

**AGENDA
SASFAA Board Meeting
Tradewinds Resort
St. Petersburg, FL
June 2015**

Monday June 8, 2015

CALL TO ORDER

President Basford called the meeting to order at 9:05 a.m.

Announcement of Substitute Voting: Janet Nowicki substitution for Cathy Shell

Voting Members Present: Nathan Basford, Amy Berrier, Zita Barree, Marian Dill, Stephanie Watson, Celena Tulloss, Stephanie Miller, Susan Smith, Kristie Hughes, Carrie Cooper, Tarik Boyd

Voting Members Absent: Cathy Shell, Amy Moser

Non-Voting Members Present: Terri Parchment, Jody Darby, Chris Tolson, Angie Black, Joan Bailey, Sharon Oliver, Tracy Misner, Janet Nowicki, Sandy Neel, Sarah Dowd

Non-Voting Members Absent: Lenny Akins, Nancy Garmroth

Welcome to Florida

FASFAA incoming State President Ryan McNamara welcomed everyone to Florida

Establish a Quorum

Action Item: The Chair declared a quorum.

Action Item: A motion was made by Amy Berrier to approve the agenda with authority given to the President to make changes as needed in order to facilitate the flow of business. The motion was seconded by Vickie Adams. The motion passed unanimously.

REPORT OF OFFICERS

President – Nathan Basford

Report submitted:

President Basford attended several state conferences and thanked Zita and Amy for stepping up to attend SASFAA state conferences for the spring. All themes for the state conferences came together and backed up our theme, "Uncovering our Purpose, Power and Passion. As financial aid professionals we adapt and move forward. Personal thoughts will be given at the end of the day after turning the gavel over to Amy Berrier.

President-Elect – Amy Berrier:

Report submitted:

Had the privilege of attending as an observer of the Governance and Planning meeting. Appreciation to Zita for inviting her to the meeting. Very interesting and learning experience. She has been working closely with the incoming board to prepare for the transition. A site and date for the Management Institute will be October 7-9 in Orlando FL and Brad Barnett will be heading up the committee next year. Looking forward to 2015-2016 year.

Past President – Zita Barree:

Report submitted:

Zita asked that the recommendations for the Elections process discussion be moved to unfinished business. Attended the Virginia and Mississippi spring conferences. Attended the NASFAA meeting in Portland with Nathan. Highlights from the NASFAA meeting were 5-10 year projection of the budget it showed them that they would have to continue looking for ways to producing revenue. NASFAA is at a flat rate on membership. At the meeting they approved the 2015-2016 budgets and added a diversity statement to their Policies and Procedures manual. A discussion regarding board tenure and representing the regions on the board. SASFAA's Heather Boutell and Lisanne Masterson are on the board. No action has been taken at this time. Justin Draeger gave a federal update and awards were approved that will be given at the NASFAA conference in July. Two of the three commission directors were approved and SASFAA's Lisanne Masterson is one.

The Operational Calendar is in final format and will forward to Amy Berrier after this meeting. GAP committee met May 13-15 outside Raleigh and prepared the first draft of the report thanks to Brad Barnett. Approval from the committee and final approval was sent to board members on May 29 and suggested that Amy Berrier send out to all of her new board members.

Because the report is coming from a committee, Zita moved that the report be approved as submitted. Nathan opened the floor for discussion.

The report was unanimously approved.

Vice-President – Marian Dill:

Report not submitted:

Thank you for the opportunity to serve this year. Report was not submitted, but will be received at a later date. Several training events this year and thanked Jody and Angie for sending out information regarding the training. 2015 Summer NAOW in Kentucky will be held at Thomas More College. Six classrooms this year and registration is down with 78 as of June 8. Budget is limited and my goal going into this year is 18-20 per classroom size. Future discussions are needed to look at the budget for future NAOW. Many campuses did not submit a bid due to SASFAA not able to meet costs. Theme for this years' NAOW is: "Financial Aid is Magical". President Basford presented Marian her recognition for serving as Vice President for 2014-2015.

The Board was dismissed for break at 10:30 a.m.

The Board reconvened for the meeting at 10:50 p.m.

Secretary – Vickie Adams:

Report submitted:

The Secretary expressed appreciation for timely submission of board reports and updates for the SASFAA calendar. Additionally, the minutes, board reports, and calendar are up to date and on the SASFAA website

Treasurer – Amy Moser: (presented by Terri Parchment)

Report submitted.

For the new board coming in, re-imbursement checks do not look like checks and please be mindful and not throw the check away.

Conference – Chris Tolson:

Written report submitted:

The SASFAA Spring conference was a success. Appreciates the opportunity given to be the 2014-2015 conference chairs. Copies of income and expense report from the conference were distributed to the board.

Budget and Finance – Terri Parchment:

Report submitted:

Conference liabilities are included in the report. Due to Conference Chair not using the entire budget, there will be adjustments as follows:

Increase 101 - President budget by \$2000 from \$9,500 to \$11,500

Increase 102 - President-Elect by \$500 from \$8,000 to \$8,500

Increase 106 - Past President by \$3000 from \$5,725 to \$8,725

Increase 204 - Communication & Outreach by \$500 from \$3,000 to \$3,500

Increase 210 - Executive Board by \$10,000 from \$35,000 to \$45,000

Decrease 206 - Annual Meeting Program by \$16,000 from \$146,000 to \$130,000

Increase 218 - Vendor Sponsor by \$1,000 from \$3,000 to \$4,000

Decrease 220 - Resource Partner Liaison by \$1,000 from \$3,000 to \$2,000

Motion to accept the changes: Amy Berrier moved to accept the changes as presented and Tarik Boyd seconded. The motion passed unanimously.

Action Item:

Communications and Outreach – Jody Darby:

Report submitted:

Facebook “likes” continue to increase. An 8% increase from February 2015. Most posts to SASFAA Nine News are completed within 3-4 hours of receiving.

Electronic Services – Angela Black:

Report submitted:

Launched NAOW page on the web, many changes to the web including calendar updates, minutes, policies and procedures distributed by the Secretary. Updates to Wild Apricot and making sure SASFAA has all we need to update.

Global Issues – Joan Bailey:

Report submitted:

Joan thanked Michael O’Grady for his assistance this year. A paper drafted on Diversity was presented to NASFAA and was accepted.

A few members in the state of Florida needed certificates for Accreditation purposes. Certificates could be emailed in a PDF format.

Action Item: SASFAA Membership Certificates.

Legislative Relations – Sharon Oliver:

Report submitted:

This was the most rewarding experience for her this past year. Special thanks to President Basford for providing financial support for SASFAA members to meet with congressional representatives from each state. There were 14 SASFAA members who met with 18 congressional representatives.

Meeting was adjourned for lunch at 11:45 am

Membership – Nancy Garmroth: Absent

Report submitted:

Site Selection – Tracy Misner:

Report submitted:

Need approval for an addendum to contract with Sheraton Greensboro. There needed to be workable space for conference. The first change to the contract is to increase attrition from 70 % attrition to 75% attrition. Second change to contract is to commit to \$50,000 food and beverage. This will not be an issue with SASFAA.

Motion to accept the addendum to contract: Kristi Hughes moved for a motion to accept the addendum to the contract with Sheraton Greensboro for the 2016 SASFAA annual conference. Stephanie Miller seconded the motion. The motion passed unanimously.

2016 SASFAA conference in North Carolina –Sheraton, Greensboro

2017 SASFAA conference in Mississippi – Beau Ravige Resort and Casino, Biloxi

Sponsorship – Janet Nowicki:

Report not submitted:

SASFAA is very fortunate to have sponsors, repeats and new sponsors to meet the challenge of meeting the amount of money for the conference. Over \$103,000 in sponsorship levels with some rebates. First time sponsors got 25% back and final amount was \$101,000, as shown on the budget line item. Sponsorships are in a tight budget just as everyone else, and SASFAA is very fortunate that most sponsors will choose SASFAA over any other regional conference.

Resource Partners Liaison – Lenny Akins (Absent):

No report submitted:

Long Range Planning – Sandy Neel:

Report Submitted:

Committee met in May and prepared to begin writing the long range plans. The committee will divide the LRP into sections. These sections will be 1. Organizational Structure, 2. Communication, 3. Professional Development, 4. Finances and 5. Policy Advocacy. The committee will begin writing goals and objectives and will be prepared to submit the plans at the November board meeting.

State President's Liaison – Sarah Dowd:

Report submitted:

Group of all nine SASFAA state Presidents created a standardized presentation that will be presented at each state conference on increasing volunteer participation. This group will continue to work and grow and compile data and write up award and present to President Basford to submit to NASFAA as a Gold Star Award titled President's Exchange Project. President Basford will present in Spring 2016.

State Presidents' Reports:

Florida – Stephanie Watson-Lawrence

Report Submitted:

Presented elected officers for FASFAA 2015-2016 Attended VASFAA conference as part of the State President's Swap

Alabama - Stephanie Miller

Report submitted:

Presented elected officers for AASFAA 2015-2016 Attended the FASFAA conference as part of the State President's Swap

Georgia – Susan Smith:

Report submitted:

Presented elected officers for GASFAA 2015-2016

Kentucky – Kristie Hughes:

Report submitted:

Presented elected officers for KSFAA 2015-2016 Attended the TASFAA conference as part of the State President's Swap. The two Leadership attendees from Kentucky agreed to run for offices for KASFAA and both won.

Mississippi – Carrie Cooper:

Presented elected officers for MASFAA 2015-2016

North Carolina – Cathy Shell: (Absent)

Report Submitted:

South Carolina – Kenneth Cole

No report submitted:

Presented elected officers for SCASFAA 2015-2016

Tennessee – Celena Tulloss

Report Submitted:

Presented elected officers for TASFAA 2015-2016

Virginia – Tarik Boyd:

Report Submitted:

Presented elected officers for VASFAA 2015-2016 Attended the FASFAA conference as part of the State President's Swap.

**The Board was dismissed for break at 2:30 p.m.
The Board reconvened for the meeting at 2:50 p.m.**

Unfinished Business:

Zita presented a proposal for changes to the P&P regarding elections. Awards in Section 9.2 regarding the logo. Delete language for company.

Motion to accept removal of language regarding companies that retain the SASFAA logo. Ken Cole seconded the motion. The motion passed unanimously.

Governance 6.7 – discussed and bring forward to 2015-2016 board.

Elections – Electronics Chair has control of the election and the board felt it was OK at this time with back up in place.

New Business:

Treasurer-elect:

The treasurer-elect is elected in even years to serve for a period of one year. The treasurer-elect of the association will automatically succeed to the office of treasurer for a two (2) year term upon expiration of the term of the office of the previous treasurer and the term of treasurer-elect.

The overall function of the treasurer-elect is to assist the treasurer in all duties outlined in the By-Laws and the SASFAA Policy and Procedures Manual. This will allow the elected individual to gain the experience needed to effectively hold the office of the treasurer.

Add Treasurer-elect to P & P pages 15, 4.1, 21, 23, 33, 63, and 68-70 after Treasurer. Renumber pages once changes have been made.

Motion to make changes to the P&P for Treasurer-Elect. Celena Tulloss moved the motion. Tarik Boyd seconded. The motion passed unanimously.

The board meeting adjourned at 4:48 p.m.

Sunday June 7, 2015: Travel Day

Chris Tolson
Terri Parchment
Jody Darby
Angie Black

Global Issues

Joan Bailey

Action Item:

Recommendation of Membership Certificate

Legislative Relations

Sharon Oliver

12:00 PM

LUNCH

1:00 PM

Committee Reports Continued

Membership

Nancy Garmroth

(Not Attending)

Site Selection

Tracy Misner

Action Item:

Sheraton Four Seasons Addendum

Sponsorship

Janet Nowicki

Resource Partners Liaison

Lenny Akins

Long Range Planning

Sandy Neel

State President's Liaison

Sarah Dowd

2:00 PM

State President's Reports

Florida

Stephanie Lawrence

Alabama

Stephanie Miller

Georgia

Susan Smith

Kentucky

Kristie Hughes

Mississippi

Carrie Cooper

North Carolina

Cathy Shell

(Not Attending)

South Carolina

Kenneth Cole

Tennessee

Celena Tulloss

Virginia

Tarik Boyd

2:45 PM

Unfinished Business:

New Business:

*Treasurer Elect Policy & Procedure Recommendations Discussion
of Road to Relevance /Chapters 9-11*

Brief Comments

Nathan Basford

Adjourn

3:00 PM

Break

3:15 PM

Transition Begins

Amy Berrier/
President-elect

6:30 PM

Group Dinner

Palm Court (located in Hotel)

All attending!

