

Draft- SASFAA Executive Board Meeting
Peabody Hotel, Memphis Tennessee
October 29-30, 2005

CALL TO ORDER

President Guy Gibbs called the meeting to order at 9:03 am ct at the Peabody Hotel in Memphis Tennessee.

WELCOME

Guy opened the meeting by welcoming everyone to Tennessee. Forrest Stuart, Tennessee state President, welcomed everyone to Tennessee on behalf of TASFAA.

CHANGES TO THE AGENDA AND SUBSTITUTE VOTING

The following changes to the agenda were noted: Erik Melis will not be at the meeting. April Kendrick will not be attending the meeting and Sandy Neel will give her report. Lianne Masterson will be voting on behalf of Dana Kelly who will be attending the meeting. The agenda stands as written.

INTRODUCTIONS

The following elected board members were present: Guy Gibbs, President; Brent Tener, President-Elect; Janet Sain, Past-President; Tolly Tollfeson, Vice President; Heather Boutell, Treasurer and Sandy Neel, Secretary.

State Presidents in attendance were: Shelley Park, Kentucky; Forrest Stuart, Tennessee; Suzanne Pittman, Georgia; Brad Barnett, Virginia; Buddy Jackson, Alabama; Nancy Garmroth, South Carolina, Soraya Welden, Mississippi and Ruth Strum, Florida.

Committee Chairs in attendance were: Clark Aldridge, Finance and Audit; Crusie Lucero, Diversity, Carol Mowbray, Special Projects; Juanita Russell, Membership; Ron Gambill, Site Selection; Keith Reeves, Vendor and Sponsor; Lianne Masterson, Conference; Susan Little, Special Appointee; and Bill Spiers, Legislative Relations.

Liaisons present: Mike Hawkes, Agency, and Paul Mittelhammer, Lender.

APPROVAL OF THE MINUTES

Changes to the minutes- Cash on hand was reported but not added they will now be added.

ACTION: Heather Boutell made a motion to accept the minutes of the July23, 2005 Board Meeting at the Sheraton Four Seasons in Greensboro as amended. The motion, seconded by Brent Tener was approved.

REPORTS FROM THE OFFICERS

SEE ATTACHMENT A

Report from President, Guy Gibbs

Guy reported that he will be attending 5 of the nine state conferences. The Long Range Planning retreat is coming up soon and Brent and Guy both have talked extensively to Tara Talefar and expect this to be a very worthwhile retreat.

Janet can no longer represent SASFAA on the NASFAA Board since she is now with the Lending side. Brent will be going to Puerto Rico for the EASFAA Board Meeting.

In December Guy will be attending the SWASFAA Meeting on an interregional visit. Dan Mann from MASFAA will be with us at our conference in February.

Report from President Elect, Brent Tener

Michael Morgan is the conference chair for 2006-2007. Karen Hauser from Vanderbilt University and Sandy Neel from the University of Tennessee at Martin have agreed to be local arrangement co-chairs for the conference.

Report from Vice President, Tolly Tollefson

Chip Quisenberry from Enterprise State has agreed to be the curriculum coordinator for the New Aid Officer Workshop.

ACTION: Tolly presented her instructors for the New Aid Officers Workshop. Returning instructors are Pat Arauz – University of Louisville, KY, Bruce Crain – Mississippi State University, MS, Leonard Gude – University of South Florida, FL, Brent Tener – Vanderbilt University, TN Michelle Wright University of South Carolina, SC. Recommended new instructors are: Deborah Byrd – Calhoun Community College, AL, Jo Ann Bennett – Rhodes University, TN, Erik Melis – George Mason University, VA, Searcy Taylor – Mississippi Gulf Community College, MS Andy Weaver – University of Alabama, AL, Robin Winston – De Vry University, GA Bill Zahn – University of North Carolina, NC. The motion was approved.

Report from Past President, Janet Sain

Janet presented By-Law change recommendations from her committee to be presented to the membership in February at the Annual Meeting.

[Bylaws](#)

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Article I – Name

The name of the corporation is the Southern Association of Student Financial Aid Administrators, Inc. (SASF AA).

Article II – Principal Office

The principal office of the Association, a nonprofit corporation incorporated under the laws of the State of Georgia, shall be in Snellville, Georgia.

Article III – Purpose

The purposes, for which the corporation is organized, subject to the limitation of Article XV, hereof, are to:

- a. promote the professional preparation, effectiveness, and association of:
 1. student financial aid administrators in postsecondary educational institutions, government agencies, and foundations and
 2. administrators of student loan programs in lending institutions, and other administrators of student financial aid programs;
- b. assist educational institutions, foundations, government agencies, lending institutions, and provide private and community organizations in promoting and developing effective programs pertinent to student financial aid;
- c. facilitate communication between educational institutions and sponsors of student aid funds through an exchange of ideas, information and experiences; and
- d. promote such systematic studies, cooperative experiments, conferences and other related activities as may be desirable or necessary to fulfill the above stated purposes.

Article IV – Membership

Section 1. There shall be two (2) classes of members of the Association, active and honorary.

- a. Active membership in the Association shall be open to individuals who meet the following criteria:
 1. who are associated with the administration and support of student financial aid in postsecondary institutions of education, in government offices and agencies, in lending institutions and organizations, and in other organizations or programs; and
 2. who are located in, or who have administrative responsibility in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee or Virginia; and
 3. who have paid annual dues for the current year; and
 4. who have been approved by the Executive Board (Board).
- b. Honorary members shall be persons who have performed outstanding service in the field of support and/or administration of student financial aid and who are voted membership by the Board.

Section 2. Membership shall be individual rather than institutional and shall not be transferable.

Section 3. Active membership shall be on an annual basis corresponding to the fiscal year as defined in Article V of these bylaws. Membership shall terminate when a member no longer meets the criteria outlined in Section 1(a) of this Article.

Section 4. Application for active membership shall be made to the treasurer.

Article V – Finance

Section 1. The fiscal year of the Association shall be from July 1 to June 30.

Section 2. Income shall be derived from membership dues and such other sources as the Board approves.

Section 3. Dues shall be assessed and collected in such amounts and in such manner as may be prescribed by the Board. However, any proposal for an increase in the dues of the Association shall be circulated in writing to all members of the Association affected by such proposal at least thirty (30) days prior to the annual meeting and shall be effective only if approved by a majority of active members voting at a meeting.

Section 4. The books of the Association shall be audited at the conclusion of each of the Association's fiscal years in the manner prescribed by the Board.

Article VI – Officers

Section 1. The elected officers of the Association shall consist of a president, vice president, president-elect, immediate past president, secretary and treasurer, who must be active members.

Section 2. The ~~elected~~ officers of the Association shall be elected ~~at prior to the conclusion of annually at~~ the annual meeting, except as provided for in Article VI, Section 6.

Section 3. The vice president shall serve for one year.

Section 4. The president-elect shall serve one year in that position, a second year as president, and a third year as immediate past president.

Section 5. The secretary and the treasurer shall serve for periods of two years; the secretary to be elected in even years, the treasurer in odd years.

Section 6. In the event of a vacancy in the office of the president, the vice president shall succeed to that office. Except for the office of president-elect, other vacancies shall be filled by the president with the approval of the Board. When a vacancy occurs in the president-elect's position, that office will remain vacant until such time as a special election can be held. The president shall continue to serve until a special election is held.

Section 7. Officers may be removed from office for misconduct, failure to perform the duties of the office, or for other just causes as determined by the Board. The Board, in executive session, shall consider the charges, review evidence presented by all parties, and reach a decision. A two-thirds majority vote of the Board is necessary for removal from office. The decision of the Board shall be final. The president shall preside over the proceedings unless the president is being considered for removal from office. In that event, the vice president will preside. Parties may be represented by counsel. The secretary, or designee will record and transcribe all testimony. The presiding officer shall provide a summary of the action of the Board to the membership at the next regularly scheduled meeting or through the Association's newsletter. Vacancies created through this action shall be filled in the manner prescribed in Article VI, Section 6 of these bylaws.

Section 8. All terms of office shall coincide with the fiscal year of the Association as defined in Article V.

Article VII – Duties of Officers

Section 1. The president shall serve as Chair of the Board of Directors of SASFAA. The president shall preside at all meetings of the Association and the Board and perform such other duties as pertain to that office. The president shall be an ex officio member of all committees of the Association and the Board. The president shall serve as one of the SASFAA representatives to the Board of Directors of the National Association of Student Financial Aid Administrators (NASFAA). The president shall authorize expenditures and have the authority, in addition to the treasurer, to pay bills of the Association. The president shall submit an annual report to the Association.

Section 2. The vice president shall coordinate training activities of the Association. The vice president shall be responsible for all training programs of the Association, including workshops for new aid officers and advanced-level seminars, and coordinating these programs with those of the state associations and the national association. The vice president shall serve as chairman of the Professional Advancement Committee. In absence of the president, the vice president shall have all the powers and shall perform all the duties of the president.

Section 3. The president-elect shall assist the president and in all ways prepare for the term of office. The president elect shall perform all the duties as designated by the president and perform such other duties and functions as may be required by the Association. The president-elect shall serve as the alternate SASFAA representative to the Board of Directors of NASFAA. The president-elect shall also serve as parliamentarian of the Association.

Section 4. The immediate past president shall assist the president and serve as Chair of the Nominations Committee, the Committee on Awards and the Governance and Planning Committee. In the event of the absence or disability of both the president and the vice president, and with the concurrence of the Board, this officer shall have all the powers and perform all the duties of the president. The immediate past president shall serve as one of the SASFAA voting representatives of the Board of Directors of NASFAA.

Section 5. The secretary shall serve as scribe of the Association and custodian of its records. The secretary shall take, or arrange to have taken, and keep in permanent form the minutes of the Board of the Association. This officer shall receive and file copies of the official membership list, the official list of the Board members, the proceedings of each meeting of the Association, and all workshop, project and committee reports. The secretary shall update the policies and procedures of the Association. Upon completion of a term of office, the secretary shall turn over to the successor within thirty (30) days after the close of the fiscal year all the Association's secretarial records.

Section 6. The treasurer shall be responsible for receiving and disbursing all monies of the Association under policies approved by the Board. This officer shall keep adequate and appropriate records of such receipts and disbursements. The treasurer shall pay the bills of the Association within thirty (30) days of authorization by the president. This officer shall arrange for the billing and collection of dues of the Association upon direction of the Board. The treasurer shall arrange with the chair of the Membership Committee for the maintenance of the official membership roster. The treasurer shall arrange for the collection of the registration fees at meetings of the Association. This officer shall prepare, publish, and circulate at least twice yearly to the Board and to the membership a financial statement of the Association. The treasurer shall turn over to the successor all financial records of the Association within sixty (60) days after the close of the fiscal year. The treasurer shall be bonded at the expense of the Association, the amount to be designated by the Board. The treasurer shall submit an end-of-year financial statement to the Association within sixty (60) days of the close of the fiscal year.

Article VIII – Contracts, Checks, Deposits and Funds

Section 1. The Board may authorize any officer or officers of the Association to enter into any contract or execute and deliver any instrument in the name of and on behalf of the Association and such authority may be general or confined to specific circumstances.

Section 2. All checks, drafts or orders for the payment money, notes or other evidence of indebtedness issued in the name of the Association shall be signed by such officer or officers and in such manner as shall be determined by resolution of the Board. In the absence of such determination, such instruments shall be signed by the treasurer or by the president.

Section 3. All funds of the Association shall be deposited to the credit of the Association in such banks, trust companies or other depositories as the Board may elect.

Section 4. The Board may accept on behalf of the Association any contribution, gift, bequest, or devise for the general purposes or for any special purposes of the Association.

Article IX – Meetings

Section 1. Meetings of the Association shall be held on such dates and in such locations as the Board shall approve.

- a. All meetings shall be announced in writing to all members at least thirty (30) days in advance.
- b. At least one meeting of the Association shall be held each year and shall be designated the annual meeting. The agenda of the annual meeting shall include ~~the election results of officers and~~ the presentation of reports.

Section 2. Meetings of the Board shall be held at the call of the president, or by petition of four (4) or more members of the Board and concurrence by a majority vote of the Board.

- a. At least one meeting of the Board shall be held each year between January 1 and June 30 inclusive.
- b. Three-fifths (3/5) of the current membership of the Board shall constitute a quorum.

Article X – Executive Board

Section 1. The responsibility for the general conduct of the affairs of the Association between meetings of the membership shall be vested in a Board, except that of modifying the substance of official action taken by the membership of the Association.

The Board shall function as Board of Directors of the Association and in the management of business, property and assets of the Association, shall be vested with all powers possessed by the Association itself, including the power to appoint and remunerate agents and employees, insofar as such delegation of authority is not inconsistent with or repugnant to the laws of the State of Georgia, or any other laws, the Article of Incorporation of the Association, or these bylaws .

Section 2. The Board shall consist of the following:

1. the president, vice president, president-elect, immediate past president, secretary, and treasurer, and
2. the chief executive officers, or their designated representatives, of the state financial aid associations in the nine states of the Association.

Article XI – Committees

The president shall appoint such committees as are deemed necessary for the conduct of the Association's business, and unless specified elsewhere in these bylaws, designate the chair of such committees.

Article XII – Voting

Unless otherwise specified, a majority of those voting is required to approve an action of the Association. Voting privileges are extended to all active members as defined in Article IV, Section 1(a).

Article XIII – Dissolution or Final Liquidation

Dissolution or final liquidation of the Association shall take place and the distribution of assets shall proceed as provided in Article IX of the Association's Articles of Incorporation.

Article XIV – Shares of Stock, Dividends, and Certain Loans Prohibited

The Association shall not authorize or issue shares of stock, not obtain any dividends or make any loans.

Article XV – Limitation on Activities

The Association shall not be operated for profit (except that the Association shall be authorized and empowered to pay reasonable compensation for services rendered and to make payments and distribution in furtherance of its purposes as set forth in Article III, hereof). The Association shall not directly or indirectly participate in, or intervene in (including the publishing or distributing of statements), any political campaign on behalf of or in opposition to any candidate for public office. Notwithstanding any provisions in these bylaws or in the Association's Articles of Incorporation, the Association shall not carry on any activities not permitted to be carried on by an organization exempt from federal income taxation under Section 501(a) of the Internal Revenue Code of 1954 as an organization described in Code Section 501(c)(3), (or corresponding provisions of any future United States internal revenue laws). No substantial part of the activities of the corporation shall be the carrying on of propaganda or otherwise attempting to influence legislation, except that the corporation may elect to have provisions of Section 501(h) of the Internal Revenue Code of 1965 (or the corresponding provision of any future United States internal revenue laws) apply with respect to such activities.

