pre-approval requests directly through ECMC. The entry page to the pre-approval screens can be custom-tailored by each school with its own logo, instructions and process flow.

ECMC's 1998 Cohort Default Rate Drops

In October, the U.S. Department of Education published the FY 1998 cohort default rates for guaranty agencies. ECMC had the fourth largest decrease of all guaranty agencies nationwide in cohort default rates from the FFY 1997 cohort rates. ECMC's FY 1998 cohort rate dropped 32.12% from its FY 1997 cohort rate. In addition, ECMC's FY 1998 cohort rate, 6.54%, was below the national average of 6.84% for all guaranty agencies. ECMC's Default Prevention Department continues to be a leader in the industry in developing new and innovative default prevention initiatives that assist schools in reducing defaults.

ECMC is Moving

Shortly after the 2001 SASFAA Conference is history, ECMC will be relocating its Richmond offices. ECMC recently signed a seven-year lease in the Boulders office park located in Chesterfield County. We will be notifying our customers in the near future with specific information on the timing of the move, along with new address and telephone information. We will be scheduling our move over a weekend to

ensure uninterrupted service to our clients.

Mike Hawkes, Director
Policy and Communications
Virginia Center, ECMC

Report from Lenders
Kathy Campbell, Chair

Student Loan Industry News: Period ending November 30, 2000

- PHEAA voluntarily withdrew from the Department's Voluntary Flexible Agreement program citing poor cooperation and communication by DOE.
- Bankruptcy reform being addressed in legislation ... approved by House vote.
- Efforts underway in Congress to eliminate the 60-month statutory cap on federal income tax deduction of interest paid on student loans. Besides benefiting borrowers, the cap elimination would alleviate the administrative burden of tracking for lenders/servicers.
- USA Education Inc. (parent company of Sallie Mae) secured a contract to collect defaulted loans on behalf of the Department of Education ... will be one of 13 private agencies managing the DOE's defaulted loan portfolio consisting of \$10 Billion in FFELP and Direct Loans.
- House Oversight and Investigating Subcommittee Chair Pete Hoekstra (R-MI) questioned the DOE's reconciliation of \$10 billion in Direct Loan funds - disbursements and record keeping processes under question.
- Texas Guaranteed Student Loan Corporation recently launched an initiative to promote higher education literature in Texas libraries - 300 libraries participating.
- The national cohort average continues to decline, down to 6.9%.
- Sallie Mae Solutions is partnering with PSI Net to develop an application service provider program to schools and universities which will handle finance, human resources and student administrative functions.
- The College Board released its annual college costs and financial report on October 16 reporting a record amount of aid available to students in 1999-2000....many states offering prepaid tuition programs as financing options...tuition and costs still on the rise, growing faster than family incomes.....families bearing more of the cost burden than 10 years ago....three quarters of all direct aid to students coming from the feds with 60% of the aid in loans....grants up 55%...study is available at www.collegeboard.org
- A draft of the Renewal FAFSA for 2001-2002 is now available on www.ifap.ed.gov. A number of changes have been made (e.g., the drug conviction question (#35) moved to the first page)
- Major focus on Privacy issues in the legislature - addressing on-line privacy, financial privacy, identity theft, medical privacy and the complex arena of the internet.
- eStudentLoan.com coming out with a number of customized versions of its loan and scholarship tools.
- Office of the Ombudsman for Student Financial Assistance at the DOE reported responding to 7,833 requests for assistance as of 9/30/00, the end of its first year.
- The 4th Annual Direct Loan conference is scheduled in Houston, TX, March 7-9, 2001.
- National Education Loan Network (NELnet) announced moving to a common technology platform with the integration of systems and operations of UNIPAC and InTuition Holdings. AGILE loan origination platform and IFA Student Loan Servicing System selected.
- Cobaltcard, a stored value card ("buying card") for young adults 13 and older to be marketed through American Express and San Francisco based Zowi Corporation. The card allows for purchases without cash or credit cards. It will be accepted almost everywhere the Amex card is accepted.