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SASFAA Transition Agenda – June 8 & 9, 2015
Tradewinds Resort, St. Pete Beach, Florida

Monday Afternoon (around 3:15):

- | | |
|---|---------------------------------|
| 1. Welcome | Amy Berrier |
| 2. Introduction of 2015-2016 Board | Amy Berrier |
| 3. Washington Update | Ron Gambill |
| 4. Sponsorship Levels Discussion | Janet Nowicki/Brenda McCafferty |
| a. 2015-2016 levels? We need to discuss this information early so that once the budget is approved in July 2016 Brenda McCafferty can move forward with contacting sponsors prior to their companies making budget decisions for the year | |
| 5. Budget Discussion/Exercise | Terri Parchment/Amy Berrier |
| 6. Board Transition Meetings | All |

Adjourn group meeting. Individual meetings take place between now and tomorrow morning. Group Dinner will be on site tonight. More info to follow.

Tuesday Morning 9:00 A.M.

President

- | | |
|--|-------------|
| 1. Welcome/Goals for the Day | Amy Berrier |
| 2. Getting to Know You | Amy Berrier |
| 3. Organizational Chart | Amy Berrier |
| 4. Roles and Expectations of Board Members | Amy Berrier |
| 5. Project Noah Exercise | Amy Berrier |

Immediate Past President

- | | |
|------------------------------|----------------------------|
| 1. GAP Reporting | Nathan Basford/Zita Barree |
| 2. Work of the GAP Committee | Nathan Basford/Zita Barree |
| 3. Parliamentary Procedure | Nathan Basford |

President-Elect

- | | |
|-----------------------|-------------|
| 1. A Year of Planning | Marian Dill |
|-----------------------|-------------|

Secretary

- | | |
|---|--------------|
| 1. Policy & Procedures Overview | Vickie Adams |
| 2. Board Contact Review | Vickie Adams |
| 3. Meeting Minutes review | Vickie Adams |
| 4. Conflict of Interest policy | Vickie Adams |
| 5. Board Reports (due dates & response) | Vickie Adams |

Treasurer

Terri Parchment/Jenelle Handcox

1. Review travel reimbursement procedures
2. Reimbursement forms- travel & miscellaneous
3. Use of credit cards/credit card expense vouchers/credit card limits
4. Credit card forms
5. Individual monthly reports of expenses to committee chairs/board members

Budget & Finance

- | | |
|---|-----------------------------|
| 1. Zero-based budgeting and overview of SASFAA finances | Terri Parchment |
| 2. Budget Exercise Continued | Terri Parchment/Amy Berrier |

Vice-President

Michael Morgan

- | | |
|--|----------------------------|
| 1. New Aid Officer Summer Workshop | Michael Morgan/Marian Dill |
| ○ Site for 2016/Thomas More College | |
| ○ Discussion - Should we continue annually or every 2 years? | |
| 2. New Aid/Mid-Level Workshops at the Annual Conference | Michael Morgan |
| 3. Other Training Opportunities | Amy Berrier |
| ○ Management Institute Update | |
| ○ Webinars | |

LUNCH

Other Items:

- | | |
|--|-------------------|
| • 2016 Conference update | Brenda Burke |
| • Legislative Relations Update/Hill Visits | Ron Gambill |
| • Sponsorship update/ideas | Brenda McCafferty |

- SASFAA Task Forces
 - Veterans Task Force
 - Minority Serving Institutions Task Force
- WebEx Discussion
- Membership
 - New membership categories
 - Mentorship program/ideas o
 - Other ideas
- Wild Apricot
 - Demo of website- what you need to know!
 - Renewal – 1 year or 2?
- Communications and Outreach
 - SASFAA Nine News
 - SASFAA Listserv

Amy Berrier

Amy Berrier/Brenda McCafferty

Angie Black

Angie Black/Ken Cole

Jody Darby

President

Goal Setting

Amy Berrier/All

Other Items Continued:

- Meetings prior to official board meetings
 - State presidents
 - Budget and Finance o Others
- Operational calendar updates & conference/event dates

Amy Berrier

Vickie Adams

Final thoughts

Amy Berrier

Conclusion

Jody Darby/All

- Individual photos for SASFAA website
- Group photo of 2015-2016 board

All

All

Dinner at 6:30 – meet in Hotel Lobby at Check-in for group dinners

All

Wednesday – conclude if necessary



Southern Association of Student Financial Aid Administrators

Nathan Basford/President

Executive Board Report/June 8, 2015

St. Pete Beach, Florida

Committee Goals for 2014-15:

To continue to lead the association to ensure fiscal integrity, to address all issues presented to the executive board, and to ensure that transparency is seen by all.

LRP and GAP Goal Activity since Last Board Meeting:

LRP 2.1: Organizational Structure: Review the terms and composition of the office of elected officials at least once every five years.

Previous Report: Amy Berrier, Zita Barree, and I have been reviewing the terms and composition of the office of elected officials. As all may remember, this was a topic we discussed at the transition meeting, and we agreed to move forward at looking at the VP Position becoming a two year term, and due to recent events, looking at creating a Treasurer-elect position within SASFAA. Amy Berrier agreed to take the lead.

Previous Report: The recommendations in By-Laws: a Treasurer-elect has been submitted for voting, and will be announced at the closing session on Wednesday! Also recommendations in By-Laws: Past-president to become parliamentarian has been submitted for voting and will be announced at the closing session on Wednesday.

Update: **The recommendations of By-Laws Passed! A Treasurer-elect was approved by members, along with the Past-President being approved to become the parliamentarian beginning 2015-16. Treasurer-elect will be elected to serve 2016-17.**

LRP 3.3: Organizational Structure: Consider whether all committee chairs should be in attendance at all Board of Directors meetings (BOD) Keeping in mind the need to develop future leaders for SASFAA yet maintaining the ability to conduct business as a reasonable cost.

Previous Report: I have been speaking with Amy & Zita on this concern. This will be looked at more in the 2015-16 year. However this year we will continue to discuss and consider based on information we have been reading from the book: **Road to Relevance.**

Previous Report: This is a topic that we will discuss at our next board meeting, and hopefully have more input from board members.

Nathan Basford cont.

Update: **This remains a topic that we will address in the year ahead and was also addressed in the GAP assessment. Not a popular subject, but must be addressed to ensure continued fiscal soundness within the association.**

LRP 7.2: Require that officers and committee chairs review and update P&P under their purview.

Previous Report: All committee chairs and officers are constantly reviewing and updating P&P. As recommendations are presented they are given to the secretary to update and then have posted to website.

Previous Report: This is a continued process and any recommendation will be presented at board meetings.

Update: **This is a continued process, and all recommendations are expected by all members of the board, and to be presented during board meetings.**

LRP 9.1: Work with all sectors of the regions “financial aid community” to ensure representation and participation in all Association programs and activities.

Previous Report: Attended NASFAA meeting with senior management and Regional presidents in Washington on September 24/25. A great time meeting with the other Regional presidents, discussing budgets, hill visits, and working with NASFAA. Will be bringing to the board later during the meeting a proposal from NASFAA on tenure on the NASFAA Board. I have discussed with Past President Zita Baree, and President-elect Amy Berrier.

Previous Report: Conference call with regional presidents on February 10th. Will provide update at board meeting.

Update: **Attended NASFAA meeting with senior management, current board members, and Regional presidents in Portland Oregon March 23-24. The discussion on NASFAA tenure continues to be discussed, but no final say at this time. More discussion will be held in July at the conference. Dr. Judith Eaton, President, Council for Higher Education Accreditation was our guest speaker and proved a wealth of information on the accreditation process. I am looking forward to the NASFAA conference in July, and excited about being a voice for SASFAA this coming year.**

LRP 9.2: Serves as a link with and between various sectors of the Association, and as a link between the state associations and NASFAA.

Previous Report: I continue to keep communication open with all sectors of our association as well as the state associations and NASFAA. I had the opportunity to attend KASFAA Fall conference November 15-17th. I presented a session on **Developing & Maintaining an Office Operational Calendar** that Past President Zita Barree prepared. I also presented the SASFAA update while attending the KY conference. I will be attending other state conference later this year, and will provide updates in future reports. I also have also been sending out communications to all members of the association since July 1, and they have been posted on the SASFAA Blog as well as Facebook and via the list-serv.

Previous Report: Amy Berrier attended the North Carolina Conference November 9-12th, 2014. I am looking forward to the up-coming state conferences for 2015. As you know it is very hard or impossible to get to all of them. I appreciate that Zita, Amy, and Jody will be helping to complete the task of attending some of the state conferences and in doing so providing A SASFAA update, as well as session if asked. Below is the schedule as to date:

Nathan Basford cont.

- Amy Berrier- South Carolina April 12-15
- Nathan Basford-North Carolina April 12-15
- Zita Barree- Kentucky April 15-17
- Nathan Basford- Tennessee April 26-29
- Zita Barree- Virginia May 3-6
- Nathan Basford- Mississippi May 10-22
- Zita Barree- Florida May 19-22 (Due to Zita unable to attend last year, I extended the invitation for her to attend 2015)
- Jody Darby- Georgia May 20-22

Update: It has been a very busy time for all. It is very hard and many times impossible to be able to attend all of the nine state conferences within SASFAA. This past week was a fine example of such. Last week the SASFAA region held three state conferences that overlapped each other; they were Florida, Georgia, and Mississippi.

I had planned to attend both the Georgia and Mississippi conference, and Zita was scheduled to attend the Florida conference. We know that as financial aid professionals change is something that we adapt to daily. Due to FASFAA honoring me with the Distinguished Service Award, I felt that I should try and attend. Before making the final decision, I received support from Zita and Amy letting me know that they would help in any way needed to ensure that each state conference was provided with someone giving the SASFAA update as well as presenting sessions at their conferences.

I would like to extend my appreciation to Zita for attending the Mississippi Conference and Amy attending the Georgia Conference. I appreciate the support, dedication, and commitment from each of you to SASFAA. I also appreciate that Jody was willing to step up and represent SASFAA earlier.

Each state conference this year has worked to ensure that all attending received valuable information that would help them to better serve their students and parents attending their institutions. I may not have been at your conference in person, but I was there in spirit and support! I appreciate all that each of you do for your state as well as SASFAA. Because of each of you we continue to: Uncover our Purpose, Power, and Passion.

GAP 3: Determine when a review of the elected officers of the Board should be done & documented in what year the Board compositions & term limits were reviewed. This has to be accomplished in 2014-15 & documented

Previous Report: I have been working with President-elect Amy Berrier and Past president, Zita Barree in looking at implementing a Treasurer-elect. Amy has taken the lead on this and will provide information during our board meeting. Also I have asked that we look at the possibility of having our Vice-President a two year term. This will be discussed and documented so that we can have a resolution by next year's election during Amy's leadership.

Previous Report: The recommendations in By-Laws: a Treasurer-elect has been submitted for voting, and will be announced at the closing session on Wednesday! Also recommendations in By-Laws: Past-president to become parliamentarian has been submitted for voting and will be announced at the closing session on Wednesday.

Update: A Treasurer-elect was approved by members, along with the Past-President being approved to become the parliamentarian beginning 2015-16. Treasurer-elect will be elected to serve 2016-17.

GAP 8: SASFAA should submit projects for NASFAA award consideration at least every two years. The last project submitted was in 11-12 so a project should be submitted in 2014-15.

Nathan Basford cont.

Previous Report: We need to move forward on looking at submitting projects for NASFAA award consideration. We had discussed at the transition meeting and had several ideas: Veterans, Veteran's Best Practice, and Veterans Financial Aid Awareness. **This will be a top priority after our November meeting.**

Previous Report: Susan Smith the current Georgia state president has worked with the other state presidents to put a power point presentation together to present as they visit each other's state conferences. Having the presentation available they, state presidents, are able to present and encourage members to get involved in their state associations as well as the regional association. This was going to be presented as a NASFAA star award this year, but when putting together the information it was realized that they have no data to show at this time how the presentation presented increased membership with their state as well as region. They have begun to track information, and this hopefully will be presented as a possible NASFAA Star Award in 2015-16. Thanks to all the state presidents and to Sarah Down for their dedication to this project.

Update: **The session has been presented all state conferences since our last meeting in February. They will begin to review information and hopefully move forward with presenting as a NASFAA Star Award.**

GAP 10: SASFAA should encourage additional participants to attend the NASFAA Leadership Conference either at their own costs or at their schools costs.

Previous Report: We will continue to promote the NASFAA Leadership Conference by encouraging all members of SASFAA to attend. This is also being done by our current State presidents. It is very important that we continue to seek out future leaders within our Regional association as well as within each of our individual states.

Previous Report: Many of our members in the region are looking forward to the up-coming NASFAA Leadership Conference later this month.

