

**SASF~~A~~A Executive Board Meeting**  
**Marriott Beach and Golf Resort, Hilton Head Island, South Carolina**  
**February 10, 2001**

**CALL TO ORDER**

President Bill Cox called the meeting to order at 8:30 AM, EST.

**WELCOME**

President Cox recognized SCASF~~A~~A President Mike Fox who welcomed the SASF~~A~~A Executive Board to South Carolina on behalf of his colleagues. He presented each attendee a gift from SCASF~~A~~A.

**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; Ritz Ritzman, Florida; Gary Mann, Georgia; Sandy Neel, Kentucky; Steve Greenough, Mississippi; Lianne Masterson, North Carolina; Mike Fox, South 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; Dick Smelser, Legislative Advocacy; Melissa Ellyson, Membership; Julia Perreault, Newsletter; Thelma Ross, Site Selection; and Lisa Tumer, Sponsorship.

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

A special welcome was given to Cruzie Lucero, NASF~~A~~A Chair-Elect and a member of SASF~~A~~A; Midge Hunt, U.S. Department of Education; and Pam Gilligan, EASF~~A~~A President.

**SUBSTITUTE VOTING**

No voting members of the board were absent.

**CHANGES TO THE AGENDA**

No changes were made to the agenda.

**APPROVAL OF THE MINUTES**

**ACTION: Rose Mary Stelma moved to accept the minutes of the December 9-10, 2000 executive board meeting held in Chapel Hill, North Carolina. The motion, seconded by Nancy Roberts, was approved unanimously.**

**ACTION: Gary Mann moved to accept the minutes of the executive session held in conjunction with the July 9-10, 2000 executive board meeting. The motion, seconded by Rose Mary Stelma, was approved unanimously.**

## **REPORT OF THE OFFICERS**

### **Report from the President, Bill Cox**

#### **President Visits SWASFAA**

NASFAA sponsors an inter-regional visitation program that allows for NASFAA board members to attend another region's conference or board meeting. On January 25, President Cox traveled to Dallas (Irving), Texas to attend the SWASFAA board meeting. Because the fiscal year for SWASFAA is January 1 to December 31, this was the first meeting for President Mary Sue Rix. President Cox indicated that he enjoyed his visit and was able to participate in a good discussion about advertising on a website. The board members were very interested in how SASFAA addressed different situations. The one area that SASFAA seems to be in a much better position than SWASFAA is with the website itself. SWASFAA had also moved their website to a web host site, but they do not currently have a member to serve as a Webmaster. As a result, all updates and page creations are handled by the web host but with a fee. President Cox indicated that he is continually reminded of how lucky SASFAA is to have Lester McKenzie's commitment to the association.

#### **Committee of the Year Announced**

President Cox indicated that he had decided to make a SASFAA "Committee of the Year" award to an outstanding SASFAA committee. In determining the award he used two criteria to determine the award: (a) what committee has exceeded its charge for the year and (b) what committee had worked well as a team with other committees? The Committee of the Year Award was presented to the Electronics Committee chaired by Lester McKenzie.

#### **President Welcomed Midge Hunt**

President Cox welcomed Midge Hunt, Manager of External Partner Activities for the U.S. Department of Education. He reiterated how pleased he was to have Ms. Hunt join the SASFAA executive board for the meeting. He indicated that Ms. Hunt would share her temporary solution(s) to SASFAA's training issue later in the meeting. He also indicated that she would be available throughout the conference to share ideas with and get suggestions from the membership.

### **Report from the Vice President for Professional Development, Rose Mary Stelma**

#### **One-day Workshop - February 2001**

The one-day workshop will be held on Sunday, February 11, 2001. Presenters include: BJ Moncure, Freida Jones, Greg Thornburg (Arkansas), Bob Godfrey, Jevita deFreitas, Brad Barnett and Rose Mary Stelma. As of February 1, there were 20 people registered to attend the workshop.

#### **Summer 2001 New Aid Officers Workshop**

Plans are shaping up. Unfortunately, Jevita deFreitas will not be able to participate due to a commitment at her university during June 2001. Ms. Stelma indicated that she would ask a "veteran" instructor to join the faculty for one year.

The Professional Advancement Committee was scheduled to meet on Tuesday, February 12, 2001 in conjunction with the annual conference. Promotional information and the registration form have been posted to the web. E-mails will be sent to the list serve at a later date.

#### **Site for Summer 2002 New Aid Officers Workshop**

Millsaps College confirmed that the summer workshop for SASFAA is scheduled for June 21, 2002 through Friday, June 28, 2002. (Workshop staff is to arrive on Friday, June 19, 2002). These dates do not interfere with the MASFAA conference.

Millsaps College has indicated that they have June 23-27, 2003 dates available. The workshop staff would arrive on Friday, June 21, 2003.

#### **Other Activities**

On January 30, 2001, information was posted to the list serve that dealt with the follow-up survey about intermediate aid officer training. Most responses were similar in nature to those previously received. A total of 60 out of 68 respondents were interested in SASFAA holding some kind of intermediate workshop. The majority of responses preferred a one or two day workshop. The preferred seasons were winter followed by fall and lastly spring. Despite the fact respondents did not want to attend an intermediate workshop in the summer, about half thought that offering something in conjunction with the new aid officers workshop had some merit.

## **Report from the President-Elect, Clark Aldridge**

President-Elect Aldridge reported that Susan Little would conduct the State Presidents'-Elect Workshop, Sunday, February 11, from 8:30 AM to 2:30 PM. She enlisted the help of Curtis Whalen and Zita Barree to assist with the workshop.

Mr. Aldridge indicated that he was in the process of finalizing the dates and locations of the 2001-2002 year SASFAA board meetings. The President-Elect asked Thelma Ross to negotiate prices with Galt House for the July meeting and to identify a facility in Tampa for a November meeting.

Tentative dates and locations for the various meetings are:

Elected Officers Retreat	May 11-12, 2001	Phoenix Condominiums, Gulf Shores, AL
Transition Board Meeting	June 7-10, 2001	Don CeSar Beach, St. Petersburg Beach, FL
Summer Board Meeting	July 6-8, 2001	Galt House, Louisville, KY
Fall Board Meeting	November 30- December 2, 2001	Marriott Waterside, Tampa, FL
Winter Board Meeting	February 16-17, 2002	Galt House, Louisville, KY
Spring Board Meeting	June 6-9, 2002	Don CeSar, St. Petersburg Beach, FL

## **Report from the Secretary, Guy Gibbs**

### **Policy and Procedure Manual**

The revisions to the *SASFAA Policy and Procedure Manual* have been completed and the document updated. The major revisions were approved during the Executive Board meeting held in St. Petersburg Beach in June 2000; however, minor editing changes were still required. The Secretary made those changes and submitted the manual to the board for their review prior to the February 10, 2001 board meeting.

The Secretary reminded all board members that, "The Manual is intended to be a living document that will change as necessary to fit the Association's needs." As changes are identified and it is found that the document needs to be revised those corrections need to be forwarded to the Secretary so that the changes can be made to the document and 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 Chapel Hill. Only one report was not submitted to the Secretary. 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.

## **Report from the Treasurer, Karen Koonce**

The Treasurer reported that registration materials for the conference came in very slowly at first; however, a multitude came in the last two weeks. This made it hard to process and get to the membership chair for input into the system.

She faxed people invoices that owed a late fee because they missed the deadline. There are over 800 registered and she indicated that there will be some walk-in registration completed on site.

She indicated that the walkie-talkies that were recently purchased would need to be added to the association's inventory. Also a decision will need to be made as to who will be the keeper of the walkie-talkies. This decision is important since they will be used at the summer workshop.

Contracts need to be checked with future hotels to make sure that association owned equipment could be used rather than rented from the convention hotel/site.

She also indicated that there is a need to control what is being shipped after the conference and for which the Association is being held responsible. Last year boxes were being shipped that were not conference related but were being billed as SASFAA expense.