Article XVI – Parliamentary Authority

The rules contained in the most recent edition of Robert's Rules of Order shall govern the Association in all cases in which they are applicable and in which they are not inconsistent with the Articles of Incorporation, these bylaws, and any special rules or order the Association may adopt.

Article XVII – Amendment of Bylaws

These bylaws may be amended or revised upon the recommendation of the Board, by a two-thirds (2/3) majority vote of those active members voting. At least thirty (30) days notice of a scheduled vote by the active members of the Association shall be provided in writing to all active members.

ACTION: Brent Tener made a motion to present the proposed changes to the By-Laws to the membership at the Annual meeting in February. The motion, being seconded by Tolly Tollefeson carried.

Janet presented changes proposed by her committee for the Policy and Procedure Manual.

6.13 Nominations and Elections

No change to page 30 or section

6.13.1 Nominations

Prior to the Board meeting that immediately precedes the annual conference, generally November, the nominations and elections committee must determine who will be recommended as candidates for offices for the coming year. To obtain recommendations from the membership, the committee must solicit ~~written~~ nominations in advance of this meeting. Solicitation may occur via the newsletter, **separate mailing or email** to the active membership. Each state should be encouraged to solicit nominations from its membership.

The nomination of SASFAA officers should be on the agenda of each state association's first board meeting of the year.

The chair sets the date, time and place for a full meeting of the committee. The chair should make every effort to schedule the meeting the same weekend and location as the fall Conference Committee meeting to coordinate the logistics for voting procedures. Normally the meeting is held prior to the November Board meeting and avoids conflicts with state associational meetings.

A candidate for office shall not serve as a member of the committee. Should this occur, that nominee's state president should appoint a substitute to the committee.

The committee shall present no more than a dual slate for each office even if more than two qualified consenting nominees are presented to the committee.

If a state representative has not confirmed attendance for the meeting, the chair shall make no less than two written and one telephone attempt to determine attendance. If contact efforts are unsuccessful, the state president shall be advised. The state president will then take whatever action is deemed appropriate. If, after these attempts have been made, the state is not represented, the chair may proceed under the assumption that the state not only has waived its privilege of attendance at the meeting, but also its vote in the selection of candidates.

The chair shall receive and submit each candidate's biographical information and other pertinent data. The suggested format includes Name, Institution or Organization, Work Experience, Education, Professional Involvement/Activities and Candidate Statement. This information shall be submitted to the SASFAA Newsletter Editor or Electronic Services chair to be posted on the website. Also, notice shall be given in the SASFAA newsletter that any member wishing to present a nomination during the opening business session of the annual conference should advise the president and chair of nominations and elections.

The chair shall prepare and present to the Board a written report that includes the proposed slate, the rules adopted by the committee, members present at the committee meeting, and recommendations for consideration for future committee meetings. This is typically reported at the November Board meeting.

6.13.2 Restrictions on Campaigning

The intent of these guidelines is to provide equal opportunity for all candidates and to ~~reduce the costs of~~ **eliminate** campaigning for SASFAA offices.

Each candidate will be featured in the edition of the SASFAA newsletter **and/or the associational website** prior to the annual conference. Each candidate will be asked to provide a photograph, a resume, and a statement of candidacy not to exceed 500 words. This statement will not be edited and shall be posted on the SASFAA website **and/or SASFAA newsletter prior to the election.**

~~Candidates are not permitted to distribute campaign paraphernalia such as buttons, pins, ribbons, stickers, and printed sheets and cards.~~

~~No hospitality suites are to be held in support of the candidacy of any individual.~~

No mass solicitation to the SASFAA membership shall be made by or on behalf of a candidate prior to ~~or at the annual conference or during the election.~~ State associations are allowed to solicit in-state support for candidates from that state.

~~No campaigning will be permitted in the immediate vicinity of the polls.~~

Candidates or their representatives shall not make presentations at individual state meetings other than the state in which the candidate is currently employed.

~~Election information provided by the SASFAA newsletter will be placed in the conference packet and prominently posted near the polling place.~~

6.13.3 Elections

The past president (chair) shall submit the recommendation of candidates to the Board in advance of the annual conference to allow notification to the membership at least thirty (30) days prior to the ~~annual business meeting~~ **opening of electronic voting.**

The general elections shall ~~be held during the annual conference. A business meeting shall be scheduled early in the conference at which time commence~~ **ten (10) calendar days prior to the initial business meeting and close at 3pm (local time) on the third last full day of the conference. The slate of candidates will be presented during the opening session. Each candidate is then introduced and is permitted three minutes to address the membership.**

~~A polling place will be established for conducting the election. Access to electronic voting will be available onsite during posted times.~~ **SASFAA members will, after verification of membership status, be provided an opportunity to vote. Each paid member will have access to an electronic ballot containing the names of the candidates running for office. Provisions for write-in candidates will be available.**

~~The polling place shall be open at least from 8:00 AM until 4:30 PM on the day following the initial business meeting session at which the candidates are introduced, and ending at noon on the day the business meeting resumes.~~

~~The polling place~~ **The electronic voting site** shall be staffed continuously ~~during the above prescribed times,~~ by members or designees of the nominations and elections committee **during the posted times.** ~~The chair bears the responsibility for the safekeeping of the ballots.~~ The nominations and elections committee shall ~~tabulate~~ **verify** the election results. The secretary shall be in attendance except in the event that that individual is on the ballot or otherwise unavailable. If that occurs, the president shall designate a substitute.

The nominations and elections chair shall report the results of the election at a business session following the completion of voting. Prior to that time, however, the president and each candidate will be contacted and informed of the election results.

6.13.4 Absentee Ballot Process (delete the entire section except the following:)

Only **active** members may vote **prior to attending the conference.**

An absentee electronic ballot shall be made available on the website ten (10) calendar days prior to the business session of the annual conference. ~~Members who vote absentee and who attend the conference will not be able to vote in the general election.~~

~~Pursuant to Section 6.13.3, absentee ballots shall be counted at the same time as ballots cast at the annual conference.~~

6.13.5 Special Elections

1. same
2. The nominations and elections committee shall solicit candidates and provide to the membership within thirty (30) days of the announced special election an **electronic** ballot containing no more than two names, along with the option for a write-in candidate.
3. In the event a vacancy occurs in the office of president-elect within sixty (60) days **prior to** the annual business meeting, the election will be held during the annual ~~conference meeting~~.
4. **delete**
5. **delete**
6. **new #4 The electronic ballots shall be verified by the nominations and elections chair and the secretary.**
7. **new #5 The winner will be the person who received a majority of the votes cast. If no majority occurs, see 6.13.6.**
8. **new #6 (stays the same)**
9. **new #7 (stays the same)**
10. **new #8 (stays the same)**

6.13.6 Run-Offs

In the event a candidate does not receive a majority of the votes cast for that office, there will be a run-off election between the two candidates with the most votes. ~~Balloting shall be done with printed ballots, unless otherwise specified in the bylaws or Section 6.13.3 of this Manual.~~ **Electronic** balloting shall take place as soon as practical following determination that a run-off election is necessary. ~~The election shall be conducted as described in 6.13.3. The polling place shall be open from the earliest practical time until one hour to the start of the business session at which elections are to be announced.~~ **Run-off electronic voting will be available for ten (10) calendar days once an access date has been determined.**

The nominations and elections chair along with the secretary will verify the results of the run-off electronic election. The president shall notify the membership of the election results.

6.13.7 Record of Members voting

No changes.

ACTION: Ruth Strum seconded the changes proposed by the Nominations and Election Committee.

Discussion occurred. Brent Tener called the question.

Motion Carried.

Janet presented By_Law change recommendations presented by her committee.

Report from Treasurer, Heather Boutell

Heather thanked Keith Reeves for his efforts in getting Vendor/sponsors. Ann Rochester completed the 990 form.

Shelley Park asked if we compensated Ann in anyway. It was determined that her work was acknowledged in the past with a gift card but it was over looked last year.

ACTION: Shelley Park made a motion to compensate Ann Rochester \$500 this year for completing the 990. Ruth Strum seconded the motion.

Discussion occurred regarding cash compensation.

Shelly withdrew her motion.

ACTION: Shelly Park made a motion to purchase a gift card not to exceed \$250 to recognize Ann Rochester for her work on the 990. The motion, seconded by Brent Tener was approved.

**STATE PRESIDENT'S REPORTS
SEE ATTACHMENT B**

COMMITTEE REPORTS

SEE ATTACHMENTS C

Report from Nomination and Election Chair, Janet Sain

Janet presented the slate of candidates for the position of President –Elect.

ACTION: Brent Tener moved to accept the slate of candidates for President – Elect. The motion, being seconded by Soraya Weldon, was approved.

Janet presented the slate of candidates for the position of Vice President.

ACTION: Brent Tener moved to accept the slate of candidates for Vice President. The motion, being seconded by Ruth Strum, was approved.

Janet presented the slate of candidates for the position of Secretary.

ACTION: Tolly Tollefson moved to accept the slate of candidates for Secretary. The motion was seconded by Nancy Garmroth.

Discussion occurred. Brent called the question.

The motion was approved with one opposition.

Brad made a motion to recess the meeting at 5:02. Heather Boutell seconded the motion.

Meeting reconvened on Sunday October 30, 2005 at 8:57 am.

Report from Special Projects Chair, Carol Mowbray

Carol presented Barry Simmons and Frieda Jones as replacements and Rose Mary Stelma declines for the planning retreat.

ACTION: Brent Tener made a motion to accept the two replacements presented by Carol Mowbray. The motion seconded by Sandy Neel was approved.

LIASON REPORTS

SEE ATTACHMENT D

Old Business

None

New Business

None.

ACTION: Tolly Tollefson moved to adjourn the Executive Board meeting. The motion seconded by Shelly Park, was approved. The meeting adjourned at 9:29 a.m.

Respectfully submitted,

Sandra J. Neel, SASFAA Secretary

ATTACHMENT A

Report from President Guy Gibbs

**President's Board Report
The Peabody, Memphis, Tennessee
October 29, 2005**

Welcome to Memphis, Tennessee and The Peabody. I hope that you are as impressed with the hotel as I am. I've heard of The Peabody on numerous occasions, but I'm never had the opportunity to visit. When I asked Ron Gambill, Site Selection Chair, to find a site for the fall board meeting, I asked that he investigate locations in Savannah, Charleston and here in Memphis. I am very pleased that Ron was able to negotiate a contract here at The Peabody and the opportunity to bring the board meeting to Memphis the home of our TASFAA President, Forrest Stuart.

Review and Progress toward Goals and Objectives

I hope that you are making progress toward the goals and objectives that I specifically outlined in my charge to you in June at the transition meeting we had at the Don CeSar Beach Resort and Spa in St. Petersburg Beach, Florida, and more specifically at our first board meeting in Greensboro in July. I also hope that you have moved along and that you are making progress with the other goals and objectives that you set for yourself and your committee and that were approved at the July board meeting. We have a lot to get accomplished this year and we're already four months into our year serving our SASFAA membership.

I'm looking forward to your reporting of your activities and those of your committees as we proceed through this board meeting today and tomorrow.

I also look forward to a report from the State Presidents and the activities that they have been engaged in at the state level since our last board meeting.

It is extremely important that we share all of our activities with the membership, and I would ask that you forward your report to Sandy Neel, SASFAA secretary, as soon as possible. If you have already done so, you're to be commended on being so very prompt. I know that Sandy appreciates your getting information to her as soon as possible since she has personal goals to meet in reference to posting draft minutes to the our Web page.

President Attends Conference Committee Meeting

I was in attendance at the October 7-9 meeting of the Conference Committee held in Charlotte. I must confess I was not in the best of moods when I arrived at the Hilton University Place in Charlotte on Friday afternoon. I was scheduled on a 10:45 AM flight from Washington to Charlotte. At 4:15 PM the flight finally was able to leave Washington. Let's just say that the weather was not very cooperative on October 7. At one point they closed the airport to all air traffic. The concourse where my flight was originating became so crowded that they announced if anyone was claustrophobic that they should not enter into the concourse. Needless to say there were a lot of unhappy people.

I really appreciate Lianne having someone meet me at the airport at 6 PM and finally made it to the hotel for dinner with the committee. I must say that Lianne kept the committee busy, even meeting after dinner. I know that you will soon hear Lianne's report, but I'd again like to thank her for agreeing to chair the committee this year and for the great and tireless work that she and her committee have done already. I truly believe that we're in for a really great time in Greensboro in February. I'll leave the rest for Lianne to comment about.

Representing SASFAA at State Conference

Since we met in July, I've been to four state conferences. I've visited with SCASFAA in Charleston, GASFAA in Macon, KASFAA in Louisville and FASFAA in Orlando just this week. I would like to thank Brent for having represented me and SASFAA at AASFAA and just this week at the TASFAA conference.

It has been Brent's and my pleasure to represent SASFAA at these state conferences and to bring an update of the activities that we are engaged in at the regional level. It has also given us an opportunity to encourage volunteerism and membership within SASFAA.

I would like to thank Nancy, Suzanne, Shelley and Ruth for the warm welcome that I received at each conference. I commend them on the selection of their conference/training chairs. They each had a great conference agenda. I only wish that I had had more time to visit; however, it was evident that a lot of work and planning had gone on at each conference. The agendas were "meaty" and I'm sure that their membership left

with new skills and updated knowledge. I can also tell you that they did a masterful job in “running the show.” Congratulations to each of you.

I'm sure that Brent found the same in Alabama and Tennessee. Thank you Buddy and Forrest for giving Brent time to bring the SASFAA update at your conference.

Long Range Planning Summit

I know that Carol will give you her report relative to the activities of the Long Range Planning Committee. I can attest to the work that has gone on in planning for the summit, and I think that we are in for a great experience.

As you are aware, the facilitator of this summit has presented at the VASFAA transition over the past couple of years and we had great reports from Tom Morehouse, Past President of VASFAA and a member of Carol's committee, but also from Brad. I've since had an opportunity to speak with the facilitator and I concur with Tom, Brad and now Carol's evaluation. I found her to be engaged in the process and wanting our feedback prior to the summit in November. I think that she will be able to bring us forward in this planning process so that we might better assess where we are as an association and how we might move forward.

I look forward to Carol's report to bring each of you up-to-date.