Update: **Based on conversations this was another Success! Amy Berrier had a chance to bond with many of the state presidents during the Leadership conference.**

Action Items:

None

Policy & Procedure: Changes/ Recommendations:

None

Personal Thoughts and Recommendations:

I have the honor of serving on NASFAA's Conference Mentor Task Force beginning June 1 and concluding July 30. I look forward to this opportunity.

It has been an exciting year! Each committee chair has been busy addressing their task, goals and objectives. I appreciate all the work that each of you have done. As I stated at the transition meeting; **"We will not allow anyone to fail"** I have seen this carried forward all this year..

When we were not sure if Amy Moser would be able to complete her term due to a new job assignment, I had the support of Zita, Amy Berrier, Terri Parchment, and also the entire board. Each gave their thoughts and comments.

Nathan Basford cont.

We have moved forward with our new outline of the GAP report: Thanks to Zita, Sandy, and others that help to make this a task that seemed to me almost impossible.

We have provided the Leadership Symposium, A fantastic Annual Conference! We have had a successful year. Again thank you all for your dedication, commitment and Teamwork.

I will provide more remarks at the end of the meeting!

Road to Relevance: Your comments on Chapters 9-11:

Will provide during group discussion!



Southern Association of Student Financial Aid Administrators

Amy Berrier, President-Elect

June 2015

Committee Goals for 2014-15:

- Will continue to work on items recommended in GAP report
- Will continue to work closely with the President to continue preparing for 2015-2016
- Management Institute Committee – selected Brad Barnett to head the SASFAA Management Institute Committee under my leadership for 2014-2015 and will recommend him as Chair in 2015-2016 (as recommended by this year's board as a Goal for 2015-2016 and is a personal goal of mine). The committee is in the process of finalizing a survey for the membership on the anticipated Fall 2015 Management Institute. .

LRP and GAP Goal Activity Since Last Board Meeting:

LRP 2.1: Review the terms and composition of the office of elected officials at least once every five years.

Update: The membership approved a bylaws change creating the position of Treasurer-Elect. Terri Parchment, Budget and Finance Chair, has drafted position responsibilities that will be recommended for approval at the June transition meeting. The 2015-2016 Board will continue to discuss the possibility of making the Vice-President position a two year term.

LRP 3.2: Committee goals and objectives should be developed annually to meet the goals of the SASFAA Long Range Plan and incorporate recommendations from the most recent GAP report.

Update: Continued discussions will take place regarding composition of VP position – two year term?

LRP 3.3: Consider whether all committee chairs should be in attendance at all Board of Director meetings, keeping in mind the need to develop future leadership for the Association yet maintaining the ability to conduct business at a reasonable cost.

Update: I have created two task forces that I will submit for formal approval to the Board at the July board meeting in Greensboro. These task force positions and the Management Institute Chair will not attend board meetings. I will also be discussing/recommending the utilization of WebeEx as a format to hold the November 2015 board meeting and not meet in person. This technology can also be used for committees to meet without having to do so in person, ultimately creating a cost savings for SASFAA.

Amy Berrier cont.

- LRP 4.1: Appoint committee members, to the extent possible, to reflect the practice of inclusiveness.
- Update: I have finalized my 2015-2016 Board. Committee chairs and officers are charged with selecting committee members while practicing inclusiveness.
- LRP 4.5: Pursue alternatives to on-site meetings whenever possible to keep costs at a most reasonable level. Such alternatives include conference calls, electronic mail, and arranging committee meetings in conjunction with other meetings where some committee members would normally be in attendance.
- Update: Since I have already begun working with Brad on the Management Institute, we have only utilized email for discussions at this time. At this time, I do not anticipate an in-person meeting will take place until the start of the event due to the experience of the committee members.
- LRP 7.2: Require that officers and committee chairs review and update policies and procedures under their purview.
- Update: I reviewed the current President-Elect information under the By-laws and in the P & P. No current changes needed. I will continue to stress the importance of this when I assume the Office of President on July 1st.
- GAP 2: Explore and consider moving the Parliamentary role from the President-Elect office to the Past President office, which will require a By-laws change.
- Update: The membership approved a bylaws change moving the Parliamentary role from the President-Elect to the Immediate Past President Office. I have requested Nathan Basford to present on parliamentary procedures at the transition portion of the meeting on Tuesday in Florida.
- GAP 7: During years when the President-Elect is selecting a new Sponsorship Chair, it is recommended that the selection for the future chair be made early enough so the individual can shadow the current chair to be better prepared to handle all aspects of the position.
- Update: Current Sponsorship Chair Janet Nowicki has been working with 2015-2016 Sponsorship Chair Brenda McCafferty on all aspects related to the 2015 Sponsorship Solicitation Process and Annual Conference predation. Janet Nowicki will be serving as the 2015-2016 Local Arrangements Chairperson for the Greensboro Conference and will be able to continue to assist Brenda McCafferty if she has any issues/concerns/questions.

Action Items:

None at this time.

Policy & Procedure: Changes/ Recommendations:

Terri Parchment, current Budget and Finance Chair, has revised/added information in the current Policies and Procedures Manual to include a detailed section on the Treasurer-Elect position since it was approved by the membership.

Will recommend P and P changes to accommodate moving the Parliamentary role from President-Elect to Past President if this bylaws change is approved by the membership.

Amy Berrier cont.

Has the Membership Chair revised the P and P manual since the membership changes were approved by the membership in February?

Personal Thoughts and Recommendations:

It has been a pleasure working with everyone on the SASFAA Board this year. I have enjoyed working so closely with President Basford and Past President Zita Barree. I look forward to continuing this momentum into the coming year. I know that I can count on having all of your support as we continue to lead SASFAA together in the coming year.



Southern Association of Student Financial Aid Administrators

Zita Barree/Past President

Executive Board Report June 2015

Committee Goals for 2014-15:

Look at Goals & Objectives spreadsheet to make less repetitive. **Provided update at previous Board meeting**

Update Operational Calendar. **Provided copy of final draft to Amy Berrier and Nathan Basford prior to this Board meeting.**

LRP and GAP Goal Activity since Last Board Meeting:

LRP 3.6 Review the Long Range Plan annually to monitor progress toward goal attainment.

Update: The GAP Committee met May 13 – 15 in Cary, NC and prepared a first draft of the GAP Report. I would like to thank the committee members for all their hard work: Brad Barnett, Billie Jo Hamilton, Lester McKenzie, Carolyn Sparks and Amy Berrier (as an active observer). After the draft was edited, it was sent back out to the committee for one final review and then a copy of it was shared with President Basford to review. A copy of the final report was sent to all 2014-15 SASFAA Board members on May 29th. As of June 2, no comments or issues were presented. The report will need to be considered for approval at this meeting. A summary of input provided by the state presidents has been provided to President Basford and Amy Berrier.

LRP 7.2 Require that officers and committee chairs review and update policies and procedures under their purview.

Update: Proposed P & P changes will be presented at this meeting.

LRP 9.2 Serve as a link with and between various sectors of the Association, and as a link between the state associations and the National Association of Student Financial Aid Administrators.

Update: I had the honor of representing SASFAA at the Kentucky, Virginia and Mississippi spring conferences and truly enjoyed each state's hospitality. I also attended and served as SASFAA's voting member at the March NASFAA Board meeting in Portland, Oregon.

Zita Barree cont.

Action Items:

Approval of 2014-2-15 GAP Report

Presentation of proposed P & P changes

Policy & Procedure: Changes/ Recommendations:

I will present these at the Board meeting.

Personal Thoughts and Recommendations:

It has been a great year serving on this Board. It is bittersweet that I will be concluding my tenure on the SASFAA Board but its work is being left in the very capable hands of Amy Berrier, Nathan Basford and Marian Dill.

Road to Relevance: Your comments on Chapter 9 - 11:

Will share my thoughts at the Board meeting.



Southern Association of Student Financial Aid Administrators

Marian Dill – Vice President

Executive Board Report June, 2015

2015 SASFAA NAOW Summary

Location: Thomas More College – Hebron KY

The campus is located minutes from the airport and across the street from a shopping mall.

Dates: June 14 – 19, 2015

Participants – 77

State: FL – 23

VA - 15

TN - 10

NC - 8

SC - 7

GA – 7

KY - 5

AL – 2

MS – 0

Gender: Female – 51

Male – 17

Unknown – 9

Years of Experience:

Less than one year – 28

1 to 2 years – 13

2 to 3 years – 16

More than 3 years – 20

School Type:

Public 2 year – 28

Public 4 year – 24

Private 4 year- 18

Proprietary – 1

Other – 6

Marian Dill cont.

Evaluations were collected from participants. Michael Morgan will tally the results and have that information available for the 2015-2016 board and planning committee.

Budget -	Actual
Income – 80,000 (125 x \$640)	\$51,975 (77 participants x \$675)*
*Board voted during the year to charge membership fee in addition to registration fee. The next year's membership will be comped.	

Expense

Retreat \$14,000	\$12,292.37
NAOW \$69,000 **	\$57,255.77
** After all Professional Advancement expenses were incurred prior to the NAOW, there was \$79,000 remaining in the expense budget which could have been used for the NAOW without creating an overage in the line item.	

Note: If 125 participants would have registered the event would have cost approximately \$77,000. This is using one of the lowest campus bids and minimizing cost where possible. I strongly encourage the board to consider additional subsidy for the NAOW. In order to meet the current budget demands only the lowest bid contracts can be considered.

Suggestions moving forward –

These suggestions were discussed by various staff members during the workshop.

- For budget purposes plan for 75 participants both in terms of income and expenses. This will allow flexibility to increase attendance up to 100 without negatively impacting the annual budget because the additional expenses associated with participants 76 – 100 will be offset by the additional income.
- Create a generic NAOW t-shirt that can be used for multiple years. This will prevent waste in the event registration numbers are down. Or another plan could be to use the year specific t-shirts as advertisement and giveaways at the following year's conference.
- Have an absolute registration deadline that allows the ordering of t-shirts and various supplies after the deadline.
- Keep generic NAOW links on the initial SASFAA webpage year round
- SASFAA should consider offering a couple of scholarships to this event for new members
- Consider offering more NASFAA Credentialing associated with the workshop. Notice no one from Mississippi attended. They had numerous credentialing training this year. Also, almost ¼ of the participants attended the credentialing Q&A concurrent session
- Advertise the event as a boot camp for new folks with less than 5 years of experience.

Personal Comments: It was a pleasure working with this amazing group of professionals. Consistent with the workshop theme “Financial Aid IS magical”, the staff and instructors made it an enchanted week of learning and fun. I appreciate the opportunity to serve SASFAA and its membership. The NAOW is and should remain a core component of SASFAA's training.



Southern Association of Student Financial Aid Administrators

Vickie Adams/SASFAA Secretary

Executive Board Report/June 7, 2015

Committee Goals for 2014-15:

To submit in a timely manner any minutes of the association to the Electronics Chair for posting to the SASFAA website

Continue to request updates from the board to be submitted for the SASFAA calendar

LRP and GAP Goal Activity Since Last Board Meeting:

LRP 1.1: Review annually to ensure the By-Laws continue to further the mission of the Association.

Update: By-Laws have been reviewed and updated. The changes have been approved by the membership and were sent to the Electronics Chair to post to the SASFAA website.

LRP 7.1: Establish a procedure to ensure that the policies and procedures are accurate and complete and that the Association complies with them. The review should include an analysis of the minutes of each Board meeting to ensure policy/procedures approvals have been incorporated.

Update: The minutes for the board meetings have been reviewed to ensure that approved changes to the policies and procedures have been incorporated.

LRP 7.3: Recommendations for policies and procedures changes shall be approved by the SASFAA Board of Directors.

Update: All policy and procedure approvals have been approved by the SASFAA Board of Directors have been updated and submitted to the Electronics Chair for posting to the SASFAA website.

LRP 8.2: Review periodically the methods for maintaining accessibility, retrieval, security and the location for archival of records.

Update: Archived records have been retrieved and safely secured.

LRP 8.3: Ensure the accessibility and continuity of the Associations' records

Update: Records are easily accessible and are up to date.

Action Items: None

Policy & Procedure: Changes/ Recommendations: None

Personal Thoughts and Recommendations:



Southern Association of Student Financial Aid Administrators

Amy M. Moser, Treasurer

Executive Board Report/June 2015 Transition

Committee Goals for 2014-15:

Keep the day to day fiscal activities of SASFAA within written guidelines.

LRP and GPA Goal Activity Since Last Board Meeting:

Records and accounts maintained in Wild Apricot, QuickBooks, & BB&T.

All reimbursements and bills paid upon receipt. Payments for registrations, membership dues and sponsorships receipted and posted.

Monthly checking and savings bank statements reconciled and saved

Submitted financial reports to each board member prior to this meeting.