It was reported that the vendors, except for three, had paid their fees for the conference.

She reported that a decision should be made as to how many U.S. Department of Education presenters should receive complimentary registrations each year.

### **Report of the Past President, Mary Givhan**

Past President Givhan gave a brief update concerning the plans that had been completed for the election of officers. She indicated that candidates would give brief candidacy statements during the opening business session of the conference on Sunday evening. Voting would be held all day on Monday and Tuesday until noon. The results of the election would be announced at the business session on Tuesday evening.

## **Report of the State Presidents**

### **General Report from the State Presidents, Steve Greenough**

The following items were reported out of a meeting of the state presidents held prior to the board meeting.

- The state presidents will meet on Thursday afternoon, June 7, prior to the transition board.
- There continued to be concern about decentralized training. The major issue is the timing used by NASFAA in providing information about training topics. It was discussed that NASFAA needs to provide these topics much earlier in order for state associations to make a decision how training will be offered in their respective states.
- It was reported that Mississippi would use SASFAA as the provider of training for the spring training sessions.
- Several of the SASFAA state associations had worked jointly with adjoining states to provide training opportunities for their membership.

The issue of the cost of SASFAA providing decentralized training was raised once more. The discussion centered on the issue of splitting the cost between the state associations and SASFAA. President Cox directed Judy Deines, Chair of Decentralized Training, to pull a committee together to again look at the issue of decentralized training and how the regional and state associations might succeed in offering training opportunities to the membership. She was directed to report the results of the committee at the next board meeting.

### **Report from Alabama, Dee Talley, AASFAA President**

AASFAA's conference committee, under the leadership of President-elect Dot Wilkinson, met on January 26, 2001, to begin planning for the spring conference to be held at the Holiday Inn, White Sands Resort in Gulf Shores, Alabama, May 8-11. The theme for the conference will be "Reflections of the Past, Directions for the Future." The committee is planning an excellent conference and is hoping the Governor will be in attendance for the opening ceremony. The NASFAA decentralized spring training topics (Packaging and FERPA) will be offered as interest sessions during the conference.

On February 9, 2001, representatives of AASFAA traveled to Montgomery where they accepted the proclamation from Governor Siegelman declaring February Financial Aid Awareness Month. Public service announcements about financial aid awareness were broadcast on Time Warner's PBS station during the entire month of February. Colleges and universities throughout the state were to be engaged in various activities throughout the month promoting financial aid awareness.

Dorenda Adams, chair of the Nominations and Elections committee, is currently working on finalizing the slate of candidates for AASFAA offices. She will present the final slate to the board for approval by the end of February.

Dates for AASFAA's first transitional retreat were tentatively set for June 28-29, 2001, at Twin Pines Resort and Conference Center. AASFAA's fall 2001 conference is to be held on October 16-19 at the Auburn Convention and Conference Center in Auburn, Alabama. Site Selection chair, Andy Weaver, is currently working on securing a site for AASFAA's fall 2002 conference.

Bill Wall, chair of the Policy and Procedures committee, is close to finalizing the revisions of the P&P manual. He hopes to present the manual to the Board for approval at the spring conference.

AASFAA President Talley indicated the state of Alabama is awaiting a decision from Governor Siegelman in reference to possible proration to the current education budget. Travel cutbacks, hiring freezes and other steps are being taken by the Siegelman administration to address a revenue shortfall. It appears very likely that proration will occur and all state universities, technical schools and junior colleges will be affected. The current economic climate is cause for concern and budget cuts will have to be made.

### **Report from Florida, Richard Ritzman, FASFAA President**

Spring is “Training Time” for the state of Florida. During February and March, Regional Reps will hold Support Staff workshops throughout the state. On March 22-23, FASFAA will hold an “Advanced Leadership” workshop in Gainesville. This workshop is specifically geared toward directors and decision-makers in the financial aid office. Invitations will be sent only to directors, though they may ask that other decision-makers in their office be allowed to attend. The workshop is designed to enhance leadership skills and allow decision-makers to get together for informal discussions. It is anticipated about 75 participants will attend.

On May 29-31, FASFAA will hold its annual Spring Conference. This year’s event will be at the Marriott Waterside Hotel in Tampa. Carmen Afghani from Stetson University is the Spring Conference Chair, with Leonard Gude from the University of South Florida again taking the seat as Program Chair.

### **Report from Georgia, Gary Mann, GASFAA President**

*Many Minds, Many Hands, One Goal!* The GASFAA theme of this year has rung true with many people all working for the various GASFAA projects. The Executive Board of GASFAA met in Macon, GA on January 19, 2001 for its Winter Board Meeting. It was reported that the Strategic Planning Committee headed by Susan Little had done an outstanding job of putting together the beginnings of a five-year plan. GASFAA President Mann thanked everyone on Susan’s committee. They hope to have something out to the membership prior to the spring conference.

February is financial aid awareness month. GASFAA and the Georgia Student Finance Commission will again co-host a state wide “Chat Night.” This is both an online and telephone event for Georgians to call or e-mail and converse with volunteer aid administrators for all their financial aid questions.

GASFAA President Mann reported that introductory funds for the LEAP program were in Governor Barnes initial budget proposal. He indicated the state association would all be watching the legislative process closely. He thanked Terry Faust, the Legislative Action committee, and others for the hard work that they had done to get the need based funds to Georgians.

The spring conference with its “Survivor” theme is scheduled for May 29-June 1, 2001 at the Savannah Hyatt in Savannah, GA. Amy Moser and the Program Committee are hard at work laying out the details. Freida Jones and the Professional Development Committee are busy planning their part of the conference and pre-conference as well. A record turnout is expected.

Some news and notes from around the state of Georgia:

- Congratulations to Janis Bowles, formerly Director of Financial Aid at Gordon College who has accepted the Director’s position at Columbus State University.
- Leigh Anderson is now the Acting Director at Gordon College.
- Dean Bentley is the new Senior Associate Director of Financial Aid at Emory University. He comes to Emory from the University of South Alabama.
- Donald McVay is joining the Emory University staff as an Associate Director and comes from Georgia Tech.
- Christine Workman is the new Assistant Director of Student Employment at Emory University.
- Juana Brumbelow from Coosa Valley Technical College has finished her Bachelor’s degree and was promoted to Assistant Director of Financial Aid.
- Sylvia Graves, former Director at Dalton State College, is enjoying her new challenges after her retirement in January.
- John Beard, Jr. formerly of Independence Federal announced a new role as Senior Vice President for US Education Finance Corporation.
- On the mend is Ruth Rich, Georgia Student Finance Commission, following surgery.
- Condolences to Cary Nelson, USA Group, on the loss of her father; to Janice Robertson, Brown College of Court Reporting, on the loss of her grandmother and to Vicki Herron, Piedmont College on the loss of her father.

**Report from Kentucky, Sandy Neel, KASFAA President**

KASFAA will be sponsoring College Goal Sunday on Sunday February 18. The event will take place at 13 sites in 11 cities. Two high schools in Louisville, one in Hazard, and one in Pikeville had held kick-off assemblies for College Goal Sunday. Media releases were sent to all newspapers and television stations in the state. A mass mailing went out to all high school seniors and their parents inviting them to College Goal Sunday. The committee had been the most active committee KASFAA has ever had, meeting every two-three weeks since August to insure that the project is a great success.

In January, KASFAA held its annual half-hour public television call-in talk show. The Governor proclaimed February as "Financial Aid Awareness Month."

The spring conference will be held in Louisville at the Seelbach Hotel, April 18-20. Dave Wuinee is the spring program chair. KASFAA is very excited that many DOE people will be making presentations at the conference. Greg Martin will give the Federal update.

Elections will be held at the spring conference. Like other state associations, KASFAA has had struggled to develop a full slate.

It was reported that KASFAA had decided not to participate in the NASFAA spring training programs.