NASFAA

I really do not have any report from NASFAA at this time since the board has not meet for the year. The first board meeting will be held in Austin, Texas, November 12-15. In fact I will leave at the conclusion of the Long-Range Planning Summit and fly to Austin for the board meeting. Brent will join me there as an observer.

I've asked Susan Little, a SASFAA Past President, to sit with me as a SASFAA voting representing to the NASFAA board this year. As you are aware, Janet is no longer an active financial aid officer and has joined Suntrust. As a result of this change, she is not permitted by NASFAA guidelines to sit as a voting member on the NASFAA board and would thus be unable to represent SASFAA. As a result, and per NASFAA guidelines, I appointed Susan to fill Janet's role as a voting member of SASFAA. I appreciate Susan adding this role to her other responsibilities as she serves SASFAA in another capacity this year.

I would ask the board to officially approve this action during our new business discussion on Saturday morning.

I am very pleased to have Janet Dodson from Roane College in Nebraska visiting with us at this board meeting. Janet in National Chair-Elect and she will bring us the NASFAA update a little later.

I must tell you, I'm a little envious of Brent as he embarks on his NASFAA responsibilities. One of our assigned duties while serving on the NASFAA board is for the President-Elect to attend another region's board meeting and for the President is to attend another region's annual conference. As President-Elect, Brent is planning to attend the EASFAA board meeting that will be held in Puerto Rico. How's that for timing?

I've been asked by current National Chair Dave Gelinas to attend the SWASFAA annual conference to be held in New Mexico in December. I guess I shouldn't complain either.

Service to Our Colleagues

This has been an absolutely devastating year for many of our colleagues, their families, schools and communities. We've encountered hurricane after hurricane and horrendous destruction not only here in our own SASFAA regional but also in SWASFAA.

Those of us that grew up in coastal areas, including myself having grown up in coastal North Carolina, know the destructive force that hurricanes bring. We're never prepared to see the devastation. I suppose that that is the price that we pay for living in such beautiful areas of the South. But, we are a resourceful people, and we overcome these forces and forge forward. We are able to come back and face the future because we care about each other and we offer support to each other.

This is so very evident this year as we recover and go on with our lives. I would like to thank our state presidents for becoming involved immediately after the hurricanes and the support that each of them and their state associations gave to their colleagues. We are "family" and this was so very evident during this time. It was my pleasure to be able to play a role in this as well and to facilitate some dialogue and communication with the SASFAA membership and our colleagues throughout the country via NASFAA.

I'm sure that Ruth, Buddy and Soraya will bring you reports of recovery efforts in their respective states. Individuals, state associations, regional associations and national lenders, guarantee agencies and others are to be commended for the support given to our colleagues. A special thanks for everyone for their generosity. Let's not forget our colleagues and continually keep them in our thoughts and prayers as recovery continues.

Happy Birthday

Happy Birthday to each you.

Paul Mittelhammer – August 13
April Kendrick – August 22
Clark Aldridge – August 22
Brad Barnett – September 7
Suzanne Pittman – September 17
Janet Sain – September 29
Bill Spiers – October 7
Heather Boutell – October 14
Shelley Park – October 17

Next Board Meeting

The next meeting of the board will be held in Greensboro, North Carolina, February 11, 2005. The board will meet on Saturday prior to the fall conference. I look forward to seeing each of you there.

Report from President Elect Brent Tener

President-Elect Report
Brent Tener
October, 2005

I am in the process of developing the content for the state presidents-elect workshop to be held in February. I have sent a welcome e-mail to each state president-elect, providing a basic calendar for their year as it relates to the SASFAA board.

I will be attending the NASFAA Board meeting, November 13 – 15, in Austin, Texas. I will provide a report of these proceedings at the February SASFAA Board meeting.

Michael Morgan, SASFAA 2007 Conference Chair has selected Karen Hauser (Vanderbilt) and Sandy Neel (University of Tennessee – Martin) as local arrangements co-chairs for the Nashville gathering. Michael met with the three of us on Tuesday, October 25, to begin the planning process.

I had the distinct pleasure to represent SASFAA at the Alabama state meeting in mid-October. Buddy Jackson and Johnna Moses (Conference Chair), organized a fantastic meeting and I enjoyed my opportunity to speak with the group. I was also slated to represent SASFAA at the recent Tennessee state meeting, but was unable to do so due to illness. Forrest Stuart delivered the SASFAA address in my absence.

Best wishes for a happy holiday season.

Report from Vice President Tolly Tollefson

October 24, 2005

Report from the Vice President
Deborah "Tolly" Tollefson

The 2006 SASFAA New Aid Officer's Workshop will be held June 18 – 23 (Sunday through Friday) on the campus of University of North Carolina – Asheville. The workshop as well as a registration form will be posted to the SASFAA web site by the beginning of January 2006.

SASFAA will also host the SASFAA/SWASFAA Mid-Level workshop this year. Bob Godfrey from South Carolina is coordinating this effort. The Mid-Level work shop will be held June 24 – 27, 2006 on the campus of Furman University.

The faculty and staff for the New Aid Officers Workshop and the Mid-Level Workshop comprise the Professional Advancement Committee:

Mid-Level Coordinator:

Bob Godfrey - University of South Carolina - Columbia

Curriculum Coordinator:

Henry "Chip" Quisenberry, Jr. Enterprise-Ozark Community College, AL

Instructors:

Pat Arauz – University of Louisville, KY

Bruce Crain – Mississippi State University, MS

Leonard Gude – University of South Florida, FL

Brent Tener – Vanderbilt University, TN

Michelle Wright University of South Carolina – Columbia, SC

Recommended new instructors are:

Deborah Byrd – Calhoun Community College, AL

Jo Ann Bennett – Rhodes University, TN

Erik Melis – George Mason University, VA

Searcy Taylor – Mississippi Gulf Community College, MS

Andy Weaver – University of Alabama in Hustsville

Robin Winston – De Vry University, GA

Bill Zahn – University of North Carolina – Greensboro, NC

Local Arrangements:

Beth Bartless - University of North Carolina - Asheville

Lender Assistants:

Jackie Bell – USA Funds Services, SC

Todd Woodlee – South Education Finance Partners

Zita Barree – Edamerica, VA

Todd Smith – Student Loan Xpress, FL

Planning Retreats:

Preparations have begun for the three day planning retreat for the New Aid Officers Workshop to be held March 17, 18, & 19, 2006 in Asheville, North Carolina.

There will be a Mid-Level planning meeting December 8 & 9, 2005 in Greenville, South Carolina.

Preparations for the One-Day New Aid Officers Workshop at the SASFAA 2006 conference on Sunday, February 12, 2006 have begun. Chip Quisenberry and Leonard Gude will be coordinating this workshop. It will begin at 8 am with registration and a continental brunch and will conclude at 3 pm. Registration for the workshop will be part of the conference registration process.

Report from Past-President Janet Sain

**SASFAA Executive Board Report
Past-President, Nominations and Elections, Awards
The Peabody Hotel
Memphis, TN
October 28-30, 2005**

Nominations and Elections

The Nominations and Elections committee met in Charlotte, NC on October 8, 2005. Members present included:

Betty Whalen, SC

Tom Morehouse, VA

Heather Boutell, KY

Dee Talley, AL

Ray Tripp, GA

Cara Suhr, TN

Christy Chesnut, NC

Brenda Paganelli, MS

Florida-no representative, Anna Zawisza who was there for the Conference Committee would only vote if we were in a tie

The first item on the agenda was the review and update of the By-laws and the Policy and Procedure Manual to provide greater options with the electronic voting opportunities. Recommendations to the By-laws were minor and are attached. These two minor changes will be brought forth to the membership for a vote if approved by the board.

The recommended changes to the Policy and Procedure Manual are attached. There were made to reflect the changes desired in the future progression with electronic voting. Each section was reviewed and recommended changes were made and agreed upon by the committee members.

The second item on the agenda was the review of the nominations of candidates for the offices of President-Elect, Vice President and Secretary. Initially there was one candidate for President-Elect, one for Vice President and two for Secretary. After evaluating each candidate, we agreed as a committee to search further for viable candidates. A list of possible candidates from each state was composed and each state representative was tasked with contacting each one and forwarding their responses. We agreed to conduct a conference call on the 25th to get an update and to discuss those additional candidates. Bios were shared and decisions for the slate

were made. We ended up with two additional President-Elect candidates, and three additional Secretary Candidates. One of the Presidential candidates was placed on the Vice President slot.

The final proposed slate is:

President-Elect	Lisanne Masterson, Brevard College, NC Freida Jones, Georgia Southwestern, GA
Vice President	Barry Simmons, Virginia Tech, VA Sandy Neel, UT at Martin, TN
Secretary	Jeanne Holmes, SunTrust, VA Deborah Byrd, Calhoun Community College, AL

The final item was names for honorary membership awards. Initial names put forth were Curtis Whalen (even though he is automatic since he is a Past President), Joanne Carreras and Alan Whittington. Additional names were to be requested from the Executive Council. Distinguished Service Award possibilities will also be discussed during the special session of the Executive Council

Report from Treasurer Heather Boutell

Treasurer's Report
October 29, 2005

Total Cash on Hand: \$235,738.18

Fifth Third Checking Account: \$172,252.18

Fifth Third Savings Account: \$63,486.00

Treasurer Boutell set three goals for 05-06. The first goal involved sending quarterly statements to SASFAA Executive Board members and Committee Chairs to keep them aware of financial expenditures. All SASFAA Board members were sent their quarterly statement around the first of October. Several Committee Chairs have also asked to receive their information more often, so reports are sent also based upon request.

The second goal involved the update of the Policies and Procedures pertaining to finances. Treasurer Boutell has contacted the approved SASFAA members regarding the update of the SASFAA Guide to Financial Management and the Guidelines and Procedures for the Office of Treasurer. These Committee members have been charged with reviewing the documents in their entirety by December 1. They have been asked to report any changes to Treasurer Boutell by December 1. The Committee will meet via conference call once before the SASFAA conference, and in person in Greensboro at the conference.

The third goal was to explore on-line payments. Treasurer Boutell has contacted Leonard Gude to find out about how SASFAA is handling PayPal on their website.

All necessary documents were sent to Clark Aldridge, Budget Chair, and to Anne Rochester, edamerica, for completion of the audit and 990.

SASFAA, Inc. Budget vs. Actual July 2005 through June 2006 10/26/05

Page 1

Jul '05 - Jun 06 Budget \$ Over Budget % of Budget Income

01 - Membership Dues	15,900.00	37,000.00	-21,100.00	43.0%
02 - Professional Advancement	2,275.00	103,000.00	-100,725.00	2.2%
03 - Annual Meeting	1,665.00	134,125.00	-132,460.00	1.2%
04 - Vendors/Sponsors/Patrons	74,555.07	155,508.00	-80,952.93	47.9%

05 · Advertising	36,745.63	17,000.00	19,745.63	216.2%
07 · Interest Income	4,741.25	13,500.00	-8,758.75	35.1%
08 · Miscellaneous Income	2,041.20			
09 · Balance Forward	0.00	21,330.00	-21,330.00	0.0%
Total Income	137,923.15	481,463.00	-343,539.85	28.6%
Expense				
101 · President	2,278.60	10,000.00	-7,721.40	22.8%
102 · President-Elect	456.77	6,500.00	-6,043.23	7.0%
103 · Vice President	0.00	3,000.00	-3,000.00	0.0%
104 · Secretary	483.21	4,200.00	-3,716.79	11.5%
105 · Treasurer	1,521.14	7,374.00	-5,852.86	20.6%
106 · Past President	322.79	5,858.00	-5,535.21	5.5%
201 · Membership/Directory	792.68	6,000.00	-5,207.32	13.2%
202 · Electronic Services	2,050.00	7,200.00	-5,150.00	28.5%
203 · Professional Adv	5,445.30	114,500.00	-109,054.70	4.8%
204 · Newsletter	697.00	1,800.00	-1,103.00	38.7%
205 · Finance and Audit	15.00	2,200.00	-2,185.00	0.7%
206 · Annual Meeting Program	11,294.85	200,000.00	-188,705.15	5.6%
207 · Site Selection	271.20	1,500.00	-1,228.80	18.1%
208 · Nominations and Elections	1,912.66	4,000.00	-2,087.34	47.8%
210 · Executive Board	4,920.27	40,231.00	-35,310.73	12.2%
211 · President's Contingency	0.00	2,500.00	-2,500.00	0.0%
213 · Advance Program Planning	0.00	200.00	-200.00	0.0%
214 · Diversity Issues	1,008.30	7,500.00	-6,491.70	13.4%
215 · Prior Administration Bills	6,360.44	7,500.00	-1,139.56	84.8%
216 · Legislative Relations	813.56	3,000.00	-2,186.44	27.1%
217 · Long Range Planning	4,889.89	34,000.00	-29,110.11	14.4%
218 · Vendor/Sponsor/Patron	1,155.79	3,000.00	-1,844.21	38.5%
219 · Special Projects	546.75	8,900.00	-8,353.25	6.1%
221 · Computer Hardware/Software	437.74	500.00	-62.26	87.5%
Total Expense	47,673.94	481,463.00	-433,789.06	9.9%
Net Income	90,249.21	0.00	90,249.21	100.0%

ATTACHMENT B STATE PRESIDENTS REPORTS

Report from Florida President Ruth Strum

By the time you read this, Florida's student financial aid community will be well into its 2005-2006 program.

October is 'kick-off' month for our Regional workshops. We have held four of our six region workshops this month. Early next month we'll complete the Fall regional training workshops. This year our Vice president for training, Anh Do and the Region Reps decided to offer the same curriculum to all members state-wide. They have raised the bar on professional training. The membership has responded well to the new curriculum.

We are in the midst of planning for our Fall Conference, which will be held at the OMNI at Championsgate, Orlando, Florida, October 26-28, 2005. Of course, we are all 'holding our breath' waiting to see what damage Wilma will do to South Florida. Presently, we have 380+ members registered to attend. The conference committee is working hard to adjust some of the activities, in the event, the weather forces a change of venue.

Our theme for the year is "FASF AA: It's Culture of Service". In keeping with this theme, FASF AA plans to hold a blood drive during the conference to aid the hurricane victims of the Gulf Coast states. There are plans for several other events to donate their proceeds to the American Red Cross.

Our Thursday night dinner will conclude with a silent auction benefiting our scholarship fund. We are pushing hard this year to reach our endowment status. "The Heritage Ball" will be held at the same time featuring the Jim van Fleet western band along with line dancing instruction and an upscale western theme.