Spent two days training and encouraging incoming Treasurer, Jenelle Handcox. Visited local BB&T branch to ensure transition to new officers will be smooth

Credit cards for new board members were ordered

Action Items / Policy & Procedure: Changes/ Recommendations:

Will work with new Treasurer through July to ensure a good start to her term. Once she receives “the books” in August, she will begin full duties as Treasurer. I’m only a phone call or email away.

Personal Thoughts and Recommendations:

It has been an honor to serve SASFAA as Treasurer. I could not have fulfilled these duties (along with a new job) had it not been for past Treasurers, Nancy Garmroth and Jeffrey Dennis, Budget & Finance Chair, Terri Parchment and President Basford. This Board has been phenomenally patient with me and the travel requirements of my new position at Nelnet Business Solutions. I’m also grateful to Nelnet for allowing me the opportunity to fulfil my commitment to SASFAA. This organization is the epitome of teamwork and it has been an honor to be a part of this organization since my NAOW in 1992.



Big Oak Ranch

DEAR SASFAA

ONE OF OUR GIRLS WHO
HAS BEEN WITH US FOR 3
MONTHS AND CAME FROM A
HORRIFIC PAST MADE AN
OBSERVATION TO HER
HOUSEPARENTS THAT WAS
SO COOL. SHE SAID TO
THEM, "I DON'T KNOW WHAT
IT IS THAT Y'ALL HAVE, BUT
THAT'S WHAT I WANT!"

THANK YOU FOR YOUR \$2,844.50
THAT HELPS MAKE IT POSSIBLE
FOR ALL OUR CHILDREN TO BE
RAISED IN A HAPPY, HEALTHY
ENVIRONMENT.

SINCERELY
DEBRA

They will be called oaks of righteousness Isaiah 61:3



Southern Association of Student Financial Aid Administrators

Terri Parchment/Budget & Finance Chair

Executive Board Report/June 8, 2015

Committee Goals for 2014-15:

- The future financial stability of the Association is provided through careful and regular planning and evaluation.
- Fiscal integrity will be ensured.

LRP and GPA Goal Activity since Last Board Meeting:

LRP 14.3: Monitor, review and revise, as necessary, the Association's investment strategy for positioning the Association's finances.

Update: Investments are continually monitored to assure that the reserve fund is in alignment with the policies of the SASFAA board.

Gap 35: The SASFAA Guide to Financial Management should include a statement requiring that the committee performing the annual financial review be done in a face-to-face setting. This should be done in such a manner so that the financial records remain intact and the treasurer can assist in the review.

Update: Recommendation was made in November 2014 report. It was approved by the board and the guide was updated.

GAP 40: It is Recommended that the Guide to Financial Management be updated to include instructions that the location for the annual review conducted by the Budget and Finance Committee be based on a central location to the committee members, not at the Treasurer's location, as that might not be the most affordable option. Since many of the records are being scanned in on an on-going effort to keep digital records, the Treasurer does not necessarily have to be on-site at the review but should be available to the committee if questions arise.

Update: Guide was updated. *The review must be performed in a face-to-face setting. This should be done in a manner so that the financial records remain intact and the treasurer can assist in the review.* The committee met in Nashville. The treasurer was available via cell phone for any questions. There were no questions during this review.

GAP 41: An updated budget should be provided to the GAP Committee in time for the annual GAP meeting and review.

Terri Parchment cont.

Update: The updated budget was provided to the GAP Committee. It was not as timely as it should have been due to the delay in posting transactions.

Action Items:

P&P Updates for Treasurer-Elect Position

Page 15, Section 4.1, Organizational Structure, Second Bullet

Current

SASFAA elected officers: president, president-elect, vice president, immediate past president, secretary, and treasurer.

Proposed

SASFAA elected officers: president, president-elect, vice president, immediate past president, secretary, **treasurer-elect**, and treasurer.

Added to Page 21 either before or after the Treasurer position 5.5

Treasurer-Elect

The treasurer-elect is elected in even years to serve for a period of one year. The treasurer-elect of the association will automatically succeed to the office of treasurer for a two (2) year term upon expiration of the term of the office of the previous treasurer at the term of treasurer-elect.

The overall function of the treasurer-elect is to assist the treasurer in all duties outlined in the By-Laws and the SASFAA Policy and Procedures Manual. This will allow the elected individual to gain the experience needed to effectively hold the office of the treasurer.

Page 23– 5.7 a. Immediate Past President

Current

- a. presents a slate of candidates in accordance with the election schedule or calendar for president-elect, secretary, treasurer and vice president to the Board;

Proposed

- A. presents a slate of candidates in accordance with the election schedule or calendar for president-elect, secretary, **treasurer-elect** and vice president to the Board;

Page 33 – 6.13 Nominations and Elections

Current

The nominations and elections committee, chaired by the immediate past president, presents a slate of candidates who meet the criteria for the offices of president-elect, secretary, treasurer and vice president and solicits the names of individuals to be considered for honorary membership.

Proposed

The nominations and elections committee, chaired by the immediate past president, presents a slate of candidates who meet the criteria for the offices of president-elect, secretary, **treasurer-elect** and vice president and solicits the names of individuals to be considered for honorary membership.

Page 63 – 10.4.1 Fidelity Bonding

Current

The president and the treasurer and any other member of the Board as determined by the Board, shall be bonded at SASFAA expense. The Board establishes the amount of the bond coverage. The Board shall include the cost of the fidelity bond when constructing the operating budget each year.

Additional information pertaining to bond coverage is contained in Section 5.3 of the *SASFAA Guide to Financial Management*, which is referenced in Appendix B.

Proposed

The president, **treasurer-elect**, and the treasurer and any other member of the Board as determined by the Board, shall be bonded at SASFAA expense. The Board establishes the amount of the bond coverage. The Board shall include the cost of the fidelity bond when constructing the operating budget each year.

Terri Parchment cont.

Additional information pertaining to bond coverage is contained in Section 5.3 of the *SASF AA Guide to Financial Management*, which is referenced in Appendix B.

Page 68-70 - 10.9 Complimentary Rooms and Registrations

Current

Complimentary rooms or registrations are a means of:

- A. compensating members or guests whose responsibilities to the Association are excessive or impede normal participation in meeting functions, or
- B. compensating guests who are not members but who are only attending to assist with the function, present sessions, or perform other duties.

Use of complimentary rooms received by the Association from the current contract with the Conference Hotel should be assigned by the Conference Chair in cooperation with the President and Treasurer in the following order:
President (in event room nights are not comped by the hotel as part of the contract)
Conference Chair (in event room nights are not comped by the hotel as part of the contract)
NASFAA Guests (President, Trainer, Inter Regional visitors)

Invited Guest

Treasurer

Membership Chair

Local Arrangements Chair

Sponsorship Chair Sponsor Chair

Vice President

Past President

President Elect

Secretary

Complimentary rooms are usually provided for the following:

- A. the president to attend the annual conference and the professional development workshop(s);
- B. the past-president, the president-elect, the vice president and the secretary to attend the annual conference;
- C. the conference chair (limited to one individual) to attend the annual conference;
- D. the local arrangements chair (limited to one individual) to attend the annual conference;
- E. the sponsorship chair to attend the annual conference;
- F. the membership chair to attend the annual conference;
- G. the treasurer to attend the annual conference and the professional development workshop(s);
- H. the vice president and vice president-elect to attend the professional development workshop(s); and
- I. the instructors contracted to teach at the professional development workshop(s).
- J. committee members who are vital to the planning and/or coordination of other types of professional development events, such as in the case of the Management Institute and Leadership symposium.
- K. if complimentary rooms are not provided by the hotel, then expenses shall be paid by SASFAA and charged against that claimant's budget, if one exists; otherwise expenses are charged against the annual meeting budget.

Complimentary registrations are usually provided for the following:

- A. the president and the treasurer to attend the annual conference and the professional development workshop(s);
- B. the past president, the president-elect, the vice president and the secretary to attend the annual conference;
- C. the vice president and vice president-elect to attend the professional development workshop(s);
- D. the president-elect to attend the professional development workshop(s);
- E. the faculty for the professional development workshop(s); and
- F. the conference, membership and Sponsorship Chair chairs to attend the annual conference.
- G. committee members who are vital to the planning and/or coordination of other types of professional development events, such as in the case of the Management Institute and Leadership symposium.

Terri Parchment cont.

Proposed

Complimentary rooms or registrations are a means of:

- A. compensating members or guests whose responsibilities to the Association are excessive or impede normal participation in meeting functions, or
- B. compensating guests who are not members but who are only attending to assist with the function, present sessions, or perform other duties.

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Conference Chair (in event room nights are not comped by the hotel as part of the contract)

NASFAA Guests (President, Trainer, Inter Regional visitors)

Invited Guest

Treasurer

Treasurer-Elect

Membership Chair

Local Arrangements Chair

Sponsorship Chair Sponsor Chair

Vice President

Past President

President Elect

Secretary

Complimentary rooms are usually provided for the following:

- A. the president to attend the annual conference and the professional development workshop(s);
- B. the past-president, the president-elect, the vice president and the secretary to attend the annual conference;
- C. the conference chair (limited to one individual) to attend the annual conference;
- D. the local arrangements chair (limited to one individual) to attend the annual conference;
- E. the sponsorship chair to attend the annual conference;
- F. the membership chair to attend the annual conference;
- G. the treasurer **and treasurer-elect** to attend the annual conference and the professional development workshop(s);
- H. the vice president and vice president-elect to attend the professional development workshop(s); and
- I. the instructors contracted to teach at the professional development workshop(s).
- J. committee members who are vital to the planning and/or coordination of other types of professional development events, such as in the case of the Management Institute and Leadership symposium.
- K. if complimentary rooms are not provided by the hotel, then expenses shall be paid by SASFAA and charged against that claimant's budget, if one exists; otherwise expenses are charged against the annual meeting budget.

Complimentary registrations are usually provided for the following:

- A. the president and the treasurer **and treasurer-elect** to attend the annual conference and the professional development workshop(s);
- B. the past president, the president-elect, the vice president and the secretary to attend the annual conference;
- C. the vice president and vice president-elect to attend the professional development workshop(s);
- D. the president-elect to attend the professional development workshop(s); and
- E. the faculty for the professional development workshop(s); and
- F. the conference, membership and Sponsorship Chair chairs to attend the annual conference.
- G. committee members who are vital to the planning and/or coordination of other types of professional development events, such as in the case of the Management Institute and Leadership symposium.

Terri Parchment cont.

Personal Thoughts and Recommendations:

Road To Relevance: Your comments on Chapters:

Hotel Contracts/Liabilities

Trade Winds Island Resorts on St. Pete Beach – June 7 - 10, 2015 – Transition Meeting

Have to meet 80% of guest room commitment

Room Rate is \$165 per night

Tax is 12%

Other Considerations:

- Function room rental charges will be waived based on current Food & Beverage Minimum of \$1,600 contracted. Additional meeting space will be subject to meeting room charges plus 22% service charge tax (taxes are currently 7%).
- Hospitality Events – Housekeeping charge of \$150 per day in addition to the guestroom rate.
- Food and Beverage prices applicable to the functions will be confirmed approximately 3 months prior to the event. Service charges for Food and Beverages is 22% and taxes are 7%. Menu selections must be submitted 21 days prior to the function. Final attendance should be submitted 72 hours prior to the event. Hotel will provide 5% over the guarantee for groups below 100, should last minute additions arise.
- Guestroom Attrition – The resort will allow the Group to reduce the guestroom block of provided in writing. If reductions are taken, group will be responsible for contracted block minus the allowed reductions below. The Attrition Damages will be charged to the Group master based on the number of unused rooms in the block times the room rate. The Group is only responsible for the unused rooms that the Resort is unable to resell.
 - From signing to April 8, 2015 – 10% of total Guestroom block of 84 nights
 - From April 9, 2015 to May 8, 2015 – 10% of the remaining total Guestroom Block
- Food and Beverage Minimum is \$1,600, excluding service charge and sales tax, is required for the space listed above. Any remaining difference from the minimum revenue will be assessed as a room rental charge.
- Self-parking for one car per bedroom. Valet \$8.00 per night additional. Drive-in guest parking is \$20.00 per day.
- One upgrade to a Gulf Front One Bedroom Suite with Balcony at the group rate From June 7 – 10, 2015.

Cancellation provisions:

Food and Beverage

Signing date to May 8, 2015: 30% of each function cancelled

May 7, 2015 to May 31, 2015: 50% of each function cancelled

June 1, 2015 to June 10, 2015: 100% of each function cancelled

Full Group Cancellation:

Signing date to December 7, 2014: 50% of Total Room Revenue Contracted (Currently \$7,425)

From December 8, 2014 to March 7, 2015: 75% of Total Room Revenue Contracted (Currently \$11,137.50)

From March 8, 2015 to June 7, 2015: 100% of Total Room Revenue Contracted (Currently \$14,850)

Total liability as of June 2015: Liability charges based on individual contracts and timing \$14,850.00

Terri Parchment cont.