**Report from Mississippi, Steve Greenough, MASFAA President**

MASFAA will hold NASFAA Decentralized Training in Jackson on February 23, 2001. New aid officers training will be held separately from the fall conference. The "Financial Aid 101" workshop is scheduled for April 17-19, 2001 at the Grace Convention Center near Canton, MS.

The Electronic Services Committee is working on updating the MASFAA website, including a Calendar of Events on the web.

A new addition to the "MASFAA Messenger" this year is school profiles. Each edition of the newsletter will contain profiles of one or two financial aid offices from member schools.

The spring conference will be June 27-29, 2001 at the Biloxi Grand Casino, Bayview Hotel.

**Report from North Carolina, Lisanne Masterson, NCASFAA President**

NCASFAA projects completed since the last board meeting included the successful support staff workshops held in December, mailing of the preference surveys to high school guidance offices and the outstanding work of the Nominations and Elections committee. Upcoming events include the annual Phon-A-Thon to be held at College Foundation Inc. February 6-8 and "FAFSA Day" on February 17.

The Nominations and Elections committee presented a dual slate for every office to be voted upon at the Annual Meeting in Wilmington, NC, in May. The slate is as follows:

President-elect:	Tony Carter Patty Cope	Queens College Haywood Comm. College
Vice President:	Bruce Blackmon Linda Smiley	UNC-Pembroke Cape Fear Comm. College
Secretary:	Amy Berrier Lisa Place	UNC-Greensboro Louisburg College
<u>Nominations &amp; Elections Committee:</u>		
Agencies:	Ben Carey Elizabeth McDuffie	Bank of America NCSEAA
4-year Publics:	Rance Jackson Jane Kamiab	NCSU NC School of the Arts
Independents	Judy Carter Dana Kelly	Catawba College High Point University

Plans are well underway for the Spring Conference--Spring Training 2001: Batter Up! The Program Committee, under the capable leadership of Amy Berrier, has put together an outstanding agenda for the May 20-23, 2001 meeting to be held at the Hilton Riverside in Wilmington.

The keynote speaker is Dr. Robert L. Thorpe, Associate Chair of Allied Health Sciences in the Medical School at the University of North Carolina at Chapel Hill. The conference is expected to draw another large turnout for the pre-conference New Aid Officers' and Intermediate Aid Officers' workshops.

Major goals remaining to be accomplished this year include updating the Bylaws, cleaning up the archives, creating notebooks for each of the offices and committees to be handed down to the chair's successor, and the transfer of the website to a new web address. An initial contact has been made with personnel at UNC Public TV to set the groundwork for a financial aid broadcast. With the establishment of a new web address, there will be the opportunity to review, update and modify the current website to include providing more services and information.

Ms. Masterson indicated that members of NCASFAA continue to amaze her by their level of support, assistance and encouragement to members in need, whether on a personal or professional level. To ensure that member's needs are fulfilled remains a priority, but it is only through the work of many individuals that NCASFAA is able to provide the services, information and training necessary for each person to do their jobs while at the same time provide a vision of the future.

### **Report from South Carolina, Mike Fox, SCASFAA President**

It was reported that SCASFAA is excited, and maybe a little nervous, about hosting the SASFAA annual conference. Will the weather cooperate? Will everything run smoothly? Will SASFAA like South Carolina? How do you follow in the footsteps of last year's conference? He indicated that these were some of the questions being asked by SCASFAA members.

Many of the SCASFAA members have been extremely active with the SASFAA Local Arrangements Committee and the Program Committee and it appeared that from everything seen that there is going to be a heck of a conference. SCASFAA President Fox indicated he looked forward to welcoming everyone to the state and hoped and believed that the conference would be an odyssey to remember.

SCASFAA's committees have been amazingly active and some of their recent accomplishments included:

- Proclaiming February as Financial Aid Awareness Month through the Governor's office.
- Taking financial aid to the people by setting up and staffing booths in shopping malls to answer questions and provide financial aid information during the month of February.
- Making tremendous progress toward the establishment of a High School Guidance Counselor Internship Program.
- Planning for a first ever Support Staff Symposium that would be held in the early spring.
- Evaluating the Fall Conference and determining that it was an overwhelming success.
- Planning is already underway and early indications point toward a successful spring conference.
- Putting together a tremendous slate of candidates for the spring SCASFAA elections: President, Anita Kaminer Elliott, Columbia College and Keith Reeves, Clemson University; Vice President, Sandra Davis, South Carolina State University and Violette Hunter, USC-Columbia TRIO Programs; Treasurer, Nancy Garmroth, Spartanburg Technical College and Cindy Peachey, University of South Carolina-Columbia; and Member-at-Large, Jerel Arceneaux, University of South Carolina-Columbia and Becky Pressley, Erskine College

### **Report from Tennessee, Darolyn Parks Porter, TASFAA President**

On January 30, 2001 the TASFAA Executive Board met at the Cool Springs Marriott in Franklin the site of the 2001 fall conference.

On January 31, 2001 the Program Committee met at the same location to begin planning for the spring conference scheduled for April 22-25 at the Meadowview Marriott in Kingsport. The theme for the spring conference is *TASFAA: Reaching New Heights*. Terrie Parchment from edSouth/edAmerica is serving as chair of the Spring Conference Committee. The chairperson and committee are busy putting the finishing touches on a variety of general and concurrent interest sessions. TASFAA is looking forward to having Greg Martin join them for the Federal update and other sessions such as Return of Title IV Funds. TASFAA will offer the NASFAA training as a part of the spring conference. All three modules will be presented as concurrent sessions. Mike Roberts from TSAC has completed the training in Washington and indicated the materials are excellent and that he is looking forward to making the presentations at the conference. In addition, TASFAA will once again offer a day-long New Aid Officers Workshop that will precede the conference.

TASFAA aired its fourth annual PBS television broadcast entitled "Funding Your Future: Financial Aid for Students" on February 3, 2001. The hour-long program for students and parents was shown statewide by all of the PBS stations in Tennessee.

The six TASFAA District Representatives have been busy coordinating events and activities for members within their districts. A major focus has been offering financial aid workshops for home-schooled students in the state. District IV had 80 participants at its workshop.

Several TASFAA members were asked to meet with Vocational Rehabilitation Counselors at their statewide training that was held in Knoxville. This opportunity is of particular note because TASFAA has signed a new statement of agreement between the financial aid

community and the vocational rehabilitation counselors. Also significant changes were made to the form that is used by both groups to facilitate the awarding of vocational rehabilitation funds.

TASFAA has completed its election of officers for the 2001-2002 year. The newly elected officers for the 2001-2002 year are:

President-Elect	Cara Suhr	Technology Center at Nashville	
Secretary	Naomi Derryberry	TSAC	
Treasurer	Bill Gizzard	AmSouth	
District I		Stuart Forrest	Rhodes
		College	
District II	Lisa Warmath	Lambuth University	
District III	David Ogden	Columbia State Com College	
District IV	Linda Warrick	Chattanooga State Com College	
District V	Joy Goldberg	Roane State Comm College	
District VI	Marilyn King	East Tennessee State University	

Other previously elected officers for the 2001-2002 are:

President	Brent Tener	Vanderbilt University
Past President	Darolyn Parks Porter	Austin Peay State University

Lori Hartman served as Chair of the Nominations Committee and she and her committee did a tremendous job.

The Local Arrangements Committee for the NASFAA Conference met on January 29, 2001 at the Opryland Hotel. The committee, chaired by Ron Gambill, is hard at work preparing to welcome NASFAA to Tennessee. TASFAA looks forward to seeing many of the SASFAA members in July at the Opryland Hotel. It is believed that everyone is going to enjoy Nashville and particularly the Opryland Hotel.

#### **Report from Virginia, Nancy Roberts, VASF AA President**

Since the SASFAA board meeting in Chapel Hill, NC in December, VASF AA committees have been very busy with coordinating events throughout the organization.

