**Executive Board Meeting**

**Orlando Airport Hyatt**

**Orlando, FL**

**November 3 – 5, 2006**

**November 4, 2006**

**CALL TO ORDER**

President Brent Tener called the meeting to order at 9:01 a.m.

**WELCOME**

Brent opened the meeting by welcoming everyone to Orlando, FL.

# CHANGES TO THE AGENDA AND SUBSTITUTE VOTING

President Tener, without objection, moved the Executive Session to 10:45 a.m. and switched Kentucky and Mississippi’s reporting times. The Chair declared a quorum.

**INTRODUCTIONS**

The following elected board members were present: Brent Tener, President, Guy Gibbs, Past-President; Lisanne Masterson, President-Elect; Sandy Neel, Vice President; Heather Boutell, Treasurer and Deborah Byrd, Secretary.

State Presidents in attendance were: Runan Pendergrast, Kentucky; Jenelle Handcox, Georgia; Erik Melis, Virginia; Jonna Gibson, Alabama; Kim Jenerette, South Carolina, Garry Jones, Mississippi, Rance Jackson, North Carolina, Janette Overton, Tennessee, and Tom Judge, Florida

Committee Chairs in attendance were: Clark Aldridge, Budge and Finance; Janet Sain, Diversity, Soraya Welden, Membership; Ron Gambill, Site Selection; Keith Reeves, Vendor and Sponsor; Michael Morgan, Conference, and Bill Spiers, Legislative Relations.

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

Tom Judge, Florida president gave greetings from FASFAA.

**APPROVAL OF THE MINUTES**

**ACTION: The minutes from the Executive Board meeting of August 5, 2006 at the Renaissance Hotel, Nashville, Tennessee was approved with one typographic change.**

**REPORTS FROM THE OFFICERS**

**SEE ATTACHMENT A**

**Report from President, Brent Tener**

Brent discussed his travels since August which included state conferences and testifying at the Federal hearing. Deborah Tollefson is on the NASFAA Nominations and Elections Committee. She will send an email via SASFAA’s listserv seeking nominations.

**Report from President Elect, Lisanne Masterson**

Lisanne stated the following individuals agreed to serve on the 2007 – 08 Executive Board. Chairs will be Lester McKenzie (Vendor/Sponsor), Brad Barnett (Conference), Janet Sain (Site Selection) and Bill Spiers (Legislative Relations).

**Report from the Vice President, Sandy Neel**

Sandy announced the names of the 2007 NAOW instructors.

**ACTION: Jenelle Handcox made a motion to accept the names of the 2007 NAOW instructors. The motion being seconded by Kim Jenerette was approved.**

Sandy announced that the 2007 NAOW will be at Furman University.

**ACTION: Guy Gibbs made a motion to accept the location of the 2007 NAOW. The motion being seconded by Heather Boutell was approved.**

**Report from the Past President, Guy Gibbs**

Guy presented the slate for the 2007 elections.

**ACTION: Guy Gibbs moved that we accept the slate as presented. The motion being seconded by Runan Pendergrast was approved.**

**Report from the Secretary, Deborah Byrd**

Deborah thanked everyone for getting their reports in on time.

**Report from the Treasurer, Heather Boutell**

SASFAA will receive $12,000 from the state of North Carolina for overpaid taxes. This amount will be reflected as miscellaneous income.

Heather recommended changes to the 2006 -07 budget – amend Line 9 to $36,050 and Line 215 to $9,475.

**ACTION: Sandy Neel made a motion to accept the changes as presented. The Motion being seconded by Lisanne Masterson was approved.**

**STATE PRESIDENT’S REPORTS**

**SEE ATTACHMENT B**

**COMMITTEE REPORTS**

**SEE ATTACHMENT C**

**Report from Budget and Finance Chair, Clark Aldridge**

**ACTION: Lisanne Masterson moved for the adoption of the recommendation of PP 6.32, PP 6.38 as presented. The Motion being seconded by Guy Gibbs was approved**. PP 6.32, PP 6.38 – Based on an analysis of the cash on hand and in the savings account and in consultation with the Treasurer I recommend that SASFAA purchase an additional Certificate of Deposit of $65,000. This purchased should be designated as part of the SASFAA “Endowment” and revenue from this CD will be dedicated to carrying