- Knowledge First announced the addition of 7 new colleges and universities (\$45 million in loan volume) - provides schools with Web-based financial management applications. Total school base with KF at 30 schools nationwide.
- University of Washington's School of Public Affairs to offer the nation's first Peace Corps Master's International Program beginning fall 2001. The graduate program curriculum entails a concentrated study of nonprofit management and policy followed by 2 years of service in a developing country.
- Eleven lending agencies (The Student Loan Corporation, Bank One, Key Bank, Bank of America, NELnet, Wells Fargo, North Texas Higher Education Authority, Student Loan Financing Corp, Education Finance Council, NCHelp and USA Education) filed suit against the DOE challenging Direct Loan discounts - the origination fee reduction from 4% to 3% and the interest rate reductions/rebates for Direct Loan Consolidation Loans. FFELP lenders are not seeking damages and are not looking for students who benefited to return funds. They are requesting a ruling that Secretary Riley overstepped his bounds by not securing the proper authorization to change the program.
- A survey of the National Association of College Stores (NACS) revealed that on-line campus bookstores are getting heavy response. The NACS sponsored "The College Store" earned greater than \$2.5 million in purchases since July 1st and nearly 75% of those students surveyed would buy on-line if their local college bookstore was available.
- CSC Accounts Management, Inc., a debt collection agency, agreed to pay \$6.4 million to settle their student loan fraud case with the Justice Department. CSC was accused of submitting false claims for payment of commissions and incentives relative to defaulted student loans illegally consolidated under the FFEL and Direct Loan programs.
- Guarantee agencies approved changes proposed to the Common Manual that will take effect before the July 2001 update. The Master Promissory Note multi-year feature now only excludes institutions not located in the US. Now, if an institution is deemed eligible by the DOE to use the multi-year feature, it will apply to all students, not just those in 4 year or grad/prof programs. The most substantial changes relate to deferment changes, approval of a common deferment form and deferments now reflecting the use of MPN.
- The Department requested comment on its second (follows Great Lakes) VFA proposal for California Student Aid Commission, similar to Great Lakes, CSAC's VFA focuses on debt management and default preventive activities.
- Mercury Funds, a provider of 529 college savings plans, released a study, that indicates that 3 of 4 families believe they cannot sufficiently save to put children through college. Most have not started to save. The sample included 1,029 families with incomes between \$75,000 and \$100,000 in high net worth zip codes.

REPORT OF STATE PRESIDENTS – Continued

Report from North Carolina Lisanne Masterson, President

The Fall Conference, "Mission: Possible," was held November 5-8, 2000, at the Adam's Mark Hotel in downtown Winston-Salem. Patty Cope, Amy Berrier and the entire Program Committee did an outstanding job of providing over 300 aid professionals with informative and interactive sessions while at the same time overcoming some minor challenges (not enough food at breakfast, breaks set up late, and a no-show DJ). There was also record attendance at the pre-conference New Aid Officer and Intermediate Aid Officer workshops. Although the Fall Conference is in the not too distant past, committees are already making exciting plans for the Spring Conference to be held at the Hilton Riverside in Wilmington, NC, May 20-23, 2001.

NCASFAA collaborated with SCASFAA to hold a joint NASFAA Fall Training Workshop on Tuesday, November 14, on the campus of Winthrop University. Special thanks go out to Rose Mary Stelma (ECU) and Hank Fuller (The Citadel) for being our workshop facilitators and to NCSEAA for sponsoring the cost of the materials for North Carolina participants and to Ben Carey at Bank of America for sponsoring the lunch for all participants.

Upcoming projects include conducting Financial Aid Office Support Staff workshops around the state on December 6-8, scheduling Financial Aid Awareness Week through the Governor's Office for February 3-10, 2001, participating in a Phon-A-Thon February 6-8, 2001, and co-sponsoring a "FAFSA Day" on Saturday, February 17 where aid administrators will help students complete the FAFSA online.

NCASFAA is proud of member involvement on the regional and national level. Bill Cox (Meredith College) and Rose Mary Stelma (ECU) currently serve as elected officers of SASFAA. In addition, Lester McKenzie (Lees-McRae College), Steve Brooks (NCSEAA), Lynne Reinstadtler (ELM Resources) and Curtis Whalen (UNCC) serve on the SASFAA Executive Board along with Lisanne Masterson (NCASFAA President). In addition to Bill serving on the NASFAA Board, Lisa Koretoff (Guilford Technical Community College) serves on the Editorial Board for the *Student Aid Transcript*.

NCASF AA is full of **VIPs**--members with **V**ision, **I**nvolve ment, and **P**ride. NCASF AA is proud of its contributions to the higher education arena and seek out avenues of fulfilling its mission through involvement and collaboration.

Report from Virginia
Nancy Roberts, President

The fall conference was held at The Roanoke Wyndham, Roanoke, Virginia from October 15-18, 2000. There were 210 members registered for the conference of which 59 were new members. Nanette White, Conference Chair, Tim Freeman and Donna Barrette, Training Chairs, did an outstanding job with the quality sessions that were offered and the special activities throughout the conference. Liza Bruce, one of VASF AA's very own, inspired attendees with a motivational speech during lunch where she introduced her new partner "Baxter," her seeing eye dog. The attendees were also motivated by a presentation made by the St. Francis of Assisi (Service Dog Foundation) of Roanoke. VASF AA raised over \$1,000 in contributions to help support this association. VASF AA was honored to have Clark Aldridge, President-Elect of SASF AA attend the conference. Clark spoke to the conference attendees during the opening luncheon and gave SASF AA updates and encouraged VASF AA members to join SASF AA.