Conference and Training Committee members met several times planning and preparing for the Spring Conference, to be held May, 6-9, 2001 in Virginia Beach.

The Diversity and Awareness Committee combined their efforts and sponsored a Financial Aid Workshop for students and parents in the Tidewater area. Several volunteers were available to assist approximately 100 students through the financial aid application process. Through donations from various vendors, several door prizes were given away along with three scholarships to schools that participated in the workshop.

Support Staff Training is being offered through three workshops in the state to enhance the knowledge of support staff in "Peak Performance" and "Being All That You Can Be." This committee has worked very hard during the year to give support and training to the people that work behind the scenes in financial aid.

The executive board met January 24-25, 2001 in Richmond for the winter board meeting. The Nominations and Elections Committee presented a slate of that was approved for election at the spring conference.

VASF AA is pleased to be a part of SASFAA and will be well represented at the annual conference. VASF AA is also proud to have Karen Koonce on the ballot for President-Elect of SASFAA.

### **REPORT OF THE COMMITTEES**

#### **Report of Conference Committee, Lynne Reinstadtler**

The chairperson gave a program to everyone on the board and also a brief report highlighting the following:

- Overflow hotel – It became necessary to secure a second overflow hotel, the Crowne Plaza Resort. It is approximately two miles south of the Marriott, which is about a 5-minute drive. For this reason it was necessary to set up shuttle service to and from the Crowne Plaza to the Marriott. The cost is going to be approximately \$2,000.
- Sector Meetings – This is new for 2001. The idea came from someone who wrote on last year's evaluation that they wanted

more time to spend with their colleagues who worked in the same size/type of institution. The committee felt that sector meetings in the state association conferences were beneficial and should be tried at SASFAA.

- School Pride Day – Monday will be “*School Pride Day*.” Everyone has been asked to wear something from his or her institution to show his or her school spirit. At the beginning of Jeff Baker’s session, President Cox will introduce the state presidents and everyone from that state will be asked to stand. The State Meetings will also be on Monday. There will be box lunches and each state president will facilitate the meeting.
- Cyber SASFAA, The On-Line Odyssey – As with everything at the hotel, it may cost more than anticipated. Final figures had not been given.
- Community Service Project – “How To Be A ‘Book Buddy’” – The association will be providing books to three organizations: Boys & Girls Clubs of the Low Country, The Child Abuse Prevention Association and Big People for Little People.

*Boys & Girls Clubs of the Low Country’s* mission is to inspire and enable young people, especially those from disadvantaged circumstances, to realize their full potential as productive, responsible, and caring citizens. The age range is 6 to 18 and the number of youth served in Beaufort, Hampton and Eastern Jasper Counties is 5,657.

*The Child Abuse Prevention Association’s* mission is to provide an integrated system of services aimed at the prevention of child abuse and to aid its victims, beginning with prevention and ending with a cure. The age range is birth to 18 and the number of youth contacted is 17,000 in Beaufort, Hampton and Jasper Counties.

*Big People for Little People’s* mission is to establish relationship “matches” and opportunities between positive role model adults and Beaufort County young people, primarily those living in single parent families, which promote a sense of self worth. The age range is 6 to 18 and 25 youths have a match.

Chair Reinstadtler indicated that there is a need to clarify the policy on compensating the U.S. Department of Education (DOE) guests for registration fees. The chair indicated that it is her understanding that this is an issue every year. The question that needs to be addressed by the board is “How does SASFAA handle registration fees for DOE speakers and guest?”

The ***SASFAA Policy & Procedure Manual*** states: “Registration fees shall be charged to all attendees at the annual conference and are non-refundable, but transferable. Exceptions to this policy may be found in Section 10.9 and Section 6.17.1 of the manual. The conference chairperson and the Treasurer must approve any exceptions to this policy.

Section 10.9 provides information about complimentary rooms and registrations. As a general rule, providing complimentary rooms or registrations is a means of:

- Compensating members or guests where their responsibilities to the Association is excessive or impedes normal participation in meeting functions, or
- Compensating guests who are not members but who are attending for the sole purpose of assisting with the function, such as presenting sessions, and performing duties.

Such compensation (or exceptions to participants being required to pay for rooms or registration) shall be recommended by the conference chairperson and approved by the President and the Treasurer.

Section 6.17.1 deals with vendor/sponsors.

While Section 10.9, #2 could technically cover the DOE representatives, it needs to be discussed how many SASFAA can afford to compensate. For the conference there are 22 DOE representatives who are attending and who will be provided with nametags and programs. Seven are to be “comped” and seven will be paying. It should be noted that some of the 22 folks would be coming in, doing their session and then leaving. There will also be folks who won’t participate in the meal functions. However, this is a moving target because it is not possible to know each person’s intent. The DOE has an ethics policy that states if the person has official duties, e.g., presenting a session or working the computer lab then they can participate in meal functions. They are on their own if they stay for the conference and have no more “official business.” It is impossible to know how one would keep up with that.

The chair indicated that this has created an uncomfortable situation for herself and she assumed the same for the Treasurer. She thinks SASFAA needs to establish an official or unofficial policy on how this can be addressed in the future so that it can be communicated to DOE staff up front and they can make their decision of how many people that can afford to send.

President Cox directed Chairperson Reinstadtler to provide a suggested policy to cover these problems at the transition board meeting scheduled for June. Once approved the policy will be incorporated in to the ***SASFAA Policy and Procedure Manual***.

### **Report of the Sponsorship Committee, Lisa Tumer**

The annual SASFAA Conference has received commitments totaling \$110,305. There will be 52 exhibitors, a table for the promotion of the 2002 annual conference and a table for the NASFAA in the registration area. In addition, there were two sponsors who choose to contribute to conference events even though they were too late to have an exhibit table. As well, CFI did not wish to exhibit but wanted to support President Cox by purchasing Dr. Morris' book.

The Newsletter has received additional advertising commitments bringing the total pledged to \$19,070; projected revenue was \$18,000. The Directory has also received additional requests for ads and they now have a commitment of \$1,550.

The prior year commitments remain at \$1,300. In-kind support stands at \$8,794. The in-kind figure was adjusted to reflect the desire of CFI to be recognized as a Platinum sponsor for the contribution of Dr. Morris' book to conference attendees.

### **Report of Membership Committee, Melissa Ellyson**

The following update was provided referencing the membership of the Association for 2001-2002.

State	Number of Members	Number of Conference Registrants
Alabama	59	40
Florida	191	115
Georgia	161	127
Kentucky	60	49
Mississippi	43	29
North Carolina	162	100
South Carolina	100	80
Tennessee	123	76
Virginia	127	77
Other	167	161
Totals	1140	835

### **Report of this History Taskforce, Curtis Whalen**

Chairman Whalen indicated that the committee has continued to work on putting together the history of SASFAA. He also told the board that a video had been completed and would be show to the conference attendees on Tuesday evening during the banquet. The committee was also attempting to obtain pictures of all of the past presidents of the association.

The chairman indicated that discussions were being held with President-Elect Aldridge and the other committee members about the future of this committee. He indicated that a recommendation would be made during the transition board meeting in June about whether or not the committee should be continued in 2001-2002.

### **Report of Site Selection Committee, Thelma Ross**

The chair reported that she had been working with President-Elect Clark Aldridge to identify sites for the board meetings for the following year and to negotiate contracts. A contract is forthcoming from the Galt House for the July board meeting. She is continuing to try and identify a site in either Tampa or Orlando for the winter board meeting. Chairwoman Ross also indicated that the contract for the 2004 annual conference, which will be held in Birmingham, Alabama, at the Sheraton, is under review. As Georgia is the next state in line (2005) to host an annual conference, the chair visited the Westin Hotel in Savannah and the convention center. It was felt that the Savannah International Trade and Convention Center and the Westin combination might be cost prohibitive. There is a possibility that Savannah can work by using different hotels. The members of the board were asked whether or not the chair should to continue to look at Savannah as the site for the 2005 annual conference or to look at Atlanta. The board preferred Savannah with Atlanta being considered as the alternative.