Thomas More College– June 12 – 14, 2015 – NAOW

Participants – 150

Sleeping Rooms - \$27 per person, per night

Classrooms - \$25 per classroom, per day

Science Lecture Hall - \$50 per day

Library Lecture Hall - \$50 per day

Steigerwald Hall - \$300 per day

Meals – Breakfast \$5.49, Lunch \$6.90, Dinner \$8.73 per person, per day

Copies – 3 cents per copy

Total liability as of June 2015: Liability charges based on individual contracts and timing is unclear.

Grandover Resort & Conference Center – July 24 – 27, 2015 – July Board Meeting

Room and Banquet Guarantee – From date of signature of contract to thirty days prior to arrival, we may reduce room block and/or banquet count at a maximum of 20%. If a reduction exceeds this % the group will be responsible for the payment of shortfalls.

Room Rate is \$149 per night for King/Double Queen

Tax is 12.75%

Complimentary Policy: One Complimentary upgrade to a One Bedroom Suite at King Rate

Reservations must be made by June 24, 2015, and modifications to room block must be presented in writing prior to this date

Any rooms not cancelled 72 hours prior to arrival date and left unoccupied will be billed to the guarantee

No charge for parking. Tip if valet.

Room Rental Fee complimentary based on overall food and beverage program in contract..

A deposit of 25% is required

Total rooms contracted - 68

Cancellation provisions

Signing date – 182 days – 25% payment on all contracted room nights

121 – 180 days – 50% payment on all rooms, 25% of anticipated Food and Beverage Revenue

61 – 120 days - 65% payment on all rooms, 50% of anticipated Food and Beverage Revenue

0 – 60 days - 80% payment on all rooms, Food and Beverage Revenue

Total liability as of June 2015: Liability charges based on individual contracts and timing \$12,885

Sheraton Greensboro Hotel at Four Seasons – February 5-10, 2016 - Conference

Have to meet 70% of guest room commitment - SASFAA must pay unused portion

Room Rate is \$137 per night

Tax is 12.75%

70% of 1018 guest room commitment = 712 room nights (\$97,544)

Room Rental Fee is \$25,635. This will be offered complimentary if 70% of attrition clause is met.

Exhibit Space Rental: \$225.00 per day for labor charges.

If 70% of the Room Attrition is met the following will be provided

- One complimentary room-night for every fifty occupied, revenue-producing guest room nights
- One complimentary Executive Parlor with both connecting rooms
- 10 upgraded rooms if available
- Complimentary Internet Services throughout the hotel to all hotel guest
- Complimentary Parking

Terri Parchment cont.

Cancellation provisions

Signing date – 1096 days – one sum of \$5,000.00

1095-730 days – 25% of anticipated revenue

729-366 days – 50% of anticipated revenue

365 – 181 – 65% of anticipated revenue = \$63,404 + 25,635

180 days - 91 days - 75% of anticipated revenue = \$73,158 + \$25,635

90 days - 0 days - 100% of anticipated revenue = \$97,544 + 25,635

Total liability as of June 2015: Liability charges based on individual contracts and timing \$89,039

Trade Winds Island Resorts on St. Pete Beach – June 12 - 15, 2016 – Transition Meeting

Have to meet 80% of guest room commitment

Room Rate is \$170 per night

Tax is 12%

Other Considerations:

- Function room rental charges will be waived based on current Food & Beverage Minimum of \$1,600 contracted. Additional meeting space will be subject to meeting room charges plus 22% service charge tax (taxes are currently 7%).
- Hospitality Events – Housekeeping charge of \$150 per day in addition to the guestroom rate.
- Food and Beverage prices applicable to the functions will be confirmed approximately 3 months prior to the event. Service charges for Food and Beverages is 22% and taxes are 7%. Menu selections must be submitted 21 days prior to the function. Final attendance should be submitted 72 hours prior to the event. Hotel will provide 5% over the guarantee for groups below 100, should last minute additions arise.
- Guestroom Attrition – The resort will allow the Group to reduce the guestroom block of provided in writing. If reductions are taken, group will be responsible for contracted block minus the allowed reductions below. The Attrition Damages will be charged to the Group master based on the number of unused rooms in the block times the room rate. The Group is only responsible for the unused rooms that the Resort is unable to resell.
 - From signing to April 12, 2016 – 10% of total Guestroom block
 - From April 13, 2016 to May 13, 2016 – 10% of the remaining total Guestroom Block
- Food and Beverage Minimum is \$1,600, excluding service charge and sales tax, is required for the space listed above. Any remaining difference from the minimum revenue will be assessed as a room rental charge.
- Self-parking for one car per bedroom. Valet \$8.00 per night additional. Drive-in guest parking is \$20.00 per day.
- One upgrade to a Gulf Front One Bedroom Suite with Balcony at the group rate From June 12 – 15, 2016.

Cancellation provisions:

Food and Beverage

Signing date to May 13, 2016: 30% of each function cancelled

May 13, 2015 to June 4, 2016: 50% of each function cancelled

June 5, 2016 to June 15, 2016: 100% of each function cancelled

Full Group Cancellation:

Signing date to December 12, 2015: 50% of Total Room Revenue Contracted (Currently \$7,650)

From December 13, 2015 to March 12, 2016: 75% of Total Room Revenue Contracted (Currently \$11,475.00)

From March 13, 2016 to June 12, 2016: 100% of Total Room Revenue Contracted (Currently \$15,300)

Total liability as of June 2015: Liability charges based on individual contracts and timing \$7,650

Terri Parchment cont.

Beau Rivage Resort and Resort and Casino - Biloxi – February 10 - 14, 2017 – Conference

Have to meet 70% of guest room commitment - SASFAA must pay unused portion

Room Rate is \$139 per night

Daily Resort fee of \$9 is included in the guestroom rates. Fee includes: daily newspaper, access to fitness facility, 2 bottles of water, access to notary, unlimited 800 calls, printing of boarding pass, wireless internet, complementary parking and pool access.

Tax is 12.00%

80% of 1220 guest room commitment = 976

No charge for convention space provided that Meeting Group's program meets or exceeds \$50,000 in total catering revenue (excluding tax and gratuity).

Exhibit Space Rental: \$35.00 per booth. We are confirmed with 50 booths.

Deposit of \$5,000 by February 10, 2016

If 80% of the Room Attrition is met the following will be provided

- One complimentary room-night for every forty occupied, revenue-producing guest room nights
- One bedroom Cypress Suite for the dates of Friday, February 10, 2017 – Wednesday, February 15, 2017. This comp is predicated on a minimum guestroom pickup of 80%, 976, of the cumulative room nights.
- 12 upgraded rooms to upper floor/ocean view at group rate.
- \$10 per authorized room night rebate to February 2017 master account
- 2 VIP round trip airport transfers complimentary
- 4 room nights and one meeting room which will accommodate up to 15 attendees will be provided complimentary based on availability to group for pre-planning meeting. (Excludes Friday/Saturday nights).
- Hotel will extend 2017 Regional Conference group rates to Association for a Board Meeting in July or August 2016 with one suite upgrade at group rate based on availability. (Excludes Friday/Saturday nights)
- Hotel will extend government per-diem rate to four rooms per night February 10-15, 2017 to accommodate Federal Government attendees.
- Hotel will extend rate of \$99 plus tax for up to 6 staff rooms February 10-15, 2017.

Cancellation provisions

Signing date until February 10, 2016 = \$56,922.25

From February 11, 2016 to May 10, 2016 = \$113,844.50

From May 11, 2016 to August 10, 2016 = \$170,766.75

From August 11, 2016 to the first arrival date = \$227,689.00

Total liability as of June 2015: Liability charges based on individual contracts and timing	\$56,922
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Total liability of outstanding contracts is \$181,346 as of June, 2015

SASFAA, Inc. Investments as of June 3, 2015

BB&T Checking	\$60,587.34
BB&T Savings	\$77,821.89
Edward Jones Money Market	\$2,723.91
Advisory Solutions 20/80 @ Edward Jones	\$399,167.72
Charles Schwab (NASFAA)	<u>\$301,412.01</u>

Total Assets	\$841,712.87
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Terri Parchment cont.

SASFAA, Inc. Inventory as of June 30, 2013

The following items are held by the treasurer.

Sharp EL-1750V Calculator

HP Photosmart 5514 Combo print/copy/scan/web

CN1BK320Q3

The following items are held by the membership chair.

Laptop, Printer, and misc software/hardware.

MS Office XP Version 2002 – WO524342-0530-L10

MS Office 2000 – WO509336-0506

2 Port Data Transfer Switch – FIB-024-E

HP Pavilion zt1175 Laptop

Terri Parchment cont.

SASFAA, Inc.
Budget vs. Actuals: 2014-15
Budget - FY15 P&L
 July 2014 - June 2015

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
01 Membership Dues	40,810.00	42,805.00	-1,995.00	95.34%
02 Professional Development	26,070.00	79,150.00	-53,080.00	32.94%
03 Annual Meeting	99,193.75	123,750.00	-24,556.25	80.16%
04 Vendors/Sponsors/Patrons	100,125.00	96,000.00	4,125.00	104.30%
05 Advertising		4,000.00	-4,000.00	0.00%
07 Interest Earned	36.13	1,500.00	-1,463.87	2.41%
09 Transfer from Assets		48,645.00	-48,645.00	0.00%
11 Dividends Earned	21,968.57	19,000.00	2,968.57	115.62%
12 Capital Gains	2,088.09	1,000.00	1,088.09	208.81%
Total Income	\$ 290,291.54	\$ 415,850.00	-\$ 125,558.46	69.81%
Gross Profit	\$ 290,291.54	\$ 415,850.00	-\$ 125,558.46	69.81%
Expenses				
101 President	7,338.17	9,500.00	-2,161.83	77.24%
102 President-Elect	6,649.84	8,000.00	-1,350.16	83.12%
103 Vice President	3,401.29	4,500.00	-1,098.71	75.58%
104 Secretary	1,830.50	3,500.00	-1,669.50	52.30%
105 Treasurer	3,081.39	5,500.00	-2,418.61	56.03%
106 Past President	5,453.44	5,725.00	-271.56	95.26%
201 Membership	3,077.01	4,000.00	-922.99	76.93%
202 Electronic Services	4,488.84	6,000.00	-1,511.16	74.81%
203 Professional Advancement	58,647.20	124,000.00	-65,352.80	47.30%
204 Communications & Outreach	2,399.63	3,000.00	-600.37	79.99%
205 Budget and Finance	1,961.44	4,500.00	-2,538.56	43.59%
206 Annual Meeting Program	126,500.77	146,000.00	-19,499.23	86.64%
207 Site Selection	2,302.98	3,500.00	-1,197.02	65.80%
210 Executive Board	23,655.32	35,000.00	-11,344.68	67.59%
211 President's Contingency	61.49	1,000.00	-938.51	6.15%
213 Advance Program Planning		0.00	0.00	
214 Global Issues	1,943.08	3,000.00	-1,056.92	64.77%
215 Prior Administration Bills		500.00	-500.00	0.00%
216 Legislative Relations	13,376.67	13,000.00	376.67	102.90%
217 Long Range Planning & GAP	4,542.42	7,000.00	-2,457.58	64.89%

218 Vendor/Sponsor	2,385.44	3,000.00	-614.56	79.51%
219 Special Projects	2,205.29	3,000.00	-794.71	73.51%
220 Resource Partner Liaison	919.81	3,000.00	-2,080.19	30.66%
224 Accounting Fees	9,447.90	10,125.00	-677.10	93.31%
225 Online Payment Processing Fees	3,979.79	5,000.00	-1,020.21	79.60%
227 NASFAA Hospitality 2014		0.00	0.00	
228 Inter-State Travel	3,035.63	4,500.00	-1,464.37	67.46%
Total Expenses	\$ 292,685.34	\$ 415,850.00	-\$ 123,164.66	70.38%
Net Operating Income	-\$ 2,393.80	\$ 0.00	-\$ 2,393.80	
Net Income	-\$ 2,393.80	\$ 0.00	-\$ 2,393.80	

Friday, Jun 05, 2015 11:32:06 AM PDT GMT-5 - Accrual Basis

Terri Parchment cont.