VASF AA held a special election during the Fall Conference for the office of President-Elect.

Tim Freeman, Director of Financial Aid at Hampton Hair Academy was elected to serve as President-Elect of VASF AA for 2000-2001. Tim has been busy since the conference in October, with site selection for Fall 2001. He has selected the Sheraton Richmond West in Richmond Virginia October 13-16, 2001.

During the Executive Board meeting prior to the conference, the Commissioners reported on their various committees. It seems that all of the committees are busy planning and organizing activities and or meetings set forth in their goals for the 2000-2001 year.

Zita Barree, VASF AA Immediate Past- President, along with Guy Gibbs will be putting together a proposal for the NASF AA State Award for 2000.

The VASF AA Board has elected to send Tim Freeman, President-Elect and Mike Hawkes, Treasurer to attend the New Leadership Conference held in Washington, DC during March 2001.

The VASF AA Winter Board meeting will be held January 24-25, 2001 in Richmond, Virginia at the site of the Fall 2001 Conference.

The Spring Conference will be held at the Ramada Plaza Oceanfront in Virginia Beach, Virginia, May 6-9, 2001. The Conference and Training Committees are already in full force making plans to have an even bigger and better conference than the Fall.

Report from Tennessee
Darolyn Porter, President

TASF AA's fall conference was held at the Cool Springs Marriott in Franklin, TN from October 15-17, 2000. Program Chair, Bobbie McClain f University of Tennessee at Martin, and her committee did an outstanding job of planning a great conference. TASF AA had 293 members regist the conference of which 30 were new members. The Executive Board held their fall meeting on October 15, before the start of our conference. ' tradition of the Executive Board joining the new members attending the New Aid Officers Workshop for lunch was continued. The theme for th conference was " TASF AA – A Financial Aid Success Story". For the opening session the NASF AA's video, *Celebrating Success* was shown. guest was SASF AA's representative in the video, Judge John P. Damron from Pulaski, TN. This year the Diversity Speaker was John Gritts fro American Indian College Fund. Bill Cox presented the SASF AA update at the luncheon on Monday.

Many of the districts held their first meetings in conjunction with the showing of DOE's October videoconference on the 2001-2002 Application Delivery System. TASF AA joined with KASF AA in presenting the NASF AA Decentralized Training in both states. KASF AA's training was c on November 2, 2000 at the University of Louisville and TASF AA's training was offered on November 8, 2000 at Nashville State Technical Ins Sixty participants and several others purchased the materials but did not attend the workshop. Thanks to both of the trainers for their hard work two trainers were Kathy McCrea from KASF AA and Ray Holbrook from TASF AA.

The Financial Aid Awareness Committee is already working on our 4th Annual PBS Broadcast, scheduled for February 4, 2001. The broadcast coming from the Knoxville area this time and the topic is "Applying for Financial Aid & Completing the FAFSA." As in the past plans are to o of charge, videotapes of the broadcast to every high school in Tennessee.

Plans are underway for the next Executive Board meeting to be held in January. Following the Board meeting, the first Program Committee me our Spring Conference will be held. TASF AA is excited about the NASF AA Conference in July, 2001 and hope to welcome each of you to Nas

Report from Mississippi
Steve Greenough, President

No report received

**Report from Alabama
Dee Talley, President**

AASFAA held its fall 2000 conference in Birmingham at the Radisson Hotel on October 17-20, 2000. The conference theme was **“Cast Your Vote for Higher Education.”** This theme was ideal being that this is an election year. Program Chair, Dot Wilkinson from Southern Union State Community College, and the program committee put together an excellent program for the membership. There were a variety of sessions to select from with well-trained professionals as presenters. The new aid officer training had thirty-two participants and was excellent. Mike Reynolds, Vice-President, coordinated the training. Martha Hall and Charles Markle from Auburn University served as instructors for the workshop and did an outstanding job. Cindy Massey, Local Arrangements Chair, and her committee did a wonderful job ensuring that things went well with the hotel and providing entertainment options to the membership. The mayor of Birmingham, the Honorable Mayor Bernard Kincaid, welcomed the membership to the city. Our guest speaker for the opening session was the Honorable Pete Turnham (“Mr. Education”) a retired member of the Alabama House of Representatives. He shared with the membership his experiences during his time of service to the state. He served in the House for thirty years and provided us with some good history of the events that occurred during that time.

A special candlelight ceremony was held during the banquet in memory of our dear friend and colleague, Theresa Duke. Also, the membership wore green ribbons during the conference in memory of Theresa. The friendships she made and contributions she made to our association will shine on forever, even though she is no longer with us in body.

AASFAA recognized Larry Smith, the former Director of Financial Aid at Jacksonville State University by presenting him with a resolution for his nearly thirty years of loyal and valuable service to his colleagues and the association. Larry retired from Jacksonville on June 30, 2000.