### **Report of Decentralized Training Committee, Judy Deines**

One decentralized training workshop on FERPA/Information Release, Packaging and PPAs-How to Ensure You Maintain Institutional Eligibility has been scheduled for February 23 in Jackson, Mississippi. BJ Moncur from Jackson State University and Laurie Ricklovsky from the University of Mississippi will be the presenters.

The presenters attended the NASFAA training session for trainers held February 3 in Washington DC. NASFAA will mail the training materials to the Mississippi Institution of Higher Learning where the workshop will be held.

## **Report of Electronic Services Committee, Lester McKenzie**

### **Web Page Update**

The web page has been updated on a weekly basis during the last few months. It has been reported that some SASFAA members have not been able to access the website. All members who have raised concerns were able to resolve their access problems internally. The chairman has monitored website access to verify, by identifying IP addresses, that those who have not notified him that they have in fact been successful in doing so.

### **Listserv Update**

The listserv is back and fully functioning after a period of concern. A virus, sent undetected by a SASFAA member, infected the email systems of three SASFAA members that caused numerous virus messages. Thousands of virus alert messages were generated causing a number of systems to fail. SASFAA's service provider was able to delete the majority of messages before being sent to the list. The listserv was taken off-line for two days so that the chair could monitor it. It was safely and effectively put back on-line.

## **Report of the Legislative Advocacy Committee, Dick Smelser**

It was reported that much of the legislative happenings were covered in the Lending Agency Report. Additional information referenced electronic signatures and the progress being made in NCHELP, SLSA and private companies. Illinois is one state that has implemented digital signatures for governmental processes. The US Department of Education is also working to get electronic signatures approved.

The Chair reported that the SASFAA Legislative Advocacy web page needed to be updated/redesigned. He also indicated he would be working with Lester McKenzie, Electronic Services Chair, to make those changes before his term ended.

## **Report from Newsletter Committee, Julia Perreault**

In December, Ann Hendrick and Zita Barree conducted a survey to ascertain whether a paper newsletter or an electronic format is preferred by the SASFAA membership. The survey was sent via email to all SASFAA members and all members were encouraged to respond. It explained how the electronic newsletter would function and the benefits of moving to an electronic format. Two hundred and twenty-six responses were received.

- Would you prefer a paper format? 32 responded "yes"
- Would you prefer an electronic format? 195 responded "yes"
  
- How many of you have visited the SASFAA Web Site? 203 responded "yes" and 23 responded "no"
  
- If the newsletter were produced in electronic format, would you access it? 221 responded "yes" and 5 responded "no"

The deadline for submission of articles for the spring issue has been moved to March 1, 2001. Per request from President Bill Cox reports are needed from the conference committee, membership committee, nominations committee, the sponsorship committee and President-Elect Clark Aldridge.

After considerable discussion the following action was taken.

**ACTION: Mary Givhan moved to suspend printing of a paper edition of the SASFAA newsletter beginning with the fall 2001 issue and to move to an electronic format. The motion, seconded by Nancy Roberts, was approved.**

**ACTION: Clark Aldridge moved that President Cox appoint a committee to explore how advertising would be dealt with in the electronic format and for the committee to make a recommendation concerning advertising at the summer board meeting. The motion, seconded by Sandy Neel, was approved.**

### **Report from Archives and Research Committee, Ellen Green**

The following companies have been contacted about the archiving needs of SASFAA:

Palmetto Microfilm Systems, Inc (PMSI)  
Perceptive Vision, Inc  
LRA Imaging Systems  
Critical Technologies

All companies offer the same basic types of imaging services with prices ranging from \$8,000 to \$20,000 for hardware with the software being an additional \$1,200 to \$2,500.

The company with the most viable alternative for SASFAA's purpose is PMSI out of Columbia, South Carolina. They estimate that it would cost SASFAA approximately \$1,800 to \$2,000 to have the current archives imaged onto CDs. If they do the imaging they do not charge an additional sum to have the information in a "run-time" format. In addition, they offer a global database (approximately \$1,200) that would allow SASFAA the option of setting up its own database in any matter that it deems appropriate, i.e., information available to the general membership through the web.

With the changes that seem to be going on in the industry, the chair does not think it would be cost effective for the association to purchase the equipment and do its own imaging. Chair Green would recommend that SASFAA work with PMSI to image the archives. She also recommended that SASFAA follow up with seeking a vendor to help defray the costs incurred. Currently, Bill Mackie at the South Carolina Loan Corporation is looking into having the Corporation image the SASFAA archives using the system from PMSI that they purchased. If this does not work out the chair suggests seeking other support.

### **Report from Diversity Committee**

No report was available. Committee chairpersons were not in attendance.

### **Report from Finance and Audit Committee, Charles Vinson**

Two items were provided to the board:

- A copy of the SASFAA Investment Accounts as of February 7, 2001 was provided for review. In addition to these assets, there was \$202,941.42 in the Federated Account as of February 7, 2001. It was also noted that four of the accounts mature in 2001. The chair will work to secure the best possible investment for SASFAA when these accounts mature.
- A copy of the SASFAA Assets Inventory as of February 7, 2001 was distributed for review.

The Finance and Audit Committee had hoped to be able to report that the final audit of the 1999-2000 financial records had been completed. However, due to a family emergency on the part of the person performing the audit, it will not be completed until after the annual conference.

A discussion ensued concerning the purchase of the walkie-talkies and who would be responsible for their safekeeping.

**ACTION: A motion was made by Lianne Masterson to make the Vice President for Professional Development responsible for maintaining and housing the walkie-talkies. The motion, seconded by Gary Mann, was approved.**

## REPORT FROM LIAISONS AND GUESTS

### Report from U.S. Department of Education, Greg Martin

#### **Training Issues**

During the previous SASFAA Board meeting, held in Chapel Hill, members of the Board expressed their desire that changing work assignments among Regional Department staff not compromise Department of Education training in the SASFAA states. Of immediate concern was upcoming spring conferences and Department representation at those conferences. President Cox summarized the Board's expectations as follows:

- a knowledgeable, prepared Department representative be available at each state conference to provide a Federal Update general session;
- to the extent possible, that the representative attend the entire conference; and
- that the individual maintain a visible presence throughout the conference, making himself or herself available to address questions and concerns of attendees.

To ensure that all spring conferences are adequately covered, David Bartnikicki, Institutional Improvement Specialist from the Region IV Atlanta Case Team, will share the responsibility of delivering requested presentations with Greg Martin. Mr. Bartnikicki will be responsible for providing a Federal update at the Florida, Mississippi, Alabama and South Carolina Spring Conferences. Mr. Martin will be responsible for the Kentucky, Tennessee, Georgia, North Carolina and Virginia Spring Conferences. Both individuals are committed to meeting the expectations of the SASFAA membership as expressed by the board. The board was encouraged to feel free to contact either with concerns or suggestions.

#### **Title IV Issues**

In view the number of Federal presentations scheduled to take place during the SASFAA Conference, including a Federal Update from Jeff Baker, the scope of the report was limited to a few changes and publications. Foremost among these was DCL GEN-00-24 (December 2000), the first in a planned series of letters offering additional guidance on "Return of Title IV Aid" requirements. Written in a question and answer format, the letter clarifies areas of confusion present since passage of the HEA Amendments of 1998. Major points addressed include institutional charges, withdrawals from standard term-based programs using modules, withdrawal dates, Title IV that could have been disbursed, post-withdrawal disbursements and return of funds.