Our FASFAA Committees are hard at work planning their training workshops that will begin after the first of the year. The 2005-2006 Executive Board is a group of dedicated professionals. I'm proud to represent them at SASFAA.

Submitted by:
Ruth Strum
Florida President

Report from Tennessee President Forrest Stuart

SASFAA Tennessee State Report
October 29, 2005 Board Meeting
Forrest M. Stuart

Mr. Clyde Walker, president-elect of TASFAA, resigned his position at Vanderbilt University to join Education Finance Partners, Inc. Because TASFAA by-laws do not allow individuals working outside a college or university financial aid office to hold the position of president-elect, the executive board had to elect someone to replace Mr. Walker. The board elected Mrs. Janette Overton, Director of Financial Aid at Johnson Bible College in Knoxville, Tennessee.

Shortly after Mr. Walker submitted his resignation, Joanie Walker accepted a position with American Student Assistance (ASA). Again, TASFAA by-laws prohibit a person who is not a practicing financial aid administrator in an institution of higher education from serving as past-president. The board elected Mr. Brent Tener of Vanderbilt to serve as past-president.

The executive board approved TASFAA's participation in "College Goal Sunday" in February 2006.

The Fall 2005 TASFAA Conference was held October 23 – 25 at the Cool Springs Marriott in Franklin, Tennessee. There were 340 registrants, 31 of whom were new aid officers and 61 who were first-time attendees. The theme was "Hot Topics in Cool Springs."

At the fall conference, the membership approved a "zero-fee" membership structure. The reasons for going to a "zero fee" membership structure are:

1. Many institutions do not pay membership fees that are not part of the conference fee.
2. Because people had to pay for TASFAA membership out of their own pockets, some who would otherwise be a member of TASFAA couldn't become a member because of affordability.
3. Institutional membership has been discussed numerous times for numerous years so that all personnel in the financial aid office may enjoy the benefits of TASFAA membership without having to "foot the bill" themselves. The complexity of such a structure is prohibitive due to the voluntary nature of our administrative positions.
4. Since the membership can approve dues each year, it would make sense to try a new approach and eliminate membership fees, yet increase the conference fees to compensate for the loss of membership revenue. Because this can be evaluated each year, the association may reinstate membership fees if it finds that the financial burden of increased membership outpaces the annual income of the association.
5. Finally, it simply seems like the right thing to do to help our members at a time of what appears to be decreasing institutional support for professional association membership.

Membership statistics are as follows:

Total Membership: 598

Membership by Institution Type

Not Specified 67
Other 11
Community College 66
Private (2 Year) 1
Private (4 Year) 130
Proprietary 33
Public (2 Year) 5
Public (4 Year) 78
Tennessee Technology Center 37
Graduate/Professional 11
Lender/Guaranty Agency/Vendor 159

Report from Alabama President Buddy Jackson

Alabama's Report (AASF AA)
Buddy Jackson, President

Dear SASFAA Colleagues:

With a new academic year comes many new challenges and problems. This year was definitely an exception with Hurricane Katrina. This Hurricane has caused the universities and colleges across the states of Louisiana, Mississippi and Alabama many problems that we normally do not experience. I am very thankful that our schools in the Alabama Gulf Region only experienced water and wind damage and no lives were lost. Because of this disaster, a number of our Alabama schools have helped students from Louisiana and Mississippi transition into our institutions. I really appreciate the way Alabama schools have opened their doors and hearts to these displaced students and families. Also, I want to express my appreciation to the other seven states in the SASFAA region for their continuing encouragement during this past two months. It is so encouraging to see our fellow SASFAA members and friends come together to help the Gulf coast states affected by Hurricane Katrina and then Rita. In addition, we have received contributions of \$500 from the Wyoming Association (WyASF AA), \$10,000 from National Student Loan Program, \$5,000 from CASFAA and \$1,000 from SCASF AA. Also, CASFAA has personally invited me to be a part of their annual conference on December 11-13th in Sacramento, California and I have graciously accepted. Again, I want to thank each one of you for your prayers and emails.

After an exceptional beginning to our academic year, the Fall 2005 Conference was definitely a success. We had 195 members in attendance, which is a good number since a number of Gulf Coast schools were not able to attend. In addition, we had thirty-seven vendors for this conference. The theme was S.P.A.C.E.(Setting,Priorities,And, Committing to, Excellence). The conference was designed to appeal to all levels of financial aid professionals from New Officer Track, Mid-Level Track to Senior Track. In addition, we were very fortunate to have Ms. Deborah Tarpley, from the Denver region of the Department of Education, back with us this Fall. She presented our Federal Update on Thursday morning, a Senior Track session on Understanding Program Eligibility, Satisfactory Academic Progress and Professional Judgment on Thursday morning and a Question and Answer general session on Friday morning. Our Fall local arrangements chair, Andy Weaver, did an outstanding job providing an array of great entertainment while in Huntsville, Alabama. On Wednesday night, we were bused to the U. S. Space and Rocket Center for dinner, tour of the museum and the IMAX showing of the Space Station. Then on Thursday night, House of Representative member, Alan C. Boothe provided with a very entertaining speech. Representative Boothe then auctioned off five autographed footballs and one basketball from six of Alabama's largest universities. A great way to start my year as President.

Our NASFAA Fall Training 2005 session will be November 18th , 2005 in Montgomery, Alabama at the RSA Union Building, room 192. This year the topic is Administrative

Capability: Campus-Wide Compliance. The NASFAA Fall Training session is totally funded out of AASFAA funds. We hope to have 60 to 80 members in attendance.

With the Fall conference in the books, we are already planning the AASFAA Spring 2006 Conference. The meeting will be at the Perdido Beach Resort , Orange Beach, Alabama, April 12th-14th, 2006.

Report from Mississippi President Soraya Weldon

On October 25th, the first online version of the MASFAA Messenger was provided to the MASFAA membership. This newsletter is in printable format and provides members with current news and articles at a lower cost to the association.

MASFAA will feature the NASFAA de-centralized training topic as the focus for the fall training event. This event is scheduled for Friday, November 4th on the campus of the Mississippi University for Women, in Columbus, MS. Mary Givhan with Mississippi College and Paula Laws with Delta State University traveled to Washington, D.C. to attend the NASFAA training-for-trainers workshop and will be the presenters for the training. As a suggestion from a California Association member, MASFAA will be exploring ways to provide assistance to members who wish to attend this event, but as a result of budget cuts from the affects of the storm, lack funding to participate.

On Thursday, November 3rd, in conjunction with our one-day fall training workshop, MASFAA will hold a meeting of the elected officers and committee chairs where updates and reports will be presented.

MASFAA has experienced a tremendous amount of support and encouragement from so many financial aid organizations as a result of Hurricane Katrina. MASFAA extends a sincere *thank you* for prayers and support shown the association during and after this devastating event. The MASFAA web site lists donations made to MASFAA to assist students and/or aid professionals affected by Hurricane Katrina:

\$ 10,000	California Association of Student Financial Aid Administrators (CASFAA)
\$ 10,000	National Student Loan Program (NSLP)
\$ 1,000	South Carolina Association of Student Financial Aid Administrators (SCASFAA)
\$ 500	Wyoming Association of Student Financial Aid Administrators (WyASFAA)
Providing donations to MASFAA Officers Garry Jones and Lashanda Chamberlain at their fall conference in November.	Tri-State Association of Student Financial Aid Administrators (DC-DE-MD ASFAA)
Accepting donations at their fall conference and will make the donation to the Red Cross.	North Carolina Association of Student Financial Aid Administrators (NCASFAA)
Accepting donations at their spring conference in May 2006 for Mississippi.	Virginia Association of Student Financial Aid Administrators (VASFAA)

A task force has been assembled to disseminate funds donated to MASFAA to assist students and financial aid professionals most affected by Hurricane Katrina. The committee will consist of a chairperson, the MASFAA Treasurer, and two other committee members as designated by the chairperson. Linda Phillips with Belhaven College has agreed to chair this committee and has begun working on allocating these funds.

Soraya Welden
MASFAA President

Report from North Carolina President Dana Kelly

SASF AA Executive Board Meeting
Memphis, TN
The Peabody
October 28 - October 30, 2005
State Report – North Carolina

Things are great in North Carolina! The Annual Fall Conference is right around the corner and we are very excited! This year's focus is on Leadership and the Program Committee has done an outstanding job of putting together a very "meaty" conference. I've included our concurrent sessions below for any of you interested – I'm rather proud of how it came together!

NCASF AA will sponsor two charities as a part of the conference – Communities and Schools as well as Hurricane Relief that will be earmarked for our friends in Mississippi. Our hope is to make significant contributions to each.

NCASF AA has also officially petitioned NC Senator Burr's Office regarding Reauthorization. Senator Burr is directly involved in the Senate version of the Reauthorization. NCSF AA was asked to recommend that the "drug" question be removed from the FAFSA going forward. NCASF AA was asked to propose this recommendation by *Students for Sensible Drug Policy* and our Board was in favor of doing so.

NCASF AA is also fortunate that a Representative from Senator Burr's Office will address our membership at the Fall meeting and bring us up-to-date with where Reauthorization is as well as a "behind the scenes" look at what goes in to process.

NCASF AA is also busy planning the Hospitality Suite for SASF AA in February. "North Carolina Unmasked" will feature a glimpse into some of the State's popular offerings. Highlights will include gem mining in the Carolina Mountains, a chance to race against NASCAR's best and a walk along Ocean Drive!

A special thanks to Lisanne Masterson for representing me this time out! See you all in Charlotte.

Concurrent Sessions

The Economics of Educating America

With finite resources and competing priorities, higher education is constantly competing with other worthy (and some not-so-worthy) causes. This session will examine current economic trends – State and Federal – and their effect on higher education into the future.

Presenter: Mike Hawkes, ECMC

Moderator: Betsy Spencer, ECMC

WOW Service – Impressing Student Customers

This advanced seminar on customer service skills examines potential levels of service and invites the participants to identify the qualities that will distinguish them as they give to their students. Included is a brief review of service basics. There is also an examination of the unique demands that characterize service needs which arrive by phone.

Presenter: Allyson Wynne, Citibank

Moderator: Francine Wian, The Art Institute

The ABC's of NSLDS

Join us for the basics of using the National Student Loan Data System, (NSLDS) in a financial aid office. This session will spotlight the fundamentals of NSLDS including how to interpret loan information when

determining eligibility and how to calculate eligibility when the loan history does not make sense. The session will also address how to resolve issues involving unallocated funds, enrollment reporting, and disability discharge from a regulatory stand point.

Presenter: Wendy Olsen, National Student Loan Program
Moderator: Beth Mikel, The Art Institute

Educating America, One Meal at a Time!

The science of food and nutrition is an integral part of your performance on a daily basis. Learn which foods to choose to get more energy and stamina for the entire day. Explore eating behaviors which can help or hinder your performance. Discover techniques to assist you in weight maintenance or weight loss which can improve your quality of life and enhance your competitive edge.

Presenter: Bunny Ferris, SunTrust Education Loans
Moderator: Jeanne Holmes, SunTrust Education Loans

Coming to Terms with R2T4

Are you up to date with the policies regarding R2T4? Are you aware that R2T4 results in numerous compliance findings in our financial aid offices? Learn what guidance the Department of Education is giving financial aid officers to assist them in complying with R2T4 regulations. See how R2T4 OTW can help you come to terms with R2T4.

Presenter: Teresa Williams, Wingate University
Moderator: Sean Van Pallandt, Louisburg College

Working with Veterans Affairs to Help Students

Federal Student Aid and Veterans Affairs staff have developed this presentation to help aid administrators understand greater details about how these programs operate and their impact on Federal Student Aid.

Presenter: Dan Klock, US Dept. of Education
Moderator: Barbara Corradetti, The Art Institute

Financial Aid and the Business Office -

The Reality of Working Together

A bold approach to combining functions of the traditional financial aid and business offices to better serve students, their families and the university. Hear about the challenges and rewards of implementing an innovative model.

Presenter: Eileen Dills, Queens University
Moderator: Melissa Ellyson, Bank One

Report from Georgia President Suzanne Pittman

SASF AA Executive Board Meeting

Memphis, Tennessee

GASF AA Report

Submitted by: Suzanne Pittman

10/28/05

- GASFAA's Fall Conference was held October 13-14 in Macon, Georgia. Pennie Strong and her program committee did a great job with the theme, "Look Sharp, Think Sharp, on the cutting edge of financial aid." We had 319 attendees, 44 of which were new members, and our membership now exceeds 600.
- Our pre-conference event was our New Aid Officers Workshop conducted by Melody Hodge and our Professional Development Committee.
- The service project for the conference was a Hurricane Relief effort for the financial aid associations of Alabama and Mississippi. We are pleased to present \$1326.00 to each state for assistance to their members and students.
- The GASFAA Executive Board approved appointing Jill Rayner to serve on the Steering Committee for College Goal Sunday in Georgia.
- We have a Bursar's Workshop for administering aid programs scheduled on November 17, 2005.
- GASFAA will present the NASFAA Decentralized Training to the membership later in the year.
- GASFAA's Strategic Planning Retreat is scheduled for December 8 in Macon, Georgia. We hope to have a broad representation of the membership in attendance. We are planning for a group of 50-60.

Report from Kentucky President Shelley Park

SASF AA Executive Board Meeting

October 28-30, 2005

Kentucky Board Report

The fall 2005 KASF AA conference was held October 19-21, 2005 at the beautiful Louisville Marriott Downtown and the theme for the conference was Stars, Stripes and the KASF AA Spirit. Over 250 KASF AA members attended and had a variety of sessions to choose from such as Higher Education Law to Balancing Ethics in the Workplace. Many excellent speakers were on hand such as Kathy Makowski from the US Department of Education, Harvey Alston and a special highlight of the conference was a distinguished group of presenters – Dallas Martin, NASFAA President, Larry Matejka, Executive Director of ISAC and Tom Layzell from the Kentucky Council on Postsecondary Education to discuss the history and evolution of the Higher Education Act. SASF AA President Guy Gibbs attended and presented to the membership the SAF AA update. Another special highlight of the conference was the unveiling of a new and update website for KASF AA at www.kasfaa.com. The technology committee along with help from the Kentucky Higher Education Assistance Authority made this website happens and it looks great and the membership is very pleased with the results.

The spring KASFAA conference will be held April 19-21, 2006 in Lexington, KY.