Each year, AASFAA presents the overaward to an individual who has earned recognition for a significant blooper, blunder, or goof (either orally or in writing) and the action is worthy of public notice. I was the recipient of the overaward during our fall conference. I have been told that I am the only sitting president that has won this “honor.” As an overaward winner, I will contribute \$1 to our association’s scholarship fund each time we have our conference.

On November 6, 2000, AASFAA held its statewide NASFAA training on Professional Judgment at Auburn University. Mike Reynolds, Vice-President, coordinated the training. There were fifty-one participants, and the evaluations were excellent.

On November 13, 2000, President Talley attended a tree dedication ceremony in memory of Theresa Duke at the University of South Alabama. In spite of the rainy weather, there was an excellent turnout for the dedication. It was an excellent program.

Dorenda Adams, Past President and Chair of the Nominations Committee, has already begun the process of soliciting nominations for AASFAA offices and awards. She distributed nomination forms at the fall conference for the membership to complete. Nominations are needed for President-Elect, Vice President, Treasurer-Elect and Secretary for the 2001-2001 year. Also, she is seeking nominations for the two highest awards given by AASFAA. They are the John H. Buchanan, Jr. Distinguished Service Award and the M. Cecil Padgett Outstanding Achievement Award. The Executive Board is scheduled to meet later in winter 2001 to approve the slate of officers for 2001-2002 and the recipients for the two awards.

Andy Weaver, Site Selection Chair, presented several proposals to the Board for potential sites for our fall 2001 and 2002 conferences. The Board approved the proposal submitted by Auburn University for fall 2001. The contract was signed on November 10, 2000. The dates for the fall 2001 conference will be October 16-19, 2001. Sites for the fall 2002 conference are still being considered. Also, Andy is looking at potential sites for our transitional meeting in late June 2001.

Anthony Richey, Newsletter Editor, produced the fall 2000 edition of the AASFAA newsletter on September 28, 2000. This was the first edition of the newsletter to be delivered to the membership via the web. He did an excellent job and many positive responses to the newsletter were received. Plans are to continue to provide the newsletter via the web. There will no longer be a paper newsletter.

AASFAA’s treasurer, Buddy Jackson is currently working on getting the officers of the association bonded. It is hoped to have this accomplished by the end of December.

Plans are currently underway to add all of the members to the AASFAA listserve. It is very important to get everyone added, so that this electronic means of communicating with the membership can be done in a timely manner. Hopes are to have everyone added before the end of December. There are several updates that are being made to the website. Eric Dossey, Webmaster, will be kept busy making these needed updates.

Plans are also underway to develop statewide activities for Financial Aid Awareness Month. Efforts are being made to work with the public broadcasting stations to have public service announcements broadcasted throughout the month of February. Also, the Governor’s office has

been contacted in order to have Governor Siegelman declare the month of February Financial Aid Awareness Month. Other activities for the month of February are being considered, but have not been finalized.

The spring 2001 conference will be held at the Holiday Inn-White Sands Resort in beautiful Gulf Shores, Alabama. The dates for the conference are May 8-11, 2001. Once again, Dot Wilkinson will be conference chair. The membership can be assured that Dot and her committee will put together another excellent conference. Local Arrangements Chair for the spring conference will be Jonna Moses of Regions Bank. Jonna and her conference will do an outstanding job!

A special welcome was extended to Clara Parker, the new Regional Account Executive for Nellie Mae Student Loans.

REPORT FROM COMMITTEES – Continued

Report from Electronic Services Lester McKenzie, Chair

Website

The SASFAA website has been successfully moved its own homepage. The site allows the association to take advantage of new opportunities. The website can now be updated on a daily, sometimes hourly, basis. There are no restrictions pertaining to advertising. SASFAA has purchased the access for 27 months (24 months plus 3 free). Microsoft FrontPage 2000 has been purchased for SASFAA so as to easily maintain the site and to pass on to future webmasters. Adobe Acrobat has been purchased to convert forms, newsletters, etc.

Some new pages in the website feature each state and its involvement in SASFAA, a forms page to download or complete online numerous forms, a chat room available to SASFAA members to conduct business, and a Conference 2001 site. This last item has been the creation of Erik Melis, SASFAA member from George Mason University. Erik has developed a comprehensive site that includes travel information, pre-conference activities, hotel information, moderator and monitor instruction pages, speakers' pages, etc. Thanks to Erik for his dedication and excellent work in putting this together. This conference will have a web-based functionality not seen by any past SASFAA conference. Great job, Erik!

Listserve

The SASFAA listserve has a new home as well. Four lists can now be utilized. One list has currently been set up as a general listserve where all SASFAA members have been added. Melissa Ellyson and the chair are still working on the details of how to easily add new members. Currently additions are being done individually. The second list is for board members and the New Aid Officers Workshop Committee uses the third. The fourth is open for use by a committee that needs access via a listserve.