One area of concern not addressed in the initial letter was the disposition of a credit balance on a student's account as the result of an institutional refund or tuition adjustment. Many institutions are uneasy about giving a balance (especially one comprised largely of loan funds) to a student who has withdrawn. It must be remembered, however, that student earns a percentage of Title IV aid commensurate with the percentage of the payment period or period of enrollment completed and that an outstanding balance, or lack of one, has no effect on this. If a student has earned \$3,000 in Title IV aid, and the institution reduces his or her charges to \$0, the student is entitled to a credit balance of \$3,000. The institution may, without the student's authorization, use a credit balance to repay an overpayment of Title IV grant funds. Look for further guidance on this issue to be issued soon.

DCL GEN-01-01 provides information about recent changes and enhancements to the Student Aid Internet Gateway (SAIG). A major change is the a web site, <http://SFAWebEnroll.ed.gov>, which replaces paper enrollment for the SAIG and provides an easy way to enter and transmit enrollment data and destination point administrator information.

DCL GEN-01-02 addresses concerns related to the Department's calculation of the primary reserve ratio that allows the inclusion of "debt obtained for long range purposes." It is a measure of an institution's expendable resources. The primary reserve, equity and net income ratios are combined to produce a composite score used in assessing an institution's overall financial responsibility. The letter explains why only "debt obtained for long-term purposes" i.e., associated with investments in an institution's property, plant and equipment (PP&E) may be included in the numerator of the ratio calculation. Long-term debts not specifically associated with investments in PP&E are not included in the calculation.

DCL CB 01-01 provides information on tentative funding levels for the campus-based programs. Funding levels worksheets pertaining to individual institutions were sent by electronic file on January 29, 2001. This letter provides an explanation of the step-by step calculation of each tentative funding level. Note that telephone numbers for the Campus-Based Funds Management Team are included in the text of the letter.

DCL GEN 01-03 transmits A Guide to 2001-2002 ISIRs. The guide is available on IFAP in a PDF file format.

2001-2002 Verification Forms are now available on IFAP

## **Report from Lender Agency Liaison, Kathy Campbell**

### **Student Loan Industry Update: December 2000-February 2001**

Former Secretary of Education Riley launched Pathways to College Network, a new partnership to help disadvantaged students attend college. The Network is a coalition of corporate and private foundations, non-profits, education institutions and the U.S. Department of Education grouped to improve access to students from low-income families. Bill and Melinda Gates, GE, Lucent Technologies, James Irvine, Ford and Knowledge Works provided initial funding for the first two years. Also included, 14 of the nation's leading organizations and educational institutions such as the American Council on Education (ACE), the College Board, and the University of California System.

U.S. Department of Education released a higher education agenda developed through dialog with the community. The agenda included strategies for recreating regulatory reform, building new partnerships and launching a website requiring quality distance learning among others.

The Canadian Government contracted with Edulinx, a Sallie Mae affiliate, to administer student loans at their public institutions. Under a three-year contract, Edulinx will manage and disburse approximately \$850 million in new loans to 350,000 students. FirstServe was contracted to manage the private, vocational and technical schools. The loan program is similar to the U.S. Federal Direct Loan Program. The government-lending program was created after the Canadian Government failed to get support of lenders under a risk-sharing system.

AFSA added its loan portfolio to ELMNet. Wells Fargo and PHEAA's Student Loan Servicing Center are also to be added.

USA Group Foundation published a research study addressing state-by-state differences in affordability and "graduation productivity" of four-year colleges and universities.

Charles Schwab & Company announced a qualified college savings program under which families can save tax-deferred dollars for their children or grandchildren's education.

The IRS created an intern program recruiting from college campuses. New IRS employees will be able to work for seven years with the government repaying up to an annual max of \$6,000/aggregate of \$40,000 of student's loan debt. There are 2,000 full-time positions available over the next two years.

The Consumer Bankers Association held its annual student loan conference. Focus was on the industry under the 107<sup>th</sup> Congress, the student loan interest index and alternative loans.

The National Student Loan Program reported successful results from its blanket guarantee pilot that ended in September. It covered \$250 million in FFELP loans without a single certification for an ineligible borrower.

The student loan community continues to meet with U.S. Department of Education to discuss electronic signature implementation. The Global and National Commerce Act requires the department to ready its systems to accept digital signatures by next summer.

The Office of Personnel Management (OMP) is finalizing regulations that would allow government agencies to repay employee student loan debts. The proposal is similar to the IRS plan--\$6,000 annual/ \$40,000 aggregate for seven years. FFELP, Perkins and Direct Loans are included. Repayment will be required for early separation.

The USA Group is in the process of transferring its loans to Sallie Mae's servicing system with completion expected in April 2001.

The National Science Foundation offered a new scholarship program designed to increase the supply of corporate security specialists. The program will exchange two years of college or graduate tuition for employment in the federal government or summer internship and two years of service. Fiscal year 2001 will fund 175 students. Another part of the program will provide funding for faculty development in the information assurance and corporate security fields. Certified institutions will be eligible to receive up to \$100,000 per year for up to two years to conduct regional and national seminars.

A published report on Oregon Community Colleges and the University System indicated transfer rates of 59% in 1998/1999 for students with associate degrees going on to four-year institutions.

Dr. Roderick Page was appointed by President Bush and confirmed to serve as the new U.S. Secretary of Education. Secretary Page appointed Terry Abbot to be his Chief of Staff.

Bill Hansen, Executive Director of Education Finance Council is to head Bush's Education Department transition team. Margaret LaMontage, who served as advisor on Bush's campaign and governorship, will serve as Policy Director of the Policy Coordination group at the U.S. Department of Education.

PLUS/SLS variable rate is to be 9.72% for calendar year 2001 based on the average of the 12-month 91day T-bill auctions that ended on November 30.

Sallie Mae and the Lending Tree, Inc. announced an agreement and visitors to Sallie Mae's website have access to mortgage loans through Wendover Financial Services.

Former Secretary of Education Bill Bennett is to serve as Chair of a new "e-schooling" company known as L12.

Student Loan Servicing Alliance (SLSA) voiced concerns to the Department regarding the pending Texas and ASA agency's VFAs citing the lack of a definite evaluation period to determine if they should be adopted on a program wide basis.

The new Pell Grant on-line website was released with features such as Frequently asked Questions, Introduction and Log-on page, data request, Title IV WAN RFMS online services, view and update FAA information.

e-Signatures held a second meeting and proposed that FFEL lenders should be permitted to process digital signatures through the Department's PIN system devised for the FAFSA. Student Financial Assistance (SFA) is to promulgate guidelines that will be "technology neutral."

Sallie Mae Solutions and PeopleSoft reached a technology deal that will enable the companies' joint customers in better managing the rising costs of technology.

Mortensen Research published results of a study supporting the benefit of a college degree outweighing its costs. Four-year costs of \$33,364 for publics and \$84,080 for privates were noted. The average increase in income for woman was \$600,000 and for men \$ 1.2 million.

The GAO released a report on the key aspects of the Federal Direct Loan Program cost estimates. It included a requirement that actual performance vs. the estimate be analyzed by the U.S. Department of Education, as the estimate had no historical basis for determination.

The U. S. Department of Education announced improvements to its Student Aid Delivery System. In its Dear Partner Letter, Chief Operating Officer Greg Woods included websites to be used to enter and update SAIG enrollment data. This is made available through Title IV application software, document products and enhanced Edconnect transmission software.

Changes to the Common Manual pertaining to default aversion assistance requirements, cure activities and consolidation loan forms were approved in December.

The Department and the community met on January 8 to discuss non-traditional program issues including the 12-Hour Rule, consistency among programs and exploring a standard-based delivery model.

The FY 2000 loan guarantor results reported by the Department ranked NSLP as the seventh largest guarantor, up from eighth. Loan volume increased to \$810 million in Stafford and PLUS and \$76 million in Consolidation loans. This represented the largest increases of any of the top 10 agencies.

The USA Group Foundation released a number of reports as part of a "New Agenda Series." The report supports front loading of grants for students in the first two years of attendance at a four-year institution. Another report addressed college tuition discounting as a failed strategy.

The NCHELP annual conference will be held in Seattle, Washington, May 10-12.