One of the two scheduled NASFAA decentralized trainings were held on October 27, 2005 with 90 people attending. Cindy Burnett from Western Kentucky University is the instructor for the workshop on campus wide compliance and will conduct the second training at Madisonville Technical College with over 40 people expected on November 11th. High school counselors workshops begin on November 3 -18 and KASFAA will conduct training also with ACT and the Kentucky Department of Education to approximately 500 guidance counselors and agency personnel in the next two weeks.

Volunteers now number over 100 and growing for our College Goal Sunday on January 29, 2006. KASFAA has over 19 sites throughout the state coordinated for College Goal Sunday and is working with a public relations firm for the promotion of this date in Kentucky.

Submitted by:
Shelley Park
KASFAA President

Report from South Carolina President Nancy Garmroth

South Carolina State Report
Nancy T. Garmroth - President
SCASFAA Report to SASFAA
Memphis, TN
October 29, 2005

Vice President, Tabatha McAllister, and the professional development committee have done an exceptional job of coordinating training activities for the year. New Aid Officers training was held on September 26 and 27 in Columbia, SC. NASFAA Decentralized training will also be held in Columbia on December 6. A leadership symposium geared toward directors and upper level management will be held on February 2, 2006. SCASFAA also entered into the partnership with NASFAA to promote LearnStudentAid.

The fall conference was held October 10 and 11 at the Embassy Suites Historic Charleston, SC. The theme was "*The Spirit of SCASFAA-Making a Difference*". Kim Jenerette, Terria Williams, Jackie Bell and the fall program committee did a great job! The Executive Board meeting preceded the conference on October 9. The budget was approved, several policy changes were approved (including a change for SCASFAA to pay for the President and President Elect's attendance at the annual SASFAA conference) and a donation to AASFAA and MASFAA for students and institutions affected by Hurricane Katrina was approved.

Membership in SCASFAA was up at the fall conference compared to the same time last year. Jeff Holliday, Member-at-Large, continues to promote membership benefits. He developed a new membership brochure, and I thank Paul Mittelhammer and Citibank for assisting with this project.

Nominations are being sought for the offices of President-Elect, Vice President, Secretary and Member-at-Large. Betty Whalen chairs the nominations and elections committee. This committee will meet on December 13. Changes to the Bylaws will also be on the ballot. The recommendation is to change the reference from "audit" to "financial review". This change in the policies & procedures has already been made.

Jeff Dennis and the counselor relations committee have already begun work on Paying for College Day. SCASFAA partners with the S.C. Student Loan Corporation, which sponsors the event, to provide members who will work at the sites to provide financial aid information and to help with completion of the FAFSA. This committee is also reviewing the effectiveness of the high school guidance counselor summer internship program. Face the Facts, a publication for high school counselors, will be published in November.

Em McNair and the diversity committee worked with the fall program committee to sponsor a session on “Making a Difference One Student at a Time” which was presented by Pat Woods of TG at the fall conference. A workshop on “Celebrating the Diversity of the Students We Serve” will be held on November 3 in Columbia, S.C. Pat Woods will facilitate this workshop. Speakers will address topics such as non-traditional students, sexual orientation, Spanish speaking/migrant workers and scholarship opportunities available for students.

Tamy Garofano chairs the vendor/sponsor committee. This committee has done an exceptional job of securing sponsorships and worked diligently at the fall conference. Support is expected to exceed original budget projections.

The Executive Board agreed for South Carolina to host SASFAA in 2009 instead of 2010. Ron Gamble and I will be visiting sites in Myrtle Beach November 20 – 22.

Dr. Ed Miller, who serves on the Executive Board as the peer support network liaison, will chair an ad hoc committee to review SCASFAA’s role in providing scholarships to students and/or members.

Katie Harrison, newsletter editor, has the fall edition of Palmetto Pages ready to print. It will be published in November and had to be expanded by 4 pages. Katie and her committee have done a great job!

SCASFAA is proud to have several members serving SASFAA and NASFAA. Those serving SASFAA include: Jackie Bell, Jeff Dennis, Bob Godfrey, Katie Harrison, Jeff Holliday, Cleo Martin, Keith Reeves, Chuck Sanders, Eddie Shannon, Glenn Shumpert, Betty Whalen, Bill Whitlock, Michelle Wright and Karen Woodfaulk. South Carolina is also represented at the national level. Bob Godfrey is the SASFAA region representative to the NASFAA Nominations and Elections Committee. He was elected two years ago and is completing his two year commitment this year. Ellen Green has been appointed to the Leadership Development and Professional Advancement Committee for 2005-2006.

NASFAA's 2005 State Award for Service to the Financial Aid Profession was presented to the membership at the fall conference. Also, Mr. William (Bill) M. Mackie, Jr. upon his retirement as President and CEO of the S.C. Student Loan Corporation was presented the Distinguished Service Award. Mr. Mackie was appointed Executive Director of the S.C. Student Loan Corporation upon its inception in 1974. He has distinguished himself through selfless and committed leadership in South Carolina for 31 years. In 1996, Mr. Mackie was recognized for his tremendous service to the parents and students of S.C. and was awarded the Order of the Palmetto, the highest civilian honor awarded by the State.

The next Executive Board meeting will be Wednesday, January 25, 2006, at the S.C. Student Loan Corporation.

Report from Virginia President Brad Barnett
SASFAA Executive Board Meeting
October 28-30, 2005
Virginia Board Report

The theme for 2005-06 is to "Be a Financial Aid Survivor," which is being accomplished by focusing on three main objectives. The objectives are Communication, Continuity, and Commitment, or what we have affectionately dubbed the 3 C's.

Committees are hard at work on their standardized goals and objectives for the year and we have reached the point of the year where much of their work is now being seen by the membership.

The Fall VASFAA Voice Newsletter has recently been posted to the VASFAA web site. This edition has been entitled the "Leadership Development Issue." The newsletter also contains a fabulous article written by Liza Bruce, ECMC and VASFAA Diversity Chair, telling her personal story of dealing with kidney failure, a transplant and blindness. It is a very inspirational story.

The Vendor/Sponsor Lottery for the 2005-06 year has taken place and vendors have claimed their items to sponsor via the lottery process. This is our second year using this format, and once again the lottery process appears to be very successful.

The Secondary School Relations Committee has coordinated thirteen high school guidance counselor workshops that will take place across Virginia from November 4th to December 9th. These workshops will prepare high school guidance counselors to assist students in applying for financial aid for 2006-2007. I am very appreciative to all thirteen sites who volunteered to host these extremely important workshops.

The Support Staff Training Committee is providing two workshops entitled "Verification and Income Tax." The subject is intended for staff members who provide hands-on, front-desk interaction with students and parents, along with anyone needing clarification on reviewing tax returns and verification documents. The dates and locations of these events are October 27th at VA Tech and November 4th at George Mason University.

The Experienced Aid Officer's Committee will hold the 2005 VASFAA Fall Leadership Symposium at The Inn and Skelton Conference Center at Virginia Tech, Blacksburg on November 14th and 15th. The intent of the Symposium is to provide in-depth knowledge on current research and management issues

related to financial aid. Agenda topics include self-leadership, media relations, the millennial student, state appropriations update, and enrollment management strategies. The Symposium is intended for experienced, active financial aid school professionals that are VASF AA members.

The Training Committee has coordinated a New Aid Officer Workshop that will take place on December 1st and 2nd in Richmond, VA. VASF AA has generally conducted a full day new aid officer training in conjunction with a conference, but feedback from the membership has indicated that it is desirable to hold a separate event in the fall. So, we have added this workshop to our fall training agenda and are looking forward to a great turnout.

The Awareness Committee has begun their work soliciting sites for our annual VASF AA Super Saturday events that will take place shortly after the beginning of the new year. These events will occur in several locations throughout Virginia, and financial aid professionals will be on hand to assist students and parents in completing the FAFSA.

The Public Relations Committee is hard at work gathering personal financial aid stories from the membership and the Membership Committee is continuing their membership drive.

The Conference Committee, Training Committee, and Diversity Committee are hard at work planning events for the May 2006 conference at the Virginia Beach Hilton Oceanfront Hotel Virginia Beach, VA. This will be our second year at this hotel.

VASF AA has partnered with the NASFAA and its Web-based training program, LearnStudentAid.org. Information about this can be found on the VASF AA web site.

The new committee planning and reporting format seems to be working well. With the new reporting format committees will update a single document each time a report is due. We have only had one reporting cycle to date. I am happy to say those reports are posted in the "About VASF AA" link on the VASF AA web site for all to view. During the next reporting cycle each committee will simply update this document, which will keep all of their reports in one location.

One of our goals this year was to create an in-depth "Committee Description" for each of the VASF AA committees. The majority of those descriptions have been created. Once this project has been completed these descriptions will aid in recruiting volunteers and providing more clarity for committee work, now and in the future.

Respectfully submitted by,
Brad Barnett
VASF AA President

ATTACHMENT C

COMMITTEE REPORTS

Report from Membership Chair Juanita Russell

**SASF AA Executive Board Meeting
The Peabody Memphis
Memphis, TN
October 28-30, 2005**

**Membership Committee Report
Juanita McKenzie Russell, Chair**

The primary responsibility of the Membership Committee is to encourage membership by all persons actively involved in student financial aid administration. Two letters were sent to SasfaaL encouraging SASFAA membership. The first letter was sent on August 16, 2005 from the President and Membership Chair listing several reasons for joining SASFAA. The second letter was sent on August 29, 2005 from SASFAA President Guy Gibbs. President Gibbs asked the SASFAA membership to complete the membership application online for initial application or renewal. President Gibbs also stated that SASFAA is **THE PREMIER REGIONAL FINANCIAL AID ASSOCIATION**.

The friendly membership competition is well underway. The competition was kicked off with an e-mail of current membership by state to State Presidents, President Guy Gibbs, and the Membership Committee. The membership is growing (from September 7th through October 24th); we have had 314 members to join bringing our current membership total to **765**.

Committee Members were asked to type mailing labels for their respective states. The addresses were taken from the 2005-2006 Federal School Code List Book. Several committee members were able to type the labels and forwarded them via e-mail using standard Avery label 5161. This idea of using the Federal School Code Book came about because it listed addresses of schools with a Title IV School Code; and if each member could type labels for their state the only cost to the administration would be the cost of labels. However, discussion was generated on how to address the labels. The original idea was to send information concerning SASFAA (to be determined - brochure/flyer/letter) to the Chief Executive Officer of the Institution. The Chief Executive Officer was used as the address title because some schools have Presidents, Chancellors, Owners, etc...). If this title is not feasible, any recommendation from the Board is certainly appreciated.

Please Note: Members of the membership committee were asked to type Chief Executive Officer as the addressee; but information concerning SASFFA, using labels as stated above, would not have been mailed without the approval of the Board.

The Membership Committee is dedicated to serving SASFAA and will continue to answer telephone calls and emails regarding membership promptly and professionally. Let us keep on promoting SASFAA membership!

Report from Newsletter Editor April Kendrick

October Board Report from Newsletter Editor

Since the last board meeting in Greensboro, the following activities have transpired:

The first quarterly edition of the newsletter, **SASFAA Fall October 2004 Newsletter**, has been sent to ATAC and should be available online shortly. A special thanks to the elected board, state presidents, committee chairs and liaisons for providing their reports for the Fall SASFAA Newsletter. In addition, SASFAA members provided other articles for publication, and the newsletter editor was able to add additional information pertinent to financial aid and the mission of the association. The SASFAA sponsors came through again and provided a number of full- and half-page advertisements. Also, thanks to Keith Reeves for working with the sponsors and obtaining a commitment for newsletter advertisements.

December Quarterly Newsletter

Articles and ads for the December newsletter letter need to be submitted to the newsletter editor no later than Wednesday, November 15th, 2005. Every effort will be made to have the newsletter available on the SASFAA Web site by December 15th.

All state presidents, elected officers, committee chairs, and liaisons are also encouraged to provide articles for inclusion and to keep the SASFAA membership informed of activities taking place. As indicated, articles need to be provided to the newsletter editor by mid-November, if at all possible. Exceptions may be made. Contact the newsletter editor at 859-257-48272 #4235 or by e-mail at April.Kendrick@kctcs.edu if the deadline cannot be met.

The December newsletter will also provide the SASFAA membership with information about the upcoming election to be held in conjunction with the annual conference. Candidates for president-elect, vice president, and secretary should have their bios, candidacy statements and photos to the newsletter editor no later than November 20, 2005. Photos should be in either a jpg or gif format. One page will be devoted to the candidacy of each nominee.

*All submissions should be provided to the Newsletter Editor. Articles are to be submitted to April D. Kendrick, Bluegrass Community and Technical College. The e-mail address is April.Kendrick@kctcs.edu , telephone number 859-257-4872 ext. 4235, fax number 859-257-6274. Materials should be sent as a Word attachment, New Times Roman font, 10 pitch, and third person. Questions should be addressed to the Editor.

Report from Site Selection Ron Gambill

SASFAA Executive Board Report Site Selection October 29, 2005

The Site Selection Chair has scheduled a visit to Myrtle Beach, South Carolina, November 21-22, 2005. Meetings and site reviews will be conducted with the Myrtle Beach Convention Center and hotels in the area. Additionally, a visit will be made to the Kingston Plantation which is served by two hotels on the property. It is located in North Myrtle Beach. Nancy Garmroth will be representing SCASFAA on the site visits.

Hotels in Greenville, South Carolina were contacted but these were not suitable facilities for the size of the SASFAA Conference.

Reference was made to a facility in North Charleston, which will be contacted following the November trip. Nancy Garmroth continues to seek other possibilities. Her assistance is greatly appreciated.

The New Aid Officers Workshop site contract for Asheville was reviewed.

Submitted by,

Ron Gambill

Report from Electronic Services Chair Erik Melis

To: SASFAA Executive Board

From: Erik R. O. Melis, Chair, SASFAA Electronic Services Committee

Date: October 17, 2005

Subj: Electronic Services Committee Report for October 2005 Board Meeting

The following updates have been made to the web site, through coordination with ATAC and other SASFAA committees and board members, since the June board report:

- (1) 2005-2006 Vendor/Sponsor information updated on the web.
- (2) Banner ads for sponsors added to the web.
- (3) Updated version Travel Expense Form and Travel Guidelines to ATAC and updated on web including updates to mileage reimbursement rate post to the web.
- (4) Membership Chair contact information on general membership information page corrected.
- (5) Worked with Conference Committee to get preliminary input and graphics for 2006 Conference mini-site.
- (6) Budget information updated on web.