Report from Legislative Advocacy Dick Smelser, Chair Reported by President Cox

During recent months the chair has requested of committee members to respond to him with their ideas about how the SASFAA website and SASFAA listserve could best serve the members. In conjunction with this request the chair has also asked Lester McKenzie to offer his ideas. Lester is willing to add links and create a hyperlink that could be linked to e-mail messages.

Some of the ideas offered by the committee are as follows:

1. Create sample response letters to NPRM's and other important issues that can be downloaded from the website. But offer specific sample letters when urgent and important issues arise. This could be done when applicable and timely as needed.
2. Make sure the website links to regulations and NPRM's offer the most recent and timely information.
3. Avoid having to manually update the website to reflect current information. Instead SASFAA should utilize links to DOE, NASFAA and individual SASFAA states to provide information to the membership.
4. Utilize the listserve to disseminate urgent information to the membership.
5. Add links to each state's legislative site.
6. Create an electronic form that allows individual members or State Legislative Committees to offer comments regarding NPRM's and

other issues.

7. Make sure the colors of the webpage are easy to read.
8. Make sure all visible links on the webpage work and are not duplicated within the page.
9. Add a link to the *SASFAA Policy and Procedure Manual* for the Legislative Committee and other committees.
10. Add the following links: www.senate.gov, www.house.gov, www.nsldsfaa.ed.gov/secure/logon.asp, www.ifap.ed.gov
11. Have an NPRM digest with response dates and subject.

The chair is not recommending all the above ideas, but would like to request the Executive Board's opinion of these suggestions.

Currently there is an issue worthy of our SASFAA's attention:

NASFAA and NAICU are urging all concerned individuals to act quickly. See below:

Your action is needed now! The situation is now even more urgent because the Republican leadership wants the bipartisan deal severely cut back and President Clinton has floated the idea of cutting \$2 billion!!

Education advocates on both sides of the aisle are furious. They tell us that the only way to salvage the deal negotiated before Election Day is to flood Congress with calls. That will convince members that their constituents care about this issue and want the original deal. Then the rank-and-file members will convey this message to the leadership of both parties. Most members want to go home this week, and their eagerness to be done has allowed the few who oppose education increases to make inroads.

We have roughly 36 hours to act. Congress is extending the current continuing resolution until midnight on Thursday, and top negotiators say that this really feels like the end. Key Republican staff say that the fate of the whole bill depends on the actions of those in higher education, because we are the only ones with bipartisan credibility. The items at risk for us are the \$500 increase in Pell Grants, and the substantial increases in SEOG, Work Study, LEAP, TRIO, and Perkins Loan forgiveness.

Call the Capitol switchboard at (202) 224-3121 to contact Congress. Tell your Republican representatives and senators that the American public wants more spending on education. Tell them their first post-election action should not be education cuts. Ask them to tell their leadership to stick with the bipartisan deal.

Tell your Democratic representatives and senators to stand by the negotiated education funding deal and oppose President Clinton's plan to cut \$2 billion.

By the time the Executive Board meets it may be too late to make phone calls and respond to this need. However, it is definitely an issue worth following as decisions are made about which political party will control the Senate, Congress and even the White House.

Report from Newsletter
Julia Perreault, Editor

No report received.

Report from Archives/Research
Ellen Green, Chair

The archives are currently being stored at the South Carolina Loan Corporation in Columbia. Many thanks were extended to Ken Player and Marcia King for their help.

Information has been received from one company with regard to SASFAA's imaging needs and a second company has sent information (to

date not received). Just from the conversations with both companies, it seems that “farming out” our imaging needs will be the most cost effective. The minimum range for the equipment to allow SASFAA to do the scanning and storage would be \$8000 – \$9,000. The estimated costs to have the work done would be around \$2,000 to put current archived information in an electronic format and then each year would be dependent on the size of the files to be converted. Basic estimates are between \$.10 and \$.12 per image.

As stated at the last board meeting, most companies do not want to deal with small quantities of information. However, both Palmetto Microfilm Systems and LRA Imaging have been very helpful both with providing information and suggestions. Palmetto Microfilm is the company used by the SC Loan Corporation and they have been extremely pleased with the services offered.

The chair will continue to gather information to make a final recommendation.

**Report from Diversity
Penni Hill and Fred Stennis, Co-Chairs
Reported by President Bill Cox**

Neither Penni Hill nor Fred Stennis were able to be in attendance. They submitted a written report which was presented by President Cox.

The Diversity Committee’s guest speaker for the SASFAA 2001 Conference will be Dr. Dudley Flood a retired school administrator from North Carolina. He received his Bachelor’s degree from North Carolina Central University, Master’s from East Carolina University and his Doctorate from Duke University.

Booklets will be provided to either go inside the registration packet or given out at the general session.