SASFAA, Inc.
Balance Sheet
As of June 5, 2015

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
BB&T Checking	57,584.46
BB&T Savings	77,821.89
Edward Jones-Money Market	2,723.91
Total Bank Accounts	<u>\$ 138,130.26</u>
Other current assets	
Advisory Solutions 20/80 @ Edward Jones	399,167.72
Charles Schwab (NASFAA)	301,412.01
Total Other current assets	<u>\$ 700,579.73</u>
Total Current Assets	<u>\$ 838,709.99</u>
TOTAL ASSETS	<u>\$ 838,709.99</u>
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	757,980.87
Retained Earnings	83,122.92
Net Income	-2,393.80
Total Equity	<u>\$ 838,709.99</u>
TOTAL LIABILITIES AND EQUITY	<u>\$ 838,709.99</u>

Friday, Jun 05, 2015 11:30:59 AM PDT GMT-5 - Accrual Basis



Southern Association of Student Financial Aid Administrators

Jody Darby, *Chair, Communications & Outreach*

Executive Board Report / June 8, 2015

Committee Goals for 2014-2015:

- SASFAA *NineNews* - Monthly Article (This month in History)
- Reduce duplication
- Help promote partner services
- Increase Facebook interactions
- Utilize states' communication means to accomplish SASFAA's goals
- Financial Appreciation Day! October 17th

LRP and GAP Goal Activity since Last Board Meeting:

9.2 - *Serve as a link with and between various sectors of the Association, and as a link between the state associations and the National Association of Student Financial Aid Administrators.*

Activity: Post member submissions to *NineNews* and to listserv as information is received. The majority of the requests for posts are job vacancies. Turn-around time is generally within 12 to 24 hours—most of these are done with 3-4 hours of submission. Angie has been an excellent help to me this year.

10.1 - *Improve frequency and quality of communication with members.*

Activity: Often update Facebook, listserv, and *NineNews* with 'food for thought'-type items, i.e. Happy Holidays, Happy Friday, Hope you have a great weekend, Staff Thank You's, etc. Thank you to the Board members and Committee(s) Members who have submitted articles.

10.4 - *Use technologies to improve communications with the membership.*

Activity: We continue to increase Facebook 'likes' on page. Total likes to date: 945—an increase of 8% since February 2015 meeting. Since July 4, 2014, Facebook 'likes' have increased by 23%--174 people. SASFAA *NineNews* continues to be used by members, partners, etc. for announcements, reminders, registration advertisements, etc. The blog has had nearly 58,000 views since beginning in 2010. Views come from 10 different countries with 87% being from the U.S. 71% of users access through Internet Explorer. 88% use Windows OS.

Action Items:

None

Policy & Procedure: Changes/ Recommendations:

None

Jody Darby cont.

Personal Thoughts and Recommendations:

Thank you all for making my first year on the Board very enjoyable. You each have played an important role in what we have accomplished, and I am glad to have been a part.

Road To Relevance: Comments on Chapters 9-11:

Continue to enjoy the themes woven throughout the book.



Southern Association of Student Financial Aid Administrators

Chris Tolson-Mapes, Conference Committee

Executive Board Report/June 8, 2015

Committee Goals for 2014-15:

Plan the annual conference to be held February 22-25, 2015 in Memphis, TN. The conference will include training, professional development, and networking opportunities.

Activity since the last board meeting:

- Finalized the conference evaluation
- Finalized the hotel bill
- Submitted GAP report

LRP and GAP Goal Activity Since Last Board Meeting:

LRP 12.2: Continue to develop and offer an annual conference which integrates observations gathered from conference evaluations, membership and professional development surveys, and consideration of current issues and educational trends and the perceived need of members.

Update: The Committee selected Survey Monkey as its evaluation tool. The results have been made available.

LRP 12.3: Provide such a conference which incorporates cost-saving measures to encourage participation emphasizes content and is self-supported.

Update: The conference committee kept this in mind.

GAP 11: Implement leadership workshop track during the SASFAA Conference. Have seasoned professionals conduct sessions on professional development and leadership. Accommodate two or three progressive leadership sessions with the same audience in all sessions.

Update: The conference agenda was created with this goal in mind. A mid-level pre-conference workshop was hosted.

Chris Mapes cont.

GAP 26: There needs to be survey instrument coordination with current conference chair and future conference chair in order to gather current conference evaluations, membership and professional development surveys, and consideration of current issues and educational trends and the perceived need of members. It is crucial evaluations are distributed timely after each conference and training/workshop event. Develop a consistent way to survey the membership on annual basis to identify their training needs.

Update: The Committee selected Survey Monkey as its evaluation tool. The results have been made available.

Action Items:

Policy & Procedure: Changes/ Recommendations:

None at this time.

Personal Thoughts and Recommendations:

I really appreciate the opportunity to serve as the chair of the annual conference. I have learned a lot and it has been a pleasure working with SASFAA Board.

None at this time.

Road To Relevance: Your comments on Chapters 9-11:



Southern Association of Student Financial Aid Administrators

Angela Black/Electronic Services Committee Chair

Executive Board Report/June 8, 2015

Committee Goals for 2014-15:

Overall Goals:

- Maintain and enhance the SASFAA website.
- Serve as a support to functional areas of SASFAA including but not limited to membership, elections, sponsorship, conference, new aid officers workshop and other trainings.
- Monitor SASFAA's technical email account.
- Complete an operational calendar for Electronic Services Committee.
- Review the P&P periodically and submit recommendations for updates as needed.
- Monitor SASFAA's database security settings and apply updates as needed.
- Complete reporting for board meetings, the GAP assessment, and the President's annual report.

Associated activity since the last board meeting:

- Completed standard website updates including meeting minutes, P&P, by-laws, and calendar as requested by secretary. Also updated other general web content as needed, including updates to training dates/information and the addition of a President's Message section on the SASFAA home page.
- Launched new aid officers workshop webpages and on-line registration. Generated and distributed reports as needed for workshop coordinators.
- Applied updates for new banner ad cycle and post-conference sponsor recognition.
- Setup 15-16 volunteer form. Generated and distributed reports to incoming president.
- Met with membership chair and incoming electronic services chair via conference call to discuss to implementation of new membership categories.
- Monitored SASFAA's technical email account and responded accordingly.
- Prepared and submitted Electronic Services GAP report.
- Sought clarification and disseminated information regarding Wild Apricot plan and pricing changes.

Angela Black cont.

LRP and GAP Goal Activity since Last Board Meeting:

LRP 4.5: Pursue alternatives to on-site meetings whenever possible to keep costs at the most reasonable level. Such alternatives include conference calls, electronic mail, and arranging committee meetings in conjunction with other meetings where some committee members would normally be in attendance.

Update: Electronic communication methods have been used thus far; no cost to the association has been incurred or is expected for the work of the Electronic Services Committee.

Action Items:

None at this time

Policy & Procedure: Changes/ Recommendations:

None at this time

Personal Thoughts and Recommendations:

None at this time

Road To Relevance: Your Comments on Chapters 9-11:

The Electronic Services Committee Chair will be prepared to discuss at the board meeting.



Southern Association of Student Financial Aid Administrators

Joan Bailey – Chair Global Issues Committee

Executive Board Report/June 2015

Committee Goals for 2014-15:

1. Seek representation for each state on the Global Issues Committee.
2. Promote diversity and inclusiveness in the association.
3. Provide training and information for all sectors - providing articles for the SASFAA Nine news.
4. Work with the membership committee to explore possible utilization of retirees as a means to support upcoming young professionals providing helpful resources and a support system.
5. Highlight Veterans Issues while promoting best practices.
6. Bring attention to the available resources for DACA students.

LRP and GAP Goal Activity Since Last Board Meeting:

No additional activity – see GAP report

Overall update:

2 sessions were offered by the Global Issues committee at annual conference and were well received. The goal of the committee was to have articles done for SASFAA nine news by submitting at least one article per month; however; some members of the committee for various reasons, have not fulfilled their obligation where this is concerned. We did manage to submit a total of 6 articles/news bulletins. I also submitted two sessions for NASFAA Conference on behalf of the SASFAA Global Issue Committee. One session was accepted and the other accepted as an alternate. Being able to get these sessions accepted will enable us to not only fulfill some of our goals through this medium but also to reach a larger cross-section of professionals. As part of the NASFAA Global issues Task Force, recommendations have been made to NASFAA with regards to making the association inclusive and diverse in all its facets. These recommendations were voted on and approved by the NASFAA Board.

Action Items:

SASFAA Membership Certificates

Policy & Procedure: Changes/ Recommendations:

None at this time.

Joan Bailey cont.

Personal Thoughts and Recommendations:

Overall, I am very impressed with the level of work being done by the board members to carry out the business of the association. The board members and conference committee members worked well together and had a very informative and action filled conference. Despite the weather challenges the conference was a hit. It has been an honor to be part of this group and I look forward to a continuing to serve the association and it members in any capacity afforded to me. Thanks to the president for allowing me to SERVE on the Board this year.

Road To Relevance: Your comments on Chapters 9-11:

Update to be provided at the meeting.



Southern Association of Student Financial Aid Administrators

Legislative Relations Chairperson Sharon Oliver

June 8, 2015

Committee Goals for 2014-15:

- To advise SASFAA membership of current Congressional activity
- To conduct monthly conference calls with the Legislative Committee members
- To plan and coordinate a regional Hill visit in May, 2015 that includes representation from each of the nine SASFAA states that allow participants to interact with representatives from their states

LRP and GAP Goal Activity Update:

LRP 11.2 - Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists.

Activity: Approximately eighteen (18) legislative related articles and actions were shared with the membership. Additionally, an article and the briefing document for the Hill Visits were posted for SASFAA members.

GAP 17 - At June final Board meeting, set aside time for the Board members to review their section of the P&P and make recommendations for any updates or changes to the new Board to be voted upon if necessary.

Activity: Recommendations will be provided during the June board meeting for the Legislative Relations Committee. The results of the Hill Visits prepared by the SASFAA Legislative Relations Committee will be shared.

Action Items:

We are very grateful to President Basford for providing financial support for SASFAA members to meet with congressional representatives from each state who are members of the House Committee on Education and the Senate Committee on Health, Education, Labor, and Pension (HELP). There were no representatives on these committees from Mississippi. There were fourteen (14) SASFAA members who met with eighteen (18) congressional representatives. A general session was held with a high ranking representative from the Senate as well as the House of Representatives. A Hill Visit article was submitted to the membership to view the highlights of the experience, please click her to view the article <http://www.sasfaa.org/Resources/Documents/SASFAAtakesDC.pdf>. Additionally, a list of the participants and legislative representatives or legislative aides is indicated below:

Sharon Oliver cont.

Stephanie Miller (AL) and Bob Walker (MS)

Laura Hobbs for Bradley Bryne (H), Bob Moran for Lamar Alexander (S), Robert Scott (H), Alma Adams (H)

President Nathan Basford (FL) - *(Maureen Anderson (FL) was unable to attend due to a flight cancellation)*

Ashley Rose (H), Bob Moran, (S), Udochi Onwubiko (H)

Philip Hawkins and Christen Neher (GA)

Katie Hunter (H), Brett Layson (S), Bob Moran for Lamar Alexander (S), Robert Scott (H))

Erin Klarer (KY)

Rand Paul (S), John Duncan (H), Brett Guthrie (H), Robert Scott (H)

Lisa Koretoff, Sharon Oliver, and Wanda White (NC)

Whitney Riggs (H), Bob Moran for Lamar Alexander (S), Christopher Toppings (S), Alma Adams (H)

Jenny Hammett (SC)

Katie Hunter and Daniel Burn for Tim Scott (S), Bob Moran for Lamar Alexander (S), Joe Wilson (H), Tim Scott (S)

Ron Gambill and Celena Tulloss (TN)

John Duncan (H), Bob Moran for Lamar Alexander (S), David P. Roe (H), Senator Bob Corker (S)

Chad Sartini and Heid-Hunter Goldworthy (VA)

David Brat, Bob Moran for Lamar Alexander (S), Robert Scott (H)

As a financial aid profession, meeting with congressional representatives to advocate on behalf of students was one of the most rewarding experiences that I have experienced. SASFAA members provided insight on FAFSA Simplification, Direct Student Loan Reform, Abundance of and Ever-Changing Regulatory Requirements, Perkins Loan Program, and General Recommendations. To re-emphasize Prior, Prior Year Tax Data, SASFAA representatives sent thank you notes with a gentle reminder in support of this initiative. Special thanks are extended to the SASFAA Board and the Legislative Planning Committee members for successfully leading of this program. Supporting this initiative provided an opportunity to share student-centered insight to several congressional leaders.

Policy & Procedure: Changes/ Recommendations:

Personal Thoughts and Recommendations:

SASFAA should continue to allocate funds in the budget to support Hill Visits in order to keep legislative representatives abreast of critical financial aid regulations that impact the lives of the students that we support and serve. If states and others would like to support Hill Visits, it would be great to send at least two representatives from each state.

Road To Relevance: Your comments on Chapters 9-11:



Southern Association of Student Financial Aid Administrators

Nancy T. Garmroth/Membership Chair

Executive Board Report/June 2015

Committee Goals for 2014-15:

- Review fee structure and membership classifications to include retirees and individuals from out of region.
- Establish mentorship program.
- Recognize new members.