The following web-related projects are planned, are in progress or will be continued by the 2005-2006 Electronic Services Committee.:

- (1) Electronic Services committee will work closely with Board Special Appointee to review the functionality of the new SASFAA web site in order to recommend P&P changes
- (2) Electronic Services committee will evaluate the current web layout and navigation and determine possible enhancements that should be made to facilitate easier access to information on the web. (in-progress ... committee members are reviewing the current layout to try to determine where improvements and/or changes are warranted)
- (3) Electronic Services committee will work to finalize proposal for disposition processes for obsolete/non-working electronic equipment within SASFAA. (in-progress)

The following items related to SASFAA Listserv maintenance are continuing for 2005-2006:

- (1) Electronic Services committee will work with ATAC to determine feasibility of having all members being able to receive listserv messages but only having current, paid members being able to post to the listserv. This will be reviewed in order to make a recommendation to the board.

Throughout the course of the upcoming year, the Electronic Services Committee will continue to work with the elected Board, State Presidents, and Committee Chairs to get input on improvements and updates for the SASFAA web site and to determine ways that the Electronic Services Committee can assist in meeting goals and objectives.

Report from Vendor/Sponsor Keith Reeves

Report from Sponsorship, Keith Reeves, Chair

1. Sponsorship during the October Board Meeting

The chair would like to thank the sponsors below for providing generous support of activities associated with this meeting:

EdAmerica/EdSouth – Friday night dinner
NextStudent – Saturday morning breakfast
TG - Saturday morning break
Bank of America – Saturday lunch
TG - Saturday afternoon break
NSLP/Suntrust – Saturday night dinner
Academic Management Services – Sunday morning breakfast
National Education – Hospitality

2. Banner Ads

Currently, there are 21 sponsors advertising via banner ads on the SASFAA website. An individual also ran a banner ad during August and September. These 22 sponsors have provided \$25,400 in support.

3. Newsletter Ads

Requests have been received from 19 sponsors to place ads in the newsletter. Advertising revenue from this source currently is \$22,103, which already exceeds the 04-05 year end total of \$20,454.

4. Conference Committee October Meeting

Sponsorship for the Conference Committee's October meeting in Charlotte, NC was received by:

Nelnet – dinner
AmSouth – 2 breakfasts
EdAmerica – lunch
College Loan Corp – dinner
First Horizons – breaks

5. Long Range Planning Summit

Sponsorship for the Long Range Planning Summit in Charlotte is currently being solicited. So far commitments have been received from Citibank, EdSouth, NextStudent, Wachovia and a consortium of Sallie Mae lenders.

6. Annual Conference

Sponsorship information for the conference was made available on the website in early August. To date, we have received commitments from 32 sponsors (7 platinum, 14 gold, 7 silver and 4 bronze) totaling \$84,970.

Efforts will be made to individually contact sponsors who have yet to make a commitment for the Greensboro conference who have provided support in the past.

Report from Budget and Finance Chair Clark Aldridge

FINANCE and AUDIT REPORT
MEMPHIS, TENNESSEE
October, 28-30, 2005

A CD in the amount of \$50,000 at 4.5% interest, with Household Bank expired on 9-26-2005. Our options for re-investment were discuss with Jim Mills, our investment manager at SunTrust Bank. Because of the minimal return on investment between a three year CD and a five year CD It was determined that we would be best served by purchasing a three year certificate at 4.35% as opposed to a five year CD. The replacement CD is with Community Shores Bank.

Interest rates are now trending upward therefore; a shorter term investment is in the best interest of SASFAA.

I also, spoke to Mr. Mills about the possibility of investing in U. S. Treasury notes as an alternative to a bank CD. At the time of our purchase, bank CDs had a slightly higher rate of return. However, we need to continue to look at this option in the future. I would encourage SASFAA to make clear in our Guide to Financial Management the U.S. Treasury notes are an acceptable investment. According to Mr. Mills they are as secure as CDs for investment purposes.

The Audit and Finance Committee met on 10-21-23, 2005 to begin the annual financial review. The Committee is still in the process of gathering information however, much of the work is complete. In comparing the current practices with the Guide to Financial Management we found a number of obsolete statements now that we have gone to an electronic process. We also, noted that other practices have changed, such as having our CDs kept in an Association safety deposit box. Since we now work through the SunTrust Trust Department, the CDs are held in trust by the bank.

We also, noted instances of individuals renting cars without attaching supporting approval for the president. We noted car rentals in place of air fare without documentation that the car rental was equal to or less than air fare. We encourage members traveling for SASFAA to be aware of the allowable meal expense.

In general we have found that sound business practices to be in place and followed.

I want to thank Ben Baker, Randy Craig and Chris Tolson for their great work on the financial review.

Submitted by
Clark Aldridge
Audit and Finance Chair

Holding Company	Account #	Contact Information	Purchase Date	Amount	Interest Accrual	Term	Maturity Date	Rate
Bank Vernon, AL	DFL006262	James A. Mills Sr. Investment Officer Suntrust Securities Corporation 500 Main Street, 5th Floor Norfolk, VA 23510 Phone: 757-624-5626 Fax: 757-624-5629 jim.mills@suntrust.com	6/3/2005	\$20,000	n/a	24	6/11/2007	3.95%
Mid First Bank	DFL006262	James A. Mills Suntrust Securities	6/3/2002	\$25,000	n/a	48	6/12/2006	4.30%
Webb City Bank	DFL006262	Sunntrust Investment Group	9/25/2003	\$25,000	n/a	36	9/29/2006	2.75%
Hibernia National Bank	DFL006262	Sunntrust Investment Group	6/18/2004	\$75,000	n/a	60	6/30/2009	4.35%
Pacific Crest Savings Bank	DFL006262	Sunntrust Investment Group	6/8/2005	\$50,000	n/a	36	6/13/2008	4.05%
Independent Bankers Bank	DFL006262	Sunntrust Investment Group	1/6/2004	\$25,000	n/a	39	4/20/2007	3.00%
American National Bank	DFL006262	Sunntrust Investment Group	1/16/2004	\$25,000	n/a	48	1/16/2008	3.35%
Morton Communit Bank	DFL006262	Sunntrust Investment Group	7/7/2003	\$25,000	n/a	36	7/10/2006	2.00%
Northview Bank	DFL006262	Sunntrust Investment Group	7/1/2004	\$50,000	n/a	36	7/14/2007	3.65%
Community Shores Bank	DFL006262	Sunntrust Investment Group	9/16/2005	\$50,000	n/a	36	9/29/2008	4.35%
Middleton Community Bank	DFL006262	Sunntrust Investment Group	1/7/2005	\$25,000	n/a	36	1/11/2008	3.65%
Republic Bank	DFL006262	Sunntrust Investment Group	9/12/2002	\$65,000	n/a	48	9/18/2006	3.60%
First Internet Bank of Indiana	DFL006262	Sunntrust Investment Group	7/7/2004	\$50,000	n/a	48	7/16/2008	3.90%

TOTAL INVESTMENTS				\$510,000				
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10/10/2005

Report from Conference Chair Lianne Masterson

**SASFAA Board Meeting
October 28-30, 2005**

CONFERENCE COMMITTEE REPORT

Planning for the 43rd Annual SASFAA Conference to be held at the Sheraton Four Seasons in Greensboro NC, February 12-15, 2006, is well underway. Our theme for the conference, “Financial Aid: Unmasked”, will address how we can unmask the financial aid process for students & families, the federal regulations & interpretations for us, our offices on our own campuses, and the multitude of masks we wear personally & professionally.

The Conference Committee met in Charlotte October 7-9, to finalize the conference format and sessions, as well as reviewing details and hotel layout. I wish to offer public thanks to those members of this board who serve as crucial members of the Conference Committee – Tolly Tollefson, Heather Boutell, Keith Reeves, Crusie Lucero and of course, Guy Gibbs. There are two other members who play a vital role in helping us get the word out, so I have a special word of thanks to Erik Melis and Juanita Russell.

In addition to their work as State Representatives, the following committee members are responsible for the following tasks on the Conference Committee:

Alabama Representative	Shannon Cross	DOE Liaison
Florida Representative	Anna Zawisza	Publicity/Signage Liaison
Georgia Representative	Deborah Clark	Special Events Liaison
Kentucky Representative	Michael Morgan	Evaluations/ODAA Liaison
Mississippi Representative	Laura Diven-Brown	Publications & Printing Liaison
North Carolina Representative	Rose Mary Stelma	General Sessions/VIP Liaison
South Carolina Representative	Bill Whitlock	Audio-Visual Liaison
Tennessee Representative	Janette Overton	Electronics Liaison
Virginia Representative	Patricia Kelly	Concurrent Sessions/Moderators Liaison
	Janet Sain	Hotel Liaison
	Bridget Ellis	Local Arrangements Co-Chair
	Tolly Tollefson	Local Arrangements Co-Chair
	Gary Mann	Vendor/Sponsor Liaison

Ex-Officio Members

SASFAA President	Guy Gibbs
SASFAA Vice President	Tolly Tollefson
SASFAA Vendor/Sponsor Chair	Keith Reeves

I am extremely pleased with the exchange of ideas, creativity and hard work already put forth by the committee. We are all excited about the quality and content of the program. Our Keynote Speaker for Sunday evening will be Roger Reece, a dynamic and motivational speaker with a “twist”. In addition, SASFAA will be sponsoring a dance after the President’s Reception on Sunday evening the hotel’s club. We will continue to offer a series of concurrent sessions in a hands-on learning environment. The charity selected by the Local Arrangements Committee is the Victory Junction Gang Kid’s Camp, sponsored by NASCAR. They will be speaking at the luncheon on Monday. Bingo will again be offered on Monday for our die-hard bingo fans. Crusie and her committee are responsible for the “Diversity” speaker on Tuesday late morning and will be having a Diversity Luncheon. SASFAA awards will be made at the Tuesday evening banquet, with after dinner entertainment provided by *The Embers*. School Spirit Day will be held on Wednesday, as it is a travel day and most attendees are dressed casually anyway. We may be able to hang state banners this year, so I request all State Presidents to make plans now to bring your state banner with you and turn it in to Conference Headquarters upon your arrival. We have confirmations from the Department of Education that Jeff Baker, Dan and Ginger Klock, Kathie Makowski, Fred Sellers and Yolanda Adams have been approved to attend.

The Committee would appreciate all of your assistance in promoting the conference. We hope to have the website up and running with Conference Registration, Hotel Information and General Conference Information in the near future. A Tentative Agenda will be forthcoming, to include the concurrent sessions to be offered. Sessions that have been approved are the following:

Student Services

Financial Literacy

Keys to Successful Financial Aid Awareness Events

“Has Someone Taken Over Your Good Name?” (Identity Theft);

Helping Students Help Themselves (Get out of the Office & Get Online)

FAO Nuts & Bolts

Successful Work Study Programs: Insights & Practices

Reauthorization: The Affects By Institution Type

IRS Filing Requirements (i.e. What FAAs are “obligated” to know)

Educational Benefits for Veterans (incl. 1607)

Developing a Policy & Procedures Manual

Ethics in Financial Aid

Disasters: A Fin Aid Perspective, Institutional Policy, Dealing w/ Aftermath

Promising Practices for Administering Diversity-Based Aid

Consolidation Update & Title IV Debt Reduction

Best Practices

Verification: In-Depth Tax Analysis; Business Value/S-Corps/Self-Employment; FA Liability

Default Aversion/Prevention: Managing Your Cohort Default Rate

Looking Beyond AGI When Determining Need-Based Aid (Hidden Income)

Why Is a Diverse Student Population Important

Default Profiling

Creating/Evaluating a Lender/Guarantee List: Stafford, PLUS, & Alternative Loans

Financial Planning/Debt Management/Alternative Loans

Undocumented Parents

Unmasking Personal Prejudices/Biases in PJ

The College-Going Demographics

Staffing/Management/Personal

Put PEP in Your Step (stress, time, email mgmt)

Developing Leadership Skills: Whale Done

Peer Counseling

Situational Leadership

Proactive Enrollment Management & Retention
The NASFAA Staffing Module

Communications

The Multi-Generational Workplace
An Integrated Scholarship Program (connecting donors w/ recipients, ...)
“What Happens When...” – Teaching the Academic Community about Financial Consequences
of Academic Decisions
Increasing FA Visibility and Impact on Campus
Communicating With A Diverse Student Population
Dealing with Difficult Co-Workers
Dealing with Difficult People

Processing

Software Products & the Revolution of FA Technology
Analyzing FA Data/Institutional Research
Creating a FA Annual Report (what to include, how to interpret it...)

Fed Sessions

Managing the Conflicting Information
Resolving C Codes
R2T4
NSLDS: Data Conflict Resolution
NSLDS: How To Use It More Effectively
Top 10 Compliance Issues/Hot Topics
Tools For Schools – FSA Assessment, ISIR Analysis, Verification Tool, IFAP
How To Survive A Program Review
New Bankruptcy Laws & Disability
Common Origination & Disbursement
Classes That Count Toward (Not Degree-Seeking, Dual, Corresp., Telecom.)

Respectfully submitted,
Lisanne Masterson
SASF AA 2006 Conference Chair

Report from Diversity Chair Crusie Lucero

**SASF AA Executive Board Report
Diversity Committee
October, 29, 2005**

The Diversity Committee met via conference call August 23, 2005. The committee reviewed the goals and issues assigned for 2005-2006 and begin planning the activities for the SASF AA Conference.

The committee discussed the advisability of having another pre-conference Multicultural Leadership Symposium or to have a different activity such as a multicultural leadership breakfast or luncheon. The prior year Multicultural Leadership Symposium was poorly attended and was very costly. The committee has decided to have a multicultural leadership luncheon on Tuesday of the conference; attendance will be limited to the first 125 persons who sign up to attend. All SASF AA members will have the opportunity to register for the luncheon at the same time as they register for the conference but in a manner separate from the rest of the registration form. We will also have a general session and are working on several interest sessions that we hope will be informative and interesting to all our members.

The committee will meet via conference call again on November 1. We plan to meet in Atlanta prior to the Electronic Access Conference to finalize our sessions, speakers, presenters, etc. for the conference. This was least costly way to meet since many of the committee members were going to attend EAC.

Submitted by:

Crusie Lucero, Diversity Chair

Report from Long Range Planning Carol Mowbray

SASFAA Board of Directors

Long Range Planning Committee Report

October 29, 2005

Memphis, TN

Activities.