Sally Stroup, one of Bill Goodling's staffers on the House Committee on Education and the Workforce, resigned to join the government relations staff of the Apollo Group, the corporate parent of the University of Phoenix.

The GAO released a report on the effectiveness of the cost estimates in the Direct Loan Program. Findings were undetermined.

The Department cut off financial aid to the Computer Learning Centers because it failed to meet financial responsibility standards. All 25 computer schools closed. Sallie Mae, the Department and other education officials and institutions are trying to help 10,000 students. Options include taking classes elsewhere or loan forgiveness.

The higher education community asked to eliminate the 12-Hhour Rule that is particularly burdensome for the distance-learning providers.

Adam Herbert, Chancellor of the Florida State University School System, tendered his resignation after a three-year term. Herbert guided the controversial plan that ended affirmative action in university admissions. Herbert will return to the University of North Florida to serve as mentor for inner-city students.

The GAO released its “High Risk” report outlining federal agencies and programs facing special management challenges with student financial aid issues. Among citations was the Department’s lack of financial management information needed to manage the program effectively and the internal controls to maintain integrity for the operations. The report addressed the challenging costs of default management, which cost \$4.3 billion in FY99 and \$28 billion in the last 10 years.

The National Council for Education Statistics (NCES) released its report findings providing data for the past 14 years and forecasts for the next nine years. The report addressed enrollment, graduates, teachers and expenditures.

The OCC will hold Privacy Compliance seminars for lenders on February 13-14 in Washington, DC.

ED filed its response to the lender lawsuit charging improper origination fee discounting. ED indicated that borrowers would pay increased costs if the lenders were successful and that borrower incentives were good public policy and in the best interest of students.

The crime report study required by the HEA of 1998 analyzed crime statistics for calendar years 1997, 1998 and 1999 and found that campus crime rates were less than the local crime rates. The report disclosed increases in arrests up 17%. Burglary and motor thefts were the highest offenses.

The USA Group Foundation announced the appointment of Derek Price as Director of Higher Education Research.

President Clinton, before leaving office, appointed William Kennedy III to the Sallie Mae Board, which includes seven presidential appointments and 14 elected directors. Kennedy is a partner in the Rose Law firm in Little Rock, Arkansas.

Sallie Mae and USA Funds reached agreement allowing for blanket guarantee participation.

The National Commission on the High School Senior Year released report findings that included the need to better transition senior year students to enter college or the workplace. The report noted that 70% of high school seniors went on to attend higher education; however, 30% needed remedial assistance.

The Institution of Higher Education Policy will conduct a 30-month study on the uses and possible alternatives to the current standard clock-hour system.

Sallie Mae announced it would make its loan data available to schools and students through ELMNet 2, effective February 6.

The NCHelp Debt Management conference will be held February 25-28 in Savannah, Georgia.

**Report from State Agency Liaison, Steve Brooks**  
**Reported by President Bill Cox in Steve Brooks’ Absence**

State agencies provided the following updates to their December reports:

**Alabama Report, William H. Wall**  
Alabama Commission on Higher Education

In its recent state-by-state report card for higher education, the nonpartisan National Center for Public Policy and Higher Education gave Alabama a grade of D for affordability,, “hHw affordable higher education is in the state.” In this first-of-its-kind report card, all states were evaluated using “A” through “F” grades to measure performance standards.

The report titled *Measuring UP 2000*, grades all states in five key areas – preparation, participating, affordability, completion, and benefits. It appears the low affordability grade for Alabama was based on three factors: family income, cost of education and student aid resources.

- Family income: The median family income in Alabama for 1998 was \$51,156 (compared to the national average of \$56,061). These figures are based on a family size of four. Parent(s) of college-age students is (are) usually between 45 and 54.
- Cost of education: In 1998-99, the average tuition at Alabama’s public, two-year colleges was \$1,523 and that was \$195 higher than the national average of \$1,329; the average tuition at Alabama’s public, four-year colleges was \$2,621 and was \$605 less than the national average \$3,326.
- Student aid resources: In 1998-98, Alabama provided approximately \$15 in need-based aid to undergraduates compared to the national average of \$397; only 2.5% of Alabama’s undergraduate students received need-based student aid from the state compared to the national median of 13.67%.

In his recent survey of college affordability, Dr. Jerry Sheehan Davis indicated trends in college expenses and earnings for students who did not complete their degrees:

- The relative value of college training and education, at least as measured by increased mean earnings, was severely diminished when students did not complete their degree programs.
- The financial penalties for attending 4-year colleges without completing and earning their degrees rose significantly.

One shortcoming of the Davis report, as far as data for Alabama is concerned, is the fact that the report does not address the trend in prices at community colleges. According to Davis, "Those prices generally are lower and little public concern has been expressed about their affordability."

### **Georgia Report, Glenn Newsome** Georgia Student Finance Commission

The following is a list of accomplishments and new initiatives completed by the Georgia Student Finance Commission since November 9, 2000. 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:

- The Governor's budget request included \$1,013,712 to be used to obtain matching federal LEAP funds for a needs-based grant program in Georgia. The Governor also recommended an enhancement to Georgia's HOPE Scholarship Program that would allow private college students to enter the program as seniors if they have a 3.0 GPA at the end of their junior year.

#### Georgia Higher Education Assistance Corporation:

- The GHEAC Board of Directors is expected to approve the continued waiver of the GHEAC guarantee fee for 2001-2002 saving Georgia borrowers more than \$2.5 million in up front loan fees.
- Statewide implementation of ScholarNet, GHEAC's web-based loan processing system is under way.
- Through December 31, 2000, more than \$2.7 million was collected from defaulted borrowers through the Professional Licensing Program.
- GHEAC loan volume for 2000-2001 increased by 5.6% in spite of an increase in HOPE funds to low income students.
- Delinquency cures on Default Aversion requests increased 6.6% over the same period last year.

#### Georgia Student Finance Authority:

- GSFA now has four months of borrowers' billing statements on the Georgia Student Finance Commission's website, <http://www.gsfc.org>, as well as a copy of the information that appears on the TDI letters (Tax-Deductible Interest) that are mailed annually.

### **Kentucky Report, Tim Ballard**

#### Kentucky Higher Education Assistance Authority

The Kentucky Association of Student Financial Aid Administrators (KASFAA), in cooperation with the Kentucky Higher Education Assistance Authority (KHEAA) and USA Group Foundation, recently sponsored College Goal Sunday to provide free, professional help to families filling out the Free Application for Federal Student Aid (FAFSA). The USA Group Foundation is a nonprofit organization that promotes access to higher education. On February 18, 2001, financial aid professionals from Kentucky colleges and universities were available at 13 sites in 11 Kentucky cities to help students and their families complete the FAFSA.

The *KHEAA 2000 Annual Report* is now available on KHEAA's web site [www.kheaa.com](http://www.kheaa.com). The report contains detailed information about KHEAA operations, programs, and services over the previous fiscal year and shows how students benefit from the partnerships that exist

between KHEAA and financial aid officers, lenders and school counselors.

A total of 390 students received more than \$149,000 in scholarships for the spring 2001 academic period from the Early Childhood Development Scholarship (ECDS)--a new state-funded scholarship program. The ECDS is administered by KHEAA in consultation with the Early Childhood Development Authority and the Cabinet for Families and Children. The purpose of the scholarship is to provide a seamless system of upgrading the professional development of individuals who are employed or provide training in child-care or early childhood settings.

KHEAA is pleased to announce the addition of Geri Johnson to its outreach staff. She is responsible for the administration of KHEAA's Hope, Opportunity, and Progress through Education (HOPE) programs, designed to improve awareness of higher education opportunities among minorities and other students. She will travel extensively throughout Kentucky, providing student financial aid assistance and college planning information to African-American and other students by representing KHEAA and making presentations regarding KHEAA programs and services at workshops, college nights, and college and career fairs.