LRP and GAP Goal Activity Since Last Board Meeting:

LRP 6.2 and GAP 12 – Undertake a review of the membership categories for appropriateness at least once every five years. Conduct a review of the membership categories for consideration of adding a third category that will allow individuals who do not meet the current guidelines to join SASFAA in a non-voting capacity.

Update: Changes to membership classifications approved during February 2015 voting.

Action Items:

None

Policy & Procedure: Changes/ Recommendations:

Section 4.4 (Membership) has been updated along with the section in the Table of Contents.

I would suggest looking at 6.16.2 (Additional Sponsorship Policies) to determine why it says, “Interested sponsors should be directed to contact the membership chair.”

Personal Thoughts and Recommendations:

It has been my pleasure to work with you all this year. I am sorry my attention has been divided. I have been most impressed with this group of State Presidents and think SASFAA has very good potential leaders.

Tracy Misner no report

Janet Nowicki no report

Lenny Akins no report



Southern Association of Student Financial Aid Administrators

Sandy Neel, Chair, Long Range Planning Committee

Transition Board Meeting

St Pete Beach, FL, June 8-9, 2015

Committee Goals for 2014-15:

- Write a strong but easy to follow long range plan to get us to where we want to be in the next 5 years
- Survey the Board
- Hold Conference calls when necessary with Committee
- Hold Listening meeting at the Annual Conference to gather information from the members
- Gather Other state and regional association's Long Range Plan to read and see what we might want to use in our plan
- Hold in person meeting in May to begin the process of vetting a new Long Range Plan

LRP and GAP Goal Activity since Last Board Meeting:

The Long Range Planning Committee met on May 5-7, 2015 in Nashville, TN to review the Membership Surveys, Financial Records of the Association, GAP Reports, other State, Regional and NASFAA's Long Range Plan, information from the Listening Session and the additional survey as a result of the Listening Session. Committee Members present at the meeting were Runan Pendergrast, Michael Morgan, Bill Spiers and myself. Brenda McCafferty and Keith Reeves were unable to attend the meeting.

After careful review of these materials and lots of discussion we decided that the LRP would be divided into the following sections:

I. ORGANIZATIONAL STRUCTURE

BY-LAWS

BOARD OF DIRECTORS

COMMITTEES

MEMBERSHIP

POLICIES AND PROCEDURE

Sandy Neel cont.

II. COMMUNICATION

COMMUNICATION

III PROFESSIONAL DEVELOPMENT (leadership goes here)

PROFESSIONAL DEVELOPMENT

LEADERSHIP

IV FINANCES

FINANCES

V POLICY ADVOCACY (legislative issues go here)

LEGISLATIVE

The Committee feels that although we have done great things with this category, it is important enough to create a broader category to encompass more than what we are currently doing.

Action Items:

N/A

Policy & Procedure: Changes/ Recommendations:

None at this time.

Personal Thoughts and Recommendations:

The meeting went very well for the Long Range Planning Committee. We accomplished more in the two days we met in person than all the conference calls and email meetings we had over the last year. It has been a pleasure working on the Board this year and I am looking forward to finalizing the LRP so the 2015-16 Board can vote on it to be used starting in 2016-17.

Road To Relevance: Your comments on Chapters 9-11:

I will be prepared to discuss chapters 9-11 at the meeting.



Southern Association of Student Financial Aid Administrators

Sarah Dowd/ State Presidents' Ad Hoc Committee

Executive Board Report/November 2014

Committee Goals for 2014-15:

To facilitate communication and cooperation between and for the association and the state presidents in order to better serve the membership.

LRP and GAP Goal Activity Since Last Board Meeting:

Communicated with state presidents regarding the requirements for the NASFAA Gold Star Award.

Processed reimbursements for state travel exchange.

We will meet on June 7th, prior to the Executive Board meeting. Tentative agenda items include state conference presentations and data collection, submission requirements for NASFAA awards.

Action Items / Policy & Procedure: Changes/ Recommendations:

None at this time.

Personal Thoughts and Recommendations:

The nine state presidents have been amazing to work with this year. They worked together to present a quality session on volunteering and professional involvement. They also provided a second session for the conference they visited. They have always been quick to respond to requests from SASFAA's board and to work together in sharing information and tasks. In the coming months, they will continue their efforts by gathering and reporting the information from their visits and sessions so that Past President Basford will be able to determine validity for submission of the President's Exchange Project for a NASFAA Gold Star Award in the Spring of 2016.



Southern Association of Student Financial Aid Administrators

Stephanie Watson/Florida State President

June 8, 2015

Goals for 2014-15:

FASFAA's 2015 conference theme was "*Honoring the Past, Treasuring the Present, Shaping the Future*". This year FAFSAA's Executive Board focused on promoting growth within the association and the profession through training, leadership, and mentoring.

Goals

My goals for the year:

- Work with the conference committee to ensure that the annual conference meets the needs of the members – *Accomplished with over 280 participants, Federal presenters, OIG Investigators, NASFAA update, SASFAA update, and Alabama and Virginia State Presidents*
- Develop goals and objectives for Leadership pipeline – *Accomplished with 12 participants and 11 presenters*
- Ensure Publication of the FASFAA Newsletter – *Fall/Winter Newsletter published in January, Spring/Summer to be published late June*
- Represent FASFAA on the SASFAA Board - *Accomplished*
- Collaborate with 8 other SASFAA states to develop PowerPoint to use during interstate travel – *Accomplished*

Activities

- Attended VASFAA conference and presented on Ethics and Values and growing in the profession through association involvement; over 20 VASFAA members were in attendance, the presentation was well-received and 2 members admitted to being more interested in volunteering. A survey was administered via email after the conference, to date only 5 responses have been received; results will be tabulated.
- The "FASFAA Leadership Experience" was held Monday May 18th and Tuesday May 19th during the 2015 annual conference. There were a total of 6 mentors and 6 mentees with financial aid experience ranging from less than a year to over 30 years. Topics covered included: Strengths Quest, Team Building, Ethics and Values, Public Speaking, Mentor/Mentee Relationships, Conflict Management, Personnel Management, Dining Etiquette, Leadership Toolkit, Generational Differences, Balancing Work/Life, and the Psychology of Leadership; participants will spend the next year working together and meeting monthly to discuss topics related to developing personally and professionally; mentees will graduate at the 2016 conference and hopefully become FASFAA Board Members and/or Mentors.
- New Aid workshop was held May 18th and 19th with over 50 participants using NASFAA Core

Stephanie Watson Lawrence cont.

Action Items:

None

Policy & Procedure: Changes/ Recommendations:

None

Personal Thoughts and Recommendations:

Thank you for the experience. I have enjoyed serving on the SASFAA Board and look forward to working with you all again in the future.



Southern Association of Student Financial Aid Administrators

Celena Tulloss/Tennessee President

June 8, 2015

The 2015 TASFAA Annual conference was held April 26-29, 2015 at the Embassy Suites in Murfreesboro, Tennessee. This year's conference was chaired by Leah Louallen from the Tennessee Student Assistance Corporation and had 252 attendees. Larry Rector, TASFAA Training Chair offered a NASFAA credentialing session on R2T4 to the members and various other sessions were provided by the conference committee including those presented by Wood Mason and David Bartnicki from the U.S. Department of Education. TASFAA's Distinguished Service Award was presented to Jane Pennington of TSAC for her accomplishments, leadership and years of service. Jane is a Past President of TASFAA and a former member of the SASFAA board. Kentucky President Kristie Hughes presented the state president project session, Growing in the Financial Aid Profession, and SASFAA President Nathan Basford gave the SASFAA update as well as presented a concurrent session on Maintaining an Office Operational Calendar. TASFAA was also proud to host Governor Haslam at the Wednesday closing session. This was the first time a governor has attended the state conference. TASFAA currently has 524 paid members, the largest number since 2008.

The TASFAA election results were announced and are as follows:

- President: Dick Smelser- Mississippi State Community College (Elected in 2014)
- President-Elect: Karen Hauser- Vanderbilt University
- Secretary: Sonja McMullen- Sallie Mae
- Treasurer (2-year term): Leah Louallen - Tennessee Student Assistance Corporation (TSAC)
- Member At Large: Charles Harper- Belmont University
- Private 4 Year Sector Representative: Tiffany Summers- Lipscomb University
- Proprietary Sector Representative: Cyndee Moore- National College of Business and Technology
- Public 2 Year Sector Representative: Wendy Floyd- Roane State Community College
- Public 4 Year Sector Representative: Tanaka Vercher- Tennessee State University
- Tennessee Colleges of Applied Technology Representative: Mattie Bledsoe- TCAT Pulaski

Celena Tulloss cont.

Ron Gambill, TASFAA Governmental Relations Chair, and I had the opportunity to join our SASFAA colleagues for Capitol Hill visits on May 12, 2015. We met with staffers from Congressman John Duncan's and Senator Bob Corker's offices, as well as Bob Moran from Senator Lamar Alexander's office/the Senate HELP committee, and also had the pleasure of meeting with Congressman Dr. Phil Roe personally. The visits were very productive, informative and a great opportunity for SASFAA members to advocate for student aid issues.

It has been an honor to work with each of you on this year's SASFAA board. I am deeply appreciative of the support and camaraderie of this group, as well as thankful for SASFAA's support of the State President Exchange. It was wonderful to introduce myself to the fine folks of MASFAA, and encourage them to get involved in their state and regional associations, along with President Carrie Cooper. Thank you SASFAA for the opportunity to serve!



Southern Association of Student Financial Aid Administrators

Stephanie Miller/AASFAA State President

June 2015 Executive Board Report/June 2015

Committee Goals for 2014-15:

- AASFAA finally (postponed twice due to weather) hosted its first ever Support Staff Training Workshop on March 31st at Samford University in Birmingham. It was a great training event with an amazing agenda provided by Greenwood Hall that included active listening and situational de-escalation exercises, as well as, FERPA, etc.
- The AASFAA Spring Conference was held at The Auburn Hotel and Dixon Conference Center on April 28th – May 1st. It was great to have Nathan Basford and Kenneth Cole as our special guests from SASFAA.
- AASFAA raised \$2000 for this year's charity, Bo Bikes Bama. Bo Jackson spoke to the membership on Wednesday.
- During the Spring Conference the membership voted to have an institutional membership in addition to individual membership.
- The State of Alabama Governor Robert Bentley awarded Nathan Basford the title of Honorary Admiral. The award was given at the AASFAA Awards Banquet.
- FAFSA February, Alabama College Goal Sunday, ended with almost 400 FAFSA's filed.
- AASFAA's 2015-2016 Fall Workshop will be at Auburn University Montgomery on October 16th.
- AASFAA's 2015-2016 Spring Conference will be held at the Battle House Hotel and Spa in Mobile, AL, March 14 – 16.
- Tarik and I attended the FASFAA Conference as part of the State President Swap. We were invited to present sessions at the new Leadership Pre-Con. In addition to the Leadership, we presented the SASFAA Volunteerism PPT. We had 16 attendees.

LRP and GAP Goal Activity Since Last Board Meeting: --

Action Items: --

Policy & Procedure: Changes/ Recommendations: --

Stephanie Miller cont.

Personal Thoughts and Recommendations:

- It has been an amazing year! Thank you to everyone, it has been my honor and please to serve with you on the SASFAA Executive Board.
- Thank you to Stephanie L. and FAFSAA for making me feel so welcome and giving me the opportunity to participate with your conference.
- Thank you to Carrie Cooper and MASFAA for allowing me to attend one of MASFAA'S NASFAA Credentialing workshops.

Road To Relevance: Your comments on Chapters 9-11:

- For me, one of the main topics from Chapter 9 is the eight wastes – Failure to use the ability of people. As an association, we often go to the same people time and time again and new people do not see working within the association as a good use of time.
- Chapter 9 also discussed over processing. We should remember what is good for the association as sometimes we can overdo something that may be important to 1 person, but not to the membership.
- In Chapter 10, I discovered that sometimes we have to abandon some ideas (may be now be obsolete) that so that those resources may be used to help the association thrive. Before abandoning an idea, it is best to set a date for review, think and take the time to decide what is best of the association.
- Each member has a role within the association.
- Chapter 11 discusses several topics. One that resonated with me is that there will always be 'potholes' that should be avoided so that we don't slip back into the old ways of doing things.
- Holding people accountable for achieving the standards in the Bylaws and P & P is of utmost importance.
- Understating that a sense of urgency may be the key to strategy implementation so that we do not delay or get further behind is extremely important.



Southern Association of Student Financial Aid Administrators

Susan A. Smith, GASFAA President

Executive Board Report, June 8, 2015

Committee Goals for 2014-15:

GASFAA held the annual conference in Peachtree City on May 20-22, 2015.