There will be a continental breakfast on Monday at 7AM to 8 AM. Dr. Dudley Flood will open the conference at 8 AM on Monday and will address the conference on “ Diversity Issues”.

Committee Members are: Liza Bruce, ECMC and Steve Woodson, National Education Student Loans.

Recess: The meeting was recessed at 4:37 PM in order to go into Executive Session.

Reconvene: 8:40 AM, Sunday, December 10, 2000

REPORT FROM THE U.S. DEPARTMENT OF EDUCATION

**Report from the U.S. Department of Education
Reported by Greg Martin**

On November 1, 2000, ED published seven packages of final regulations in the Federal Register. With a few exceptions, these final rules do not make dramatic changes to those proposed in July and August. Provisions designated for early implementation do bear mention in this brief summary as institutions have the option of implementing them upon, in this case, the November 1, 2000 date of publication.

Final regulations governing institutional eligibility (Section 600.31) allow, as of November 1, 2000, an institution subject to a loss of eligibility due to a change of ownership to ask to be permitted to continue participation in the Title IV programs on a provisional basis, provided a materially complete application has been submitted. Previously, such institutions lost eligibility on the effective date of the change and remained ineligible until the change of ownership was approved. Additionally, early implementation means public institutions that experience a change in governance will not be considered to have undergone a change in ownership resulting in a change of control. However, these institutions will have to report such changes within ten (10) days of the occurrence.

General Provisions governing written arrangements to provide educational programs (Section 668.5) may be implemented by institutions upon publication. Under these provisions, schools may use a single written arrangement with a study abroad organization to represent agreements between the school and one or more foreign schools. Additionally, any eligible institutions that are parties to a written arrangement may make Title IV disbursements and will not be considered a third-party servicer.

FWS regulations which may be implemented on November 1 allow institutions the option of certifying FWS timesheets in writing or electronically. This is intended to facilitate the automated payroll systems utilized by many institutions. If an institution chooses to use an electronic certification option, it must make certain appropriate safeguards are in place as to ensure the integrity of the system. FFEL regulations governing collection efforts on defaulted loans (Section 682.410(b)(6)) may be implemented at the discretion of guaranty agencies on November 1, 2000. Essentially, due diligence requirements are removed in favor of a requirement that guaranty agencies engage in reasonable and documented collection activities on loans for which default claims have been made. One activity to collect the debt, locate the borrower, or determine the borrower means to repay the debt must be performed every 180 days. Finally, all of the final regulations pertaining to the SLEAP program may be implemented as of November 1, 2000.

Although the Department's efforts have recently been focused on the publication of final regulations, its most recent federal update, delivered at the Electronic Access Conferences by Jeff Baker (Director of Program Development), contains policy clarifications in areas where there has long been confusion. Specifically, the issues of EFCs for summer loans and Return of Title IV funds calculation for mini-terms are addressed.

The confusion over determining the proper EFC for a summer loan period (independent students) is rooted in the Higher Education Act's (HEA) provisions for prorating EFC's for periods other than nine months. Specifically, the HEA prorates the EFC of independent students for only periods less than nine months. The EFC for these students for periods greater than nine months is the same as the nine-month EFC; hence the dilemma over a summer loan period (generally a trailer) for a student who has already received a loan for which the nine month EFC was used.

In accordance with the Department's recent guidance, a school must use the statutorily defined EFC and COA for periods it expects or assumes the student will be enrolled. If a nine-month enrollment is expected, a nine-month EFC and COA must be used. If an enrollment of other than nine months is expected, use the COA for that period and the CPS reported alternative EFC for that period. If you believe the student will be enrolled for a full twelve months, including a summer period, use the CPS reported EFC and a twelve month COA.

If a school packages for what it believed to be a nine month enrolment period and then determines the student will attend an additional summer period, it has two options:

1. Retroactively package for the entire enrollment period, using full COA/EFC and EFA/Resources, including any aid already disbursed.
2. Package for the additional period only using the EFC/COA and EFA for that period only.

Keep in mind that annual loan limits must be observed. Increased loan eligibility will only exist if the loan limit has not been reached, the student advances a grade level or a new academic year (fixed of BBAY) begins with the enrollment period. Additionally, retroactive packaging for transfer students must include enrollment, COA and resources at the previously attended school.

The issue of crossover loan periods was also addressed in EAC update. A crossover occurs when a loan period overlaps two award years. In such circumstances a school may opt to use the EFC from either award year; unless the student is not enrolled for summer, in which case the following year's EFC must be used. This determination may be made on a student-by-student basis or in the form of a policy that applies across the Board. The same year's EFC must be used for both FFEL/DL and Campus-Based programs.

Since publication of the final regulations pertaining to the Return of Title IV Funds, some degree of confusion has existed over how to properly calculate a return for students who enroll in and subsequently withdraw from terms consisting of mini-terms or modules. Together, two or more modules or mini-terms comprise a term. They are taken sequentially and may overlap.