KHEAA offered 2,000 spring-only Kentucky Tuition Grant (KTG) awards totaling \$1.5 million to students attending Kentucky private universities and colleges. These awards were offered to all eligible KTG applicants on the database for whom KHEAA received application data by December 21, 2000.

#### **North Carolina Report, Steve Brooks**

North Carolina State Education Assistance Authority

The North Carolina State Education Assistance Authority, in cooperation with College Foundation, Inc., will begin in February to offer grant administration for students via Internet delivery. CFI has conducted training sessions around the state for aid administrators, and the system will go "live" before the end of the month. It is believed that the process of awarding state grants to students in several different programs will become faster, earlier, and simpler for students and institutions as a result of the new system.

The North Carolina qualified state tuition program (QSTP) is being expanded and improved beginning July 2, 2001. Based on statutory changes enacted by the North Carolina General Assembly, on that date the Authority may begin offering multiple investment options to North Carolinians. An announcement of the actual options chosen via an RFP process will be made at the NCASFSA meeting in May.

The Authority has been instrumental in a new cooperative effort with NCASFSA members--FAFSA day. Students and families will gather in 14 campus computer labs across North Carolina on Saturday, February 17, to complete the federal application for student aid. Aid administrators have volunteered to be present to help families file the form, learn about other requirements that institutions may have, and to answer questions about the financial aid process. An excellent turnout is expected for this year and an expanded effort next year.

Loan volume guaranteed by the Authority during the past federal fiscal year increased by 35% in dollars versus a national average of 9%.

Visitor sessions and telephone calls to the College Foundation of North Carolina, the comprehensive information service on financing college education in North Carolina, continues to rise. The Foundation is having some 3,000 unique visitor sessions per day, with average visit duration of 10 minutes. Additionally, just fewer than 100 citizens call the toll free number each day for information. Even larger web visit and telephone call volume is expected as financial aid "season" approaches.

#### **South Carolina Report, Cheryl Hughes**

South Carolina Student Loan Corporation

The South Carolina Student Loan Corporation recently teamed up with other state agencies to provide a single web site where students, parents and guidance counselors can find information on financing a college education. In addition to linking to the Corporation's web site, the site, [SCcollegeaid.org](http://SCcollegeaid.org), includes links to:

- The South Carolina Commission on Higher Education - which provides information on SC colleges and state financial assistance programs, including LIFE Scholarships, Palmetto Fellows Scholarships, and Need-based Grants;
- The South Carolina Tuition Grants - which provides information on financial aid for undergraduate students attending certain independent nonprofit colleges in South Carolina;
- The South Carolina Department of Education - for information on the Archibald Rutledge and Robert C. Byrd Scholarship Programs;
- The South Carolina Income Tax Credit for College Tuition - for information on assistance to SC residents with their expenses of attending college; and
- The South Carolina Tuition Prepayment Program - for information on locking in on today's tuition rates for any state public college or university within potentially significant savings in the cost of tuition when the child enrolls in college.

The site is scheduled to be available to the public on February 15, 2001.

### **Tennessee Report, Ron Gambill**

Tennessee Student Assistance Corporation

The Tennessee Student Assistance Corporation worked with TASFAA and the Division of Rehabilitation Services to develop a revised transmittal form for information sharing for disabled students. This included sharing contact directory information for voc-rehab counselors and specific financial aid office counselors. The new process utilizes electronic processing of the transmittal form by email or fax instead of snail mail.

TSAC will conduct training in February across the state. The training will encompass the regulatory packages to be implemented July 1, 2001, the new DRS R5C process and Distance Learning issues including the 12-Hour Rule, non-standard terms and non-term programs.

The TSAC budget was accepted by the Tennessee Higher Education Commission and forwarded to the Governor and the Legislature. There are numerous funding issues in the state, so this session should be lively as it relates to the revenue shortfall and the need for increased revenue for 2001-2002. There is a lot of talk about a lottery again.

The College Aid Calculator software recommended by the TASFAA Advisory Committee to TSAC is now available on the TSAC website.

TSAC made additional grant awards of over \$1 million for both main fund and restoration fund monies. Schools were contacted first to verify that overawards or packaging problems would not occur.

Grant and scholarship staff is meeting with various vendors to work on development of a web-based grant/scholarship system. Funding is contingent on the 2001-2002 budget.

### **Virginia Report by Mike Hawkes**

Virginia Center, ECMC

ECMC and the State Council of Higher Education for Virginia (SCHEV) have agreed in principle to partner on producing financial aid outreach publications. For several years, each organization has produced its own publications to inform the public of the financial aid programs in Virginia. Realizing that they share common constituencies, ECMC and SCHEV plan to pool resources to produce consolidated, uniform publications both organizations can use to inform the public.

In our last update to the SASFAA Board, it was announced that ECMC's Richmond office was moving. The new address is as follows: 7325 Beaufont Springs Dr., Suite 200, Richmond, VA 23225-5546 or PO Box 8809, Richmond, VA 23225.

ECMC's Richmond office will be closed beginning Thursday, February 15 through Monday, February 19 to accommodate this move. Calls will be forwarded to our St. Paul office on Thursday and Friday, with all ECMC offices are to be closed on Monday, February 19 in observance of President's Day. ECMC's Richmond office will be open in its new location at 8:00 AM on Tuesday, February 20. ECMC's toll-free number for the Richmond office, 888-775-3262, is not changing as a result of the relocation.

## **COMMENTS BY GUESTS**

### **Cruzio Lucero, NASFAA Chair-Elect**

SASFAA's own Cruzio Lucero of TASFAA is the Chair-Elect of NASFAA. She was able to be in attendance at the executive board meeting and made a brief presentation. She asked the board and SASFAA members to provide input and to make suggestions to her so that her year could be a meaningful one. She also

- announced the leadership workshop that is scheduled for March 7;
- encouraged attendance at the NASFAA conference to be held in Nashville in July;
- announced that NASFAA 2002 would be held in New Orleans;
- provided comments about training within NASFAA, the awards and nominations process;
- encouraged early submission of volunteer forms; and
- announced that two SASFAA members, Bob Godfrey and Janet Sain are on the NASFAA ballot as Representatives-at-Large and encouraged everyone to vote.

### **Comments by Midge Hunt, US Department of Education**

Ms. Hunt indicated that she was pleased that she was able to attend the board meeting and to provide some follow up to concerns that had been expressed via President Cox. She provided information on the following items:

- indicated that the Department would be providing training through video conferencing on the Pell Grant and RFMS;
- announced Greg Martin and David Bartnikicki would be providing Federal Updates at the state association meetings during the spring;
- indicated the Department will be hiring one new trainer;
- announced fiscal management training will be held in the fall along with Perkins Loan training;
- announced there is ongoing financial aid administration training; and
- indicated that training needs for 2002 are being discussed and evaluated.

She indicated her desire for continued dialogue with SASFAA.

#### **Comments by Pam Gilligan, EASFAA President**

As a part of the NASFAA sponsored exchange among associations, Pam Gilligan, EASFAA President, attended the SASFAA board meeting and was to be in attendance during the annual conference. She expressed her appreciate for being invited to participate.

#### **OLD BUSINESS**

**ACTION: Mary Givhan moved that Susan Little of the University of Georgia and a member of GASFAA be designated as the registered agent for SASFAA and that this information be forwarded to appropriate agencies in Georgia. The motion, seconded by Rose Mary Stelma, was approved.**

## **NEW BUSINESS**

The board was reminded that the Governance and Planning Committee is required to review the activities and accomplishments of board members and committees based on activities outlined in the long-range plan. Past President Givhan indicated that she would be provided written guidance but that the reports would be due mid-April.

**ACTION: Ritz Ritzman moved that the board meeting be adjourned at 2:37 PM. The motion, seconded by Gary Mann, was approved.**

Respectfully Submitted,  
Guy F. Gibbs, SASFAA Secretary

**Note: The minutes were approved by action of the board on June 8, 2001.**