- **GASFAA had 208 members register for “Lights, Camera, Action GASFAA!!**
- **General Session speakers included Clyde Anderson, Financial Analyst for CNN; Tricia Chastain, President of Georgia Student Finance Commission; Dr. Houston Davis, Chief Academic Officer & Executive Vice Chancellor of the University System of Georgia; and David Bartnicki, Federal Training Office from the U.S. Department of Education.**
- **Along with the 4 keynote speakers, GASFAA presented 32 concurrent sessions, including presentations from SASFAA President-Elect Amy Berrier and NCASFAA President Cathy Shell.**
- **Newly elected GASFAA Board members include Rebecca Ethredge, Secretary; Kimberly Morris, Treasurer-Elect; Stephen Andersen, Vice President for Professional Development; Shannon Mitchell, Vice President for Programs; and Felicia Ailster, President-Elect.**
- **Bylaw Changes were approved replacing Individual Membership with Institutional, Partner and Associate Memberships.**
- **DEBORAH CLARK was recognized as a Lifetime Member. She was the 1999-2000 President of GASFAA and retired in June 2014.**
- **JODY DARBY was honored by the GASFAA Past-Presidents’ Council with their Distinguished Service Award. Recipients are elected by the Past-Presidents’ Council and are GASFAA members with at least 10 years of service. Recipients exemplify leadership performance and have demonstrated contributions above and beyond the normal service required by positions of leadership.**
- **GASFAA appreciated the great support from 18 vendors, who were splitting time among the other regional conferences. (GASFAA has moved the 2016 Conference to June 1 – 3 in Savannah, GA.)**
- **GASFAA also rolled out the red carpet and encouraged attendees to post photos on Facebook, Twitter and Instagram. Many of these photos were incorporated into our daily slideshow shown during General Sessions.**

LRP and GAP Goal Activity Since Last Board Meeting: N/A

Action Items: N/A

Susan Smith cont.

Policy & Procedure: Changes/ Recommendations: N/A

Personal Thoughts and Recommendations: I have truly enjoyed being the GASFAA Representative on the SASFAA Board this year. The experiences and support from the Board members have been phenomenal.

Road To Relevance: Your comments on Chapters 9-11: An area of waste mentioned was human capital. We have members who wish to volunteer and be involved. However, there is always a need to fit the volunteer with their strengths so they feel their time is not wasted and their talents are properly utilized.



Southern Association of Student Financial Aid Administrators

Kristie Hughes / Kentucky State President

Executive Board Report / June 8, 2015

Summary of Activity:

KASFAA 2015 elections took place February 2-13, 2015. The newly elected officers were announced at the SASFAA Conference during the Kentucky state meeting on Monday, February 23 and are as follows: President-Elect, Angie Black, University of Louisville; Vice-President of Training, Michael Birchett, Bluegrass Community & Technical College; Treasurer, Mayme Clayton, Transylvania University; 2-Year Public Representative, Daniel Patterson, Somerset Community College; Proprietary Schools Representative, Barbara Harnish, MedTech College. We are excited that both Kentucky individuals, Michael Birchett and Mayme Clayton, who attended the SASFAA Leadership Symposium, ran for office and will be serving on the KASFAA board for 2015-2016.

The KASFAA Spring Conference, "Setting the Pace," was held April 15-17 at the Clarion Hotel in Lexington, Kentucky. The conference theme was a celebration of all things Kentucky. Conference attendance was at 167, with our paid membership for 2014-2015 growing to 300 by the beginning of the spring conference. We started the conference off with a special keynote speaker, Megan McCormick, a current University of Kentucky student with Down Syndrome. The conference boasted several great sessions by special guests, including a 2-part Federal Update by Dave Bartnicki, a SASFAA Update and a concurrent session on Cost of Attendance by Zita Barree, and a concurrent session on Association Involvement, presented by Carrie Cooper, as part of the Presidents' Exchange. The session was well received and we are interested in the long term evaluation of the survey information for this session. The full conference program, including detailed session descriptions, was available online prior to the conference for the first time this year and we received great feedback on this new feature, as well as the conference as a whole.

The KASFAA Executive Board met in conjunction with the conference on April 14. Important items covered during the board meeting included a full report on the membership survey data collected during February. The full report of the survey data was positive, just as the initial data collected, and indicated that most members are in support of having 2 conferences each year and they were willing to pay slightly higher membership and conference fees, especially if KASFAA is able to offer more in the area of training opportunities. The new data will be utilized to update our KASFAA Long Range Plan to support the continued growth and success of KASFAA moving forward. The NASFAA Core Training materials for 2015-2016 were purchased April 1 and plans to host workshops/boot camps throughout the state over the next year were discussed. Plans for the KASFAA LEAD (Leadership Education And Development) Program are also moving forward and we hope to have mentors in place and the curriculum planned out by the KASFAA Fall conference in preparation for our first group of new mentees. The KASFAA LEAD program will fall under the direction of the Past-President, which will allow me to continue this important work into next year.

As part of the SASFAA Presidents' Exchange, I had the pleasure of attending the TASFAA Conference in Murfreesboro, Tennessee, April 26-28. I was welcomed into the TASFAA 'family' with open arms and thoroughly enjoyed the experience. The session I presented on Association Involvement was well-attended and well-received, with several questions and great discussion. I was also able to attend several other beneficial sessions while there.

Upcoming events include the last KASFAA Executive Board meeting for 2014-2015, in conjunction with the Transition meeting, on Thursday and Friday, June 25 and 26.

Action Items: None

Kristie Hughes cont.

Policy & Procedure: Changes/ Recommendations: None

Personal Thoughts and Recommendations: It has been a tremendous pleasure to serve on the SASFAA board with such a great group of folks. I feel that we have accomplished great things this past year and have particularly enjoyed the state presidents' work for the State Presidents' Exchange and the close-knit relationship we share among the state presidents. The wonderful people who make up this board are now like a second family to me and I am thankful for the opportunity to serve SASFAA with you all.

Road to Relevance Chapters 9-11: Will be prepared to discuss at board meeting



Southern Association of Student Financial Aid Administrators

Carrie Cooper/MASFAA President

June 8, 2015

Summary of Activities

The 2015 MASFAA Annual Conference was held at the Golden Nugget Casino in Biloxi, MS. The conference was full of a number of great sessions including three NASFAA credential sessions. There were 94 attendees along with Celena Tullos from Tennessee and Zita Barree representing SASFAA. At the conference the MASFAA board discussed changing the date of our 2016 conference from May back to June due to the attendance numbers since we made this change. Our Site Selection Chair has sent an email to all of the directors in the state to determine which would be the best for our schools. Also at the conference the 2015-2016 MASFAA Board was elected and they are as follows:

President – Nicole Patrick- Mississippi University for Women

President-Elect- Alex Washington- The University of MS Medical Center

Vice President- Leigh Ann Hussey- Mississippi Gulf Coast Community College

Secretary- Tyia Brooks- University of Southern Mississippi

Member-At-Large- Gina Bray- Northeast Mississippi Medical Center

Director- Leslie Smith- Copiah-Lincoln Community College

MASFAA Membership Numbers are continuing to increase and I want to thank SASFAA for their support and help reaching out to the members.

Membership by Year

2014-2015	256
2013-2014	243
2012-2013	242
2011-2012	225
2010-2011	202

Carrie Cooper cont.

Personal Thoughts and Recommendations

It has been a wonderful year and I am truly blessed to have met such a wonderful caring group of people. The opportunity to serve this great association with each of you has been great and thank you for all of your support.



Southern Association of Student Financial Aid Administrators

Cathy Shell – NC State President

June 2015 SASFAA Board Meeting

2014-15 Board and Personal Accomplishments

Listed below are some of the projects that the 2014-15 NCASFAA Board has successfully completed:

- The 2014-2017 NCASFAA Strategic Plan was approved at the April 2015 board meeting and is now posted on the NCASFAA website
- Following the SASFAA lead, NCASFAA has developed a NCASFAA Operational Calendar. The calendar was approved at the April board meeting and will be posted to the NCASFAA website by the end of June 2015.
- A Professional Development Scholarship was created to honor Steven E. Brooks, Executive Director of the North Carolina State Education Assistance Authority. The scholarship covers the cost of the SASFAA NAO workshop and provides up to \$500.00 in travel reimbursement. The recipient of the scholarship is Whitney McLaughlin. Whitney will be attending the SASFAA NAO in June 2015.
- NCASFAA spring 2015 training conference and annual business meeting was held April 12-15, 2015 at the Holiday Inn Resort in Wrightsville Beach, NC. Nathan Basford presented the SASFAA update, a concurrent session on “Getting Involved”, and a session at our Intermediate Aid Officers pre-conference workshop. Jesse O’Connell from NASFAA provided a NASFAA update and did a con-current session. Wood Mason and Anita Olivencia from DOE provided concurrent sessions and a federal update. Yessyka Santana from the Inspector General’s office provided a general session on Mitigating Fraud in the Title IV programs. We had 197 members in attendance and 25 participants in the Intermediate Aid Officers Pre-conference workshop.
- Election results were shared with the membership. 2015-16 NCASFAA elected officers are:
 - President: Joel Trogdon**
 - President Elect: Andrea Simpson**
 - Vice-President: Jason Johnson**
 - Secretary: Lori Lewis**
 - Treasurer-Elect: Karen King**
- The internal audit of the 2013-14 NCASFAA revenue and expenses was conducted with no findings.
- Current NCASFAA membership is 587, with 106 new 2014-15 members and 481 membership renewals. A new member/first time attendee luncheon was held at the spring conference to welcome new members and encourage active involvement in the association.

Cathy Shell cont

- I attended the GASFAA conference in Peachtree City, GA, May 19-22. 25 GASFAA members attended my session on “Getting Involved” and the session received very positive evaluations. 24 of the 25 people who attended the session indicated that they planned to volunteer and become more actively involved in GASFAA/SASFAA. Thanks to Susan Smith and all of the GASFAA folks for their warm hospitality.
- NCASFAA transition meeting is scheduled for June 15-16 and will be held at the Embassy Suites in Winston Salem, NC. (the site of our fall 2105 conference)

Action Items: None

Policy & Procedure: Changes/ Recommendations: None

Personal Thoughts and Recommendations: It has been a privilege to serve as the 2014-15 NCASFAA President and on the 2014-15 SASFAA board. I have made new, life-long friends and have grown both personally and professionally.

Road To Relevance: N/A

Ken Cole no report



Southern Association of Student Financial Aid Administrators

Tarik Boyd/Virginia State President

6/8/15

Committee Goals for 2014-15:

In late March VASFAA hosted our annual spring workshop at the University of Mary Washington using NASFAA Core. The workshop was well attended with 74 members attending. On May 3rd our annual conference commenced where the theme was “Collaborating to Create the Perfect Recipe for Success”. The conference began on Sunday with pre conference workshops, Leadership and New Aid. The workshops combined had 70 registrants. Our main event began on Monday with keynote Speaker Brett Lief with Inceptia and representation from SASFAA, NASFAA, and DOE. We had 162 registered for the conference.

Elections took place as well during our conference. We had elected positions open for President Elect, Treasurer Elect, Secretary, and 2 Representatives at Large. The results are as follows:

Secretary: Patrice Johnson, Norfolk State University

President-Elect: Chad Sartini, Virginia Western Community College

Treasurer-Elect: Melissa Shepherd, Longwood University

Representative-at-Large:

1. Mike O'Grady, Financial Aid Services
2. Nanette White, Sallie Mae

Over the past year VASFAA has been able to maintain its partnerships as well as work on new ones. VASFAA started using NASFAA Core materials this year in an effort to increase training opportunities and to attract more members. We also offered a leadership workshop during our pre conference which was new and well received. Stephanie Miller and I had the opportunity to attend the FASFAA Conference where we both presented for the Leadership Experience as well as a session during the conference for association involvement. Our combined session sparked some good conversation for Florida and inspired newbies to get involved.

Tarik Boyd cont.

Looking ahead VASFAA a one more training event coming up on June 19th using NASFAA Core on Student Eligibility and Verification to give those an opportunity who weren't able to attend the conference. The event will be held at ECPI University in Virginia Beach. Lastly the board will meet on June 29th at Wintergreen Resort for our annual transition retreat.

LRP and GAP Goal Activity since Last Board Meeting:

n/a

Action Items:**Policy & Procedure: Changes/ Recommendations:**

n/a

Personal Thoughts and Recommendations:

I have thoroughly enjoyed my time on the SASFAA board and appreciate the warm welcome. This has been a journey filled with new experiences and learning to last a lifetime. I look forward to seeing you all in the future.

Road To Relevance: Your comments on Chapters 9-11:

Update to come