- **The Long Range Planning committee met on September 18 and 19, 2005 in Charlotte, NC to develop the details to implement the SASFAA Strategic and Long Range Planning Summit scheduled for November 11-12th at the University Hilton, Charlotte, NC.**
- **The LRP also met by conference call on October 19th.**
- **Tom Morehouse and Carol Mowbray met with Tara Telfair, Leadership Institute of the University of Virginia on October 7th in Charlottesville, VA.**
- **Carol Mowbray and Tara Telfair conference call on October 27th regarding participants reponses and program design.**
- **LRP will meet by conference call on November 2 regarding final arrangements**
- **LRP will meet on site on November 10 with Tara Telfair from noon to 5 pm.**

Communications with Participants.

- **Guy Gibbs sent a letter to all participants on September 22, 2005 reconfirming participation and providing transportation guidance.**
- **Tara Telfair sent by email a survey to all participants (attached) on October 18, 2005.**
- **Tara Telfair called President Gibbs and President-elect Tener.**
- **Carol Mowbray sent email reminder (10-28-05) to all participants regarding transportation and rooming arrangements and confirmation of participation.**
- **Guy Gibbs will forward email to all participants (11-03-05) regarding background information and goals for Summit.**

Participant Changes

- **April Kendrick declined; Mary Givhan alternate**
- **Cara Suhr declined; Jenelle Handcox alternate**

- **Donja Tripp declined; Bill Spiers alternative**
- **Peggy Loewy Wellisch declined (committee member-no replacement)**
- **Joanie Walker declined; Janette Overton replaced her with Board approval**
- **Rick Wilder cancelled (10-28-05) - contacting alternate**
- **Keith Reeves cancelled (10-28-05) – contacting alternate**

Sponsorship.

Facilitator and Participant Gifts

- **SallieMae partners, AMS, AmSouth, Nellie Mae, Student Loan Funding, Southwest, Sallie Mae Education Trust and USA Funds** **\$ 3500**

Nov 11 Breakfast

- **Wachovia** **\$ 500**

Nov 11 Breakfast

- **NextStudent** **\$ 250**

Nov 11 Lunch

- **Citibank** **\$ 1100**

Report from Special Projects Susan Little

October 29, 2005

To: SASFAA Board

From: Susan Little, Special Projects

Subject: Fall Board Report

I will be visiting the South Carolina Student Loan Corporation on December 13-14 to review the existing SASFAA Archives. A list will be prepared of what is currently in the files, a proposal made for what could be moved to electronic storage on our Web site, and a recommendation made for what could be cleared out. I also hope to be able to formulate a recommendation on what to do with the paper files which are determined necessary to retain and how they should be stored with imaging a consideration for them.

While making arrangements for this visit, I contacted Earl Mayo who we all thought would be the contact from the Corporation but we really needed to work with Cheryl Hughes. I took the liberty of changing the committee make-up and inserted Cheryl's name for Earl's.

Barry Simmons, Zita Barree, and Jill Rayner will be working with me on the issue of a SASFAA Foundation. Barry has agreed to work with Buddy Johnston from VASFAA who was instrumental in setting up the VASFAA Foundation. We will have a conference call the second week in November to begin that process with a report planned for the Board in February.

Both Heather Boutell and Sandy Neal have contacted their committees for the PPM and Guide to Financial Management Reviews and I will be working with both of those groups on the respective reviews.

ATTACHMENT D

LIAISON REPORTS

Report from Lender Liaison Paul Mittlehammer

Lender Liaison Report
SASFAA Board Meeting
October 29, 2005

Submitted by Paul Mittelhammer

Now that the House and Senate have the work of their committees completed here are the highlights of each as it pertains to Student Loan programs.

Loan Limits

S.1614

H.R. 609

<p>Increases annual loan limits for Stafford loans (FFEL and Direct) as follows: Subsidized borrowers – Year one from \$ 2,625 to \$ 3,500 Subsidized borrowers – Year two from \$ 3,500 to \$ 4,500 Unsubsidized graduate borrowers from \$ 10,000 to \$ 12,000 Aggregate limits remain unchanged Permits graduate and professional students to borrow under the PLUS program (retains the adverse credit provisions for these borrowers; retains the 60 day repayment start date for these borrowers (PLUS))</p>	<p>For new loans made on or after July 1, 2007: Increase year one from \$ 2,625 to \$ 3,500 Increase year two from \$ 3,500 to \$ 4,500 Increase unsubsidized annual limits for graduate borrowers from \$ 10,000 to \$ 12,000 Aggregate limits remain unchanged</p>
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Interest Rate

S.1614

H.R. 609

<p>Permits the fixed interest rate scheduled to take effect on 7/1/06 to take place Stafford loans made on or after 7/1/06 will be at 6.8% Increase the PLUS fixed interest rate for loans made on or after 7/1/06 from 7.9% to 8.5%</p>	<p>Retains variable interest rates for all borrowers for all loans after 7/1/06 Provides for a fixed rate option for consolidation loan borrowers on or after 7/1/06 The rate will be calculated at the 91-day T-Bill plus 3.3% capped at 8.25% Borrowers will be charged a .50% origination fee</p>
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Consolidation Loans

S. 1614

H.R. 609

<p>Single holder rule repealed in its entirety Consolidation loan interest rate remains fixed at the weighted average of loans consolidated</p>	<p>Single holder rule repealed Institutes a notification requirement for the borrower to inform current holder of intent to</p>
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<p>Lender origination fee increased from .50% to 1.0% for new consolidation loans made on or after 4/1/06</p> <p>Lender must disclose to borrowers the effects on Perkins benefits that could be lost as a result of consolidation, including loan forgiveness, interest free periods and the specific occupations for which Perkins loans may be foregiven.</p>	<p>consolidate</p> <p>Requires consolidators to provide detailed disclosures to borrowers before they consolidate (institutions must do so at exit interview) so borrowers know what the effect of consolidation may be, including loss of other benefits, increased total interest cost over time, as well as their ability to cancel the loan</p> <p>Repeals in-school consolidation</p> <p>Tightens up the super two step process</p> <p>Lines up eligibility requirements for DL and FFELP</p>
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School as Lender
S. 1614

H.R. 609

<p>Institutes a “moratorium” on schools acting as lenders (i.e. no more new schools)</p> <p>Requires schools to have met all requirements before 8/31/05 and to have made loans on or before 8/31/05</p> <p>Requires schools to hold the loans until the borrower enters grace</p> <p>Requires all proceeds from participation to be used for need based grant assistance</p> <p>Requires this grant aid to supplement not supplant other Federal, State and institutional aid</p> <p>Allow for reasonable administrative expenses</p>	<p>Makes clear schools may only lend under the subsidized and unsubsidized FFEL program, PLUS is not included</p> <p>Schools may only lend to graduate and professional borrowers enrolled at that institution</p> <p>Clarifies that all funds derived from the school as lender program must be applied to need based aid at that institution</p> <p>States origination fees and or interest rates offered must be less than that required within the HEA</p> <p>An annual audit must be completed and sent to the Secretary</p>
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Report from Agency Liaison Mike Hawkes

Agency Liaison Report
October 31, 2005

Since the last Agency Liaison report in July, there have been several developments on the reauthorization front. Whether reauthorization will occur in 2005 is still up in the air, but prospects are brighter than they were just three months ago.

On September 8, the Senate Health, Education, Labor and Pensions Committee passed S. 1614, the Senate version of a reauthorization bill. Additionally, both the House and Senate voted to extend the HEA through December 31, 2005, providing a new target date to have a final reauthorization bill completed.

The budget reconciliation process throws an element of uncertainty into this process, however. It is becoming increasingly likely that reauthorization will be accomplished through this process. Budget considerations could derail the reauthorization process, or could require even more savings from higher education after a reauthorization bill is finalized.

There are a number of issues of direct interest to guarantors in the House and Senate bills that could also have an impact on schools. The first issue of note is that both the House and Senate bills would require

guarantors to charge a 1% guarantee fee, but the bills differ on how the fee would be paid. The House bill would require that the fee be deducted from the borrower's loan proceeds, while the Senate would allow the guarantor to pay the fee from the GA Operating Fund or from other non-Federal funds.

Under both bills, loan rehabilitation to regain eligibility for Title IV assistance would be easier for defaulted borrowers. Instead of requiring 12 consecutive on-time payments for rehabilitation under current rules, both bills would reduce the number of qualifying payments to 9 made within a 10-month period as long as the payments are made within 20 days of the due date.

While the Senate bill would not change reinsurance rules for guarantors, the House bill would reduce reinsurance payments on defaulted loans from the current 95% to 93%.

Both the House and Senate bills contain a section called "College Access Initiative", requiring guarantors to take an active role in college access, awareness and financial literacy efforts. Many guarantors are already quite active in these areas, so to a certain degree, this merely formalizes a role guarantors have increasingly assumed over the years.

Only time will tell exactly what changes will ultimately be adopted, and whether reauthorization or budget reconciliation will be the driving force. Like every other participant in the student financial assistance community, guarantors are watching and waiting for the next set of changes to how we operate.

National Association of State Student Grant and Aid Programs (NASSGAP)

No report submitted.

National Council of Higher Education Loan Programs (NCHELP)

This fall has kept the staff and committees of the National Council of Higher Education Loan Programs (NCHELP) busy and focused on three main items: Reauthorization of the HEA and budget reconciliation; hurricane assistance and guidance; and standardizing FFELP processes.

Now that the Senate and House education committees have passed Reauthorization bills, the process would seem to be well on its way to completion. However, budget reconciliation has thrown the HEA Reauthorization a curve ball. To come up with savings for budget reconciliation, the House and Senate education committees have been charged with identifying \$12-13 billion in savings and a sizable portion of that has been directed toward cuts in the student loan program. Now the House is reportedly considering increasing its overall reconciliation instructions to as high as \$50 billion, with \$5.5 billion of the increase being targeted toward additional student loan cuts. NCHELP has been working with its colleagues and members to urge Congressional leaders not to make any more cuts to the student loan program, which would be harmful to the financing of student loans, curtail borrower benefits and compromise loan delivery. The House has postponed until next week consideration of the amendment to increase reconciliation instructions.

To assist the many students, institutions and borrowers that have been affected by the devastating hurricanes, NCHELP has created a Web page that includes all federal guidance, information for institutions and students, and information from the FFELP community. In addition, the NCHELP committees have identified how the FFELP community could provide additional assistance to borrowers affected by the hurricane. NCHELP has issued a formal request with the Department of Education to provide guidance similar to that issued following the September 11 terrorist attacks. This would allow the FFELP community to assist borrowers in repayment that have lost their homes or jobs in the disasters, or been otherwise adversely affected, and are in need of an administrative forbearance.

In addition, NCHELP and its committees are dedicated to identifying and developing processes that standardize systems in the FFEL Program to make things easier and more efficient for institutions and students. These efforts include expanding the Meteor Network, developing Common Record/CommonLine as an industry standard and finalizing the Common Claims Initiative. Common Record/CommonLine is

awaiting confirmation from the Postsecondary Electronic Standards Council about its approval as an accepted standard for exchanging student loan data. In addition, NCHELP committees are working with the Department of Education to update a series of financial aid forms that are expiring and to incorporate into the forms an acknowledgement of changing technology to clear some of the regulatory and legal hurdles. They are also working within the community to try to standardize practices between partners that are exchanging financial aid information and records.

We invite the school community to visit the NCHELP Web site (www.nchelp.org) for access to financial aid resources, announcements and FFELP updates.

Submitted by: Brett E. Lief, President

Alabama

Alabama Commission on Higher Education

The Alabama Student Assistance Program (ASAP) is the state's only need-based grant program that provides financial support for Alabama residents attending postsecondary institutions in Alabama. During 2004-05, one thousand five hundred seventy-three (1,573) awards were given at an average of \$459 per student for a total distribution of \$722,500. After a drastic reduction in state funding for this program effective award year 2003-2004, the program was approved and received an one hundred percent increase in funding by the Legislature. This program has also been approved to return to participate in the federal LEAP funding for the 2005-2006 award year.

The Alabama Student Grant Program is a tuition-equalization grant program that provides financial assistance to Alabama residents enrolled in independent, nonprofit Alabama colleges and universities. During 2004-05, seven thousand eight hundred ninety-one (7,891) awards were given at an average of \$193 per student for a total distribution of \$1,523,613.

During 2004-05, the Alabama National Guard Educational Assistance Program made seven hundred twelve (712) awards at an average of \$626 per student for a total distribution of \$445,673. This program is designed to help professional members of the Alabama National Guard pursue undergraduate degrees and to a limited extent, graduate degrees.

The Police Officers' and Firefighters' Survivors Educational Assistance Program provides funds for tuition, fees, books and supply expenses for undergraduate studies at Alabama public colleges and universities for dependents and spouses of officers and firefighters killed or totally disabled in the line of duty. During 2004-05, twenty-five (25) awards were given at an average of \$4,665 per student for a total distribution of \$116,627.

Submitted by: Cheryl Newton, Student Assistance Administrator

Kentucky Higher Education Assistance Authority, designated guarantor for Alabama

No report submitted.

Florida

Florida Office of Student Financial Assistance, State Scholarship and Grant Programs

- The 2005-06 budget for state funded grants and scholarships is \$512 million.
 - Represents a 12.9% increase over last year
 - The merit program grew by 16%
 - The need program grew by 9%
- There was one new tuition assistance program 2004-05 that was renewed for 2005-06

- No new programs in 2005-06
- The tuition and fees increased at public institutions by 5% for the 2005-06 year
- The State Board of Education that oversees the Florida Department of Education K-20 system, and the Board of Governors that oversee the state universities have created a Task Force to address the issue of Access to Higher Education. Some of the issues include:
 - Increasing degree completion rates and
 - Better preparing graduates to meet Florida's need for a highly qualified and trained workforce
- Thinking Ahead
 - College Goal Sunday will be in Florida Feb, 19, 2006 at 20 sites
 - FACTS.org is sponsored by the FLDOE as a one stop shop for a seamless transition from K-12 to postsecondary education; with information on high school transcripts for; high school planning, scholarship evaluations, state university admissions. And so much more....

Submitted by: Theresa Antworth, Director of Scholarship and Grant Programs

Florida Office of Student Financial Assistance, Federal Family Education Loan Programs

No report submitted.