Department guidance now clearly states that the enrollment start date and beginning of the payment period is the beginning of any module for which the student enrolls which constitutes that student's first day of attendance in the larger term. Students may skip modules within a term. The student's enrollment status is determined by combining the enrollment from all of the modules within the term. As has always been the case, the student must begin all of the credits for which he is enrolled or recalculation rules apply. The student's COA excludes period of non-attendance.

A fairly simple logic applies to determining whether or not a student is a withdrawal. If he or she completes any course within the term there is no withdrawal. However, if the student fails to attend subsequent classes upon which his or her enrollment status was based, a recalculation of Pell Grant would be necessary. If the student withdraws not having completed any course within the term, Return of Title IV regulations apply. The period of enrollment would consist of those mini-terms or modules for which the student was enrolled.

REPORT FROM STATE PRESIDENTS – Continued

Report from South Carolina

Mike Fox, President

Presented by Margaret Hun, President-Elect

Fall 2000 has been great for SCASFAA and the state of South Carolina. The two major university football teams going to bowls, Lou Holtz the probable national college football coach of the year and gambling in SC, what a wild and crazy autumn it has been. Yes, believe it or not, the results of Election Day brought the first ever lottery to our state. Deemed the 'Education Lottery' by proponents, based on the promise of profits going toward education and specifically state scholarships for Higher Education, the fun now begins for the education community as the details begin getting worked out.

The SCASFAA Executive Board is working extremely hard and making good progress on many fronts. The membership has been enthusiastically involved working on committees and attending and participating in events. Our vendors and sponsors have been generous,

cooperative and unbelievably supportive. What else could we ask for?

Our Fall Conference was held in late October and was a rousing success. With a focus on training and education our Program Committee did a great job of providing knowledgeable, well-spoken presenters who did an excellent job. A SCASFAA first and a highlight of the conference was a presentation by the Governor of the State, the Honorable Jim Hodges. The evaluations for the conference were excellent and SCASFAA owes a debt of gratitude to all who helped make this event memorable.

Other recent activities include:

- A Financial Aid Condensed Training (FACT) Workshop was held immediately prior to our Fall Conference. The event was well attended, instructors were well prepared and the evaluations indicate the workshop was just what the members wanted.
- Ian (Mac) Hubbard, Director of Financial Aid at Lander University was honored for his service and devotion to the profession of financial aid and to SCASFAA and was awarded Lifetime Membership in SCASFAA.
- The NASFAA Decentralized Training on Professional Judgment was offered and was well attended. We were very glad to again work with the fine folks from our neighboring association, NCASFAA, to provide the training to the membership of both organizations.
- In an effort to encourage greater minority membership in the Association the Cultural Diversity Committee targeted financial aid professionals at Historically Black Colleges and Universities who are not currently members of SCASFAA and sent them a letter explaining the benefits of membership and inviting them to join.
- Plans are already under way for our Spring Conference, a Support Staff Symposium and all the other activities that will be occurring in the coming months.

Most importantly we are rolling out the red carpet in welcome to all of you, the SASFAA membership, and adding our invitation for you to take the opportunity of the upcoming SASFAA 2001 Conference to visit our great state. You will find Hilton Head Island and all of South Carolina to be true to our slogan "Smiling Faces, Beautiful Places". All of SCASFAA looks forward to seeing you in February.

Report from Kentucky
Sandy Neel, President
Presented by Charles Vinson

KASFAA's fall conference was held on October 25-27, 2000 at the Drawbridge Inn in Ft. Mitchell, Kentucky. There were 190 members in attendance at the conference--42 of those being new members. The conference was the kick off for the KASFAA Partnership Project that is a new initiative to pair new members with seasoned members as mentors. From the response of the new members the project seemed to be a real success. A number of sessions for new members and seasoned professionals were offered. The program committee worked very hard to put together an informative yet enjoyable conference. KASFAA was fortunate to have Bill Cox, SASFAA President at the conference. Bill brought greetings from SASFAA and provided the SASFAA update during the Thursday luncheon.

Several KASFAA members have been busy planning for College Goal Sunday-Kentucky. The subcommittee has met every two weeks since October to make this venture a success. College Goal Sunday will be held at 13 sites in 11 cities across Kentucky on February 18, 2001.

In partnership with TASFAA, KASFAA offered the fall NASFAA training on Professional Judgment. Although not many people attended the workshop, those who attended felt they came away with very good information!

Michael Morgan, KASFAA President-Elect will be attending the NASFAA Leadership conference March 4-6, 2001 in Washington.

The spring conference committee met on December 7, 2000 at the Seelbach Hotel in Louisville to plan the spring conference. The Executive Board met on December 8, 2000 also at the Seelbach Hotel in Louisville.

Report from Georgia
Gary Mann, President

Many Minds, Many Hands, One Goal! Things have been busy so far in Georgia. Election top-hats off to Amy Moser and the Program Committee. All votes were counted and the results in, the fall conference, *The Election Report, 2000*, was a success. Additional accolades were extended to Freida Jones and the Professional Development Committee who conducted a new aid officers' workshop, *The Georgia Caucus*, at the fall conference and a stand-alone support staff workshop in November. Mark your calendars for our spring conference May 30-June 1, 2001 at the Hyatt Riverfront in Savannah, GA. Expect the same record-breaking attendance.

February has again been proclaimed Financial Aid Awareness month in Georgia by Governor Roy Barnes. On hand for the official signing were President Mann; Lisa Mitchem, President Elect; Marjorie Belton, Chair, Community Action and Ned Watson. Watch for special events all across Georgia promoting financial aid including the return of the GASFAA and GSFC co-sponsored statewide Chat Night, an evening set aside where students and parents can chat online with financial aid officers from across the state.

Under the direction of Susan Little, the Strategic Planning Committee is stepping closer and closer to a five-year plan. The Legislative Affairs

Committee, under the direction of Terry Faust, is mobilizing after the November elections to see how the state government has changed. The newsletter, under the editorial command of Jerry McTier, has another edition in the works and due out soon. Have something to say, share it with Jerry today. As you can conclude, many minds and many hands are hard at work. Thanks to everyone and their hard work for the work going on in Georgia and for GASFAA.

Congratulations and encouragement wishes to Karla Eubanks on the upcoming birth of her second child and to Joann Putnam who is almost finished her Master's degree. We welcome back to Georgia Vera Brooks a former past president and we send our condolences to Kitty McDonald on the passing of her Mother.

The Spring Conference is at the Savannah Hyatt, May 29-June 1, 2001.

Report from Florida
Ritz Ritzman, President
Presented by Kathy Campbell

On October 18-20, 2000, FASFAA held the annual Fall Conference at the Miami Airport Hilton and it was a tremendous success. With almost 400 registrants, FASFAA enjoyed the hospitality of South Florida while still tackling the tough issues facing all. Major kudos were extended to Rae Nicely and her entire Conference Committee for putting on a great conference. And to top off the program, James Randi (also known as "the Amazing Randi") closed the conference by speaking to the members on the need for critical thinking. All in all, a good (and productive) time was had by all.

FASFAA did not rest on its laurels with just a fall conference though. Throughout October and November, the Regional Reps were also holding training workshops for FASFAA members. NASFAA even stopped by on November 2nd to hold its fall training workshop in Orlando. While things slow down between Thanksgiving and the New Year, training will pick up again fast and furious when upon entering the real millennium of 2001 in January.

The FASFAA Executive Board met on December 1st, and once again its plate was very full. One major project the Board wants to look at this year is a total review of the policy and procedures (including the by-laws). Bill Spiers (candidate for SASFAA President-Elect) will be chairing the committee to begin this important review. Kurt Wolf, current Past-President (and former Treasurer), has agreed to chair a new Finance sub-committee. This committee will assist the president, treasurer and committee chairs with preparing budgets and avoiding financial pitfalls. And finally, Carmen Afghani (Spring Conference Chair) has already had her committee meeting to begin putting together the next superior conference to be held in May at the Tampa Marriott Waterside.

REPORT OF COMMITTEES – Continued

Report from Site Selection
Thelma Ross, Chair

The committee chair had traveled to two sites in search of a venue suitable for the 2004 SASFAA Conference. She reported that Birmingham, Alabama and Savannah, Georgia would be able to accommodate the room block needed as well as the necessary meeting/exhibit space needs. The Savannah site would require rooms in one overflow hotel. There is a concern regarding the cost for meeting space if the Westin Hotel in Savannah was selected

SITE LOCATION	HOTEL	ROOM RATE	EXHIBIT SPACE REE	PARKING FEE
Birmingham, AL	Sheraton Hotel	\$119	\$35/booth (60 x \$35 = \$2,100)	Est. to be \$7/day
Savannah, GA	Westin Resort Hotel	\$149	\$\$\$\$ - Expensive	Self-park \$0 Valet Park Est. to be \$13/day

ACTION: Gary Mann moved that the site of the SASFAA annual conference for 2004 to be the Sheraton Hotel in Birmingham, Alabama and the chair of the site selection committee enter into negotiating a contract. The motion, seconded by Clark Aldridge, was approved.

OLD BUSINESS

There was no old business brought before the Board for consideration.

NEW BUSINESS

There was no new business brought before the Board for consideration.

ACTION: Nancy Roberts moved the board meeting be adjourned. The motion, seconded by Rose Mary Stelma, was approved.

Respectfully Submitted,

Guy F. Gibbs, SASFAA Secretary