Georgia

Note: In July 2005, Georgia Governor Sonny Perdue appointed Tim Connell to be President of the Georgia Student Finance Commission. Connell previously served as the Director of the Governor's Office of Planning and Budget, and in many other leadership roles in state government and the private sector.

GSFC celebrates its 40th anniversary

2005 is a special year in GSFC's history – it's our 40th anniversary. The Georgia Student Finance Commission – or as it was originally named, the State Scholarship Commission – was created by an Act of Georgia's state legislature in March of 1965. Since then, the agency has helped well over a million Georgia residents pursue higher education. A few highlights:

- GSFC has awarded more than \$600 million to Georgia students through grant and scholarship programs other than HOPE.
- We have provided nearly \$4.5 billion worth of education loan guarantees.
- We have originated FFELP loans totaling more than \$1 billion to students and parents.
- And, since 1993, the HOPE Scholarship and Grant programs have awarded nearly \$3 billion worth of assistance, helping almost 900,000 individual Georgians attend colleges, universities, and technical colleges.

This is a great success story for our agency and a tribute to our political leadership and all the people of Georgia who have made higher education such a top priority for our state.

Shelter from the storm

Hurricane Katrina has wreaked havoc on the lives of hundreds of thousands of individuals, including thousands of college students whose schools have been forced to temporarily shut their doors. Many of those students have enrolled in colleges in other states, including Georgia. Although Georgia's state-funded financial aid programs are largely regulated by the letter of the law, GSFC has found several ways to assist students who had been attending institutions impacted by the storm, including:

- Extending the deadline for submission of applications for state-funded scholarships, grants and loans;
- Allowing students to temporarily “self certify” their residency and academic eligibility for Georgia’s scholarship, grant, and loan programs;
- Agreeing that any courses disrupted by the hurricane would not be counted against the hour caps established for participation in the HOPE program.

GAcollege411.org “2nd launch”

In September 2005, several major enhancements were introduced on GAcollege411.org, the online resource that helps Georgia students plan, apply, and pay for college. The added features include online applications to Georgia universities, colleges, and technical colleges; a new “High School Planner” that helps students – and their counselors – monitor the progress they are making toward meeting college entrance requirements; and improvements to the site’s tutorials that help students prepare for the SAT, ACT, and other tests commonly used in the college admissions process. To date, more than 38,000 individual My 411 accounts have been created by students and other visitors to GAcollege411, and the site receives more than 1,600 extended visits each day.

Submitted by: Tim Connell, President, Georgia Student Finance Commission

Kentucky

Kentucky Higher Education Assistance Authority

No report submitted.

Mississippi

USA Funds, designated guarantor for Mississippi

USA Funds commits \$2.3 million to help college students affected by hurricanes

USA Funds® is providing \$2.3 million in financial assistance to college students in Mississippi and other states affected by recent hurricanes.

USA Funds’ financial support will provide assistance to low-income students attending schools in counties in five states — including Mississippi — designated as federal disaster areas by the Federal Emergency Management Agency following hurricanes Dennis, Katrina and Rita.

In addition, assistance will be provided to low-income students displaced from colleges in the Hurricane Katrina disaster areas and to residents of those disaster areas who are attending college elsewhere.

Awards of up to \$35,000 may be made to eligible postsecondary institutions that apply. Financial-aid offices at institutions awarded grants will distribute the funds to eligible students affected by the disaster to supplement the students’ financial-aid packages. For additional information about the program and to apply for a grant, campus financial-aid administrators should visit www.disasterrelief.scholarshipamerica.org.

USA Funds awards Mississippi students \$534,000 in scholarships

USA Funds awarded \$534,000 in scholarships to help 359 low-to-moderate-income students in Mississippi pursue higher education.

USA Funds awarded \$216,000 in scholarships to 144 first-time recipients of USA Funds Access to Education Scholarships® in Mississippi for the 2005-2006 academic year. In addition, USA Funds awarded \$318,000 in renewal scholarships to 215 Mississippi students who previously had received awards under the program.

Because USA Funds serves as Mississippi's designated guarantor of federal education loans, Mississippi residents receive priority consideration for the awards.

Applications will be available Jan. 2 for the USA Funds Access to Education Scholarships for the 2006-2007 academic year. For more information, visit the USA Funds Web site, www.usafunds.org.

Submitted by: Louanne Langston, Account Executive, USA Funds Services
Vicky Keller, Customer-relations Manager, USA Funds

North Carolina

North Carolina State Education Assistance Authority

New legislation in 2005 created a state lottery with proceeds funding public school construction, class size reduction in early grades and need-based scholarships for college students. The first scholarships are anticipated to be available after January 2007. In addition to the lottery scholarships, the NC General Assembly created two new loan forgiveness programs to attract prospective teachers into the field: Future Teachers of North Carolina, for college juniors and seniors interested in teaching math, science, special education or English as a Second Language; and Physical Education-Coaching Scholarship Loan to attract students into coaching in rural and underserved areas of the state. The General Assembly also transferred the administration of the Prospective Teachers Scholarship Loan from the Department of Public Instruction to the State Education Assistance Authority effective January 1, 2006. Finally, the prestigious Teaching Fellows Program was expanded from 400 to 500 first year awards effective for the 2005-06 academic year.

Other legislation affecting financial aid for college students included an increase in the UNC Need-Based Grant Program from \$47 million to \$60 million, as well an increase in the community college program from \$10 million to \$13 million. In addition the General Assembly provided for foster children by waiving tuition if they do not receive enough financial aid to cover their tuition.

At the fall NCASF AA meeting in November, College Foundation Inc.(CFI) and the State Education Assistance Authority will jointly celebrate 50 and 40 years of service, respectively, to the citizens of North Carolina. In 1955, Governor Luther Hodges and the NC General Assembly chartered CFI 10 years prior to the passage of the Higher Education Act of 1965 to assist students who could not afford the cost of a college education. The two entities are proud of their long history working in partnership to increase opportunities for North Carolinians to get a college education.

Submitted by: Elizabeth McDuffie, Director, Grants, Training and Outreach

South Carolina

South Carolina Tuition Grants Commission

The SC Tuition Grants Program is a "need-based" grants program for eligible South Carolina residents attending in-state, independent colleges on a full-time basis.

During the 2005-2006 fiscal year, the SC Tuition Grants Program projects to award a total of \$28.6 million to 12,125 SC students attending the 20 participating SC independent colleges. The average dollar grant amount will be \$2,360 and will cover 15.2% of the \$15,490 average tuition and fee charge at a SC independent college for the 2005-2006 year. The maximum grant approved for the 2005-2006 school year is \$2,600.

A new feature beginning in the 2005-2006 award year is the use of electronic award notifications in place of the normal paper award letters. The SC Education Assistance Authority, the state agency governing the SC Student Loan Corporation, is providing the service at no cost to the SC Tuition Grants Commission. The experience thus far has been that 81.36% of the eligible students have e-mail addresses (taken from the FAFSA) to which award notifications have been sent. The 19% without e-mail addresses are mailed paper

award notifications. The savings to the SC Tuition Grants Commission from postage, paper, and employee work time is significant.

Merit-based programs continue to be highly emphasized in South Carolina. The state's top merit program, the Palmetto Fellows Program (\$6,700 award), was funded at \$26.4 million, the LIFE Scholarship Program (\$5,000 award) was funded at \$135 million, the HOPE Scholarship Program (\$2,650 award) was funded at \$6.7 million, and the Lottery Tuition Assistance Program (Technical College students) was funded at \$43 million. Approximately 60,000 SC students receive assistance each year through the merit-based programs.

However, statistics reveal that of the 12,347 SC independent college students receiving the "need-based" SC Tuition Grant in 2004-2005, only 40% of these students qualify for merit-based aid from the State of South Carolina. Efforts are being made by the SC General Assembly to increase funding of the "need-based" programs while at the same time continue the funding levels of the merit-based programs.

Submitted by: Edward M. Shannon, Executive Director

South Carolina Student Loan Corporation, designated guarantor for South Carolina

The South Carolina Student Loan Corporation is continuing its efforts to make higher education accessible and affordable to all. The following are some of the activities that we are involved with and which might be of interest to the Board.

We continue to make schools, students and parents aware of the South Carolina College and Career Planning System which we sponsor and which provides a wealth of college and career-planning opportunities, from skill, interest, and work-value assessments, to help in choosing the right college.

We are participating in CACRAO's (Carolinas Association of Collegiate Registrars and Admissions Officers) 'Educational Opportunity' activities and will be present at over 80 high schools providing information on the availability of financial aid and the affordability of college.

Our 'Money Management' seminars to college freshmen continue to expand with more colleges requesting our presentations.

Efforts to assist High Schools with the printing of their guidance counselor materials, newsletters, etc. has been a big hit and we continue to provide these services as needed.

Presentations on subjects such as leadership, stress management, effective communications, teamwork and others are being offered to colleges, high schools and community groups.

'Financial Aid Night' presentations are being offered across the state on a regular basis.

Submitted by: Chuck Sanders, Executive Vice President

Tennessee

Tennessee Student Assistance Corporation

Tennessee Lottery Scholarship Program

The state's newest merit-based scholarship program, Tennessee Education Lottery Scholarship, was successful in campaigning 2004-05 awards to just over 40,000 student recipients at a value of \$93.4

million. Equally successful was the retention rate of the state's largest undergraduate program, UT Knoxville, at 63%.

New legislative enhancements have not only increased the value of existing lottery scholarship programs for 2005-2006 but also give good students who lost the award another opportunity to regain the award. Other legislative program enhancements include Dual Enrollment (college and high school) Grants and Foster Care Grants.

We expect another successful year with awards to more than 60,000 students.

Tennessee Student Assistance Award Program

Tennessee's need-based grant program continues to face a budget shortfall. The program is impacted by the increase in tuition through out the state's public and private institutions and the increase in applications received for Tennessee residents. The TSAC Board of Directors has appointed a committee to review the program which was established in 1976. The review committee will consider application deadlines and formulas.

Loan Guarantee Program

As loan volume continues to grow, TSAC and its partners are continually working to help borrower's avoid default. The result of this partnership is a 1% decrease in TSAC's Cohort Default Rate to 4.6%. This rate is in line with the national cohort default rate of 4.5%.

Compliance Activities

The Compliance Division conducted its regular July basic training workshop. The session topics for the workshop were Student Eligibility, How to Certify a Student Loan and Cash Management and Disbursements. The workshop was very successful with 18 participants in attendance. The evaluation responses were very positive and we received several suggestions for other topics for future training activities. The next training workshop is scheduled for mid November.

TSAC is partnering with the Tennessee Higher Education Commission (THEC) and TASFAA to bring the College Goal Sunday Program to Tennessee. The state's first College Goal Sunday event is scheduled for February 12, 2006. We're excited about this opportunity to implement a statewide marketing campaign to encourage students and their families to attend this free financial aid awareness program.

Submitted by: Robert Ruble, Executive Director

Virginia

State Council of Higher Education for Virginia (SCHEV)

The State Council of Higher Education for Virginia is preparing its state financial aid funding recommendations for the FY2006-08 biennium. Over \$150 million in new funding is recommended over the next two years for programs serving undergraduate and graduate students enrolled at Virginia's participating public and private institutions. The agency is also in process of conducting an affordability study of Virginia's colleges and universities. The study is due for completion as of the end of this calendar year.

Submitted by: Lee Andes, Assistant Director for Financial Aid

Educational Credit Management Corporation (ECMC), designated guarantor for Virginia

ECMC has been actively involved with the creation of the Commonwealth College Access Network. CCAN's goal is to create a network of existing college access and awareness providers in Virginia, as well as to nurture new programs in underserved areas of the Commonwealth. ECMC has committed \$150,000 over three years as seed money to help CCAN get up and running. ECMC has pledged \$75,000 in 2005, \$50,000 in 2006 and \$25,000 in 2007. The vision for CCAN is that it will eventually develop support

within the business community to be financially self-sufficient. ECMC is also providing web and administrative support while CCAN is in the organizational stage.

ECMC recently produced its first Spanish-language publication “Esta Usted Preparado?” (Are You Prepared?), an entrance and exit counseling guide. The English language version was translated to Spanish using the Postsecondary Education English-Spanish Glossary. This Glossary was developed to standardize the translation of industry-specific terms and is available in the General Reference section of the NCHELP e-Library at www.nchelp.org.

Since September, ECMC has distributed over 70,000 copies of “Opportunities”, an awareness and access publication targeting high school juniors and seniors. This booklet is jointly sponsored by ECMC, SCHEV and VASFAA and is distributed primarily through high school guidance offices and community-based organizations.

Submitted by: Mike Hawkes, Director, Policy & Communications

Report from Legislative Relations Chair Bill Spiers

SAFAA Legislative Committee Report Peabody Hotel, Memphis, TN October 29-30, 2005

Committee Activities

The Legislative Committee has had two conference calls since our last meeting. In our meetings we discussed the following topics:

- Reauthorization
- Environmental Scanning and legislative issues
- SASFAA Rapid Issues Response System
- Legislative Alerts
- Legislative Guide

Reauthorization

Reauthorization was the primary theme of both calls. While there appears to be movement toward action on the Reauthorization of the Higher Education Act, we cannot be sure the attention of the legislators will not be diverted considering the natural disasters they are dealing with. The Legislative Committee feels strongly, after considerable discussion, that SASFAA should encourage immediate action on reauthorization. The Committee composed a letter for President Gibbs and forwarded it to him for consideration. We have also drafted a similar letter for the membership to use as model to forward to the appropriate committees and the legislators from their states. It is the opinion of the Committee that we could lose funding and programs if they fail to act on reauthorization in the near future.

Environmental Scanning and Legislative Issues and Legislative Alerts

The Legislative Committee plans on providing a monthly digest of important articles on legislative issues to the membership, along with the source where they can find the issue. Each member has environmental scanning responsibilities for specific publications and will report their findings to me monthly so I can send the membership their digest. Should information require immediate dissemination, we will send our a SASFAA Legislative Alert. One of our goals this year is to keep the SASFAA membership better informed of legislative issues.

SASFAA Rapid Issues Response System

The Legislative Committee feels strongly that SASFAA should work to develop a rapid issues response system that will allow them membership to send email messages to their legislators and the various committees through a point a click system. The College Board currently has a system, which facilitates the ability of the members to respond to issues. We don't tell them how to respond, we simply make it possible for them to do so.

Legislative Guide

The Committee is in the process to reviewing the Legislative Guide to make sure it is still relevant and meeting current needs. We do not anticipate finding major changes, but we will feel it is vital that we keep it current and under constant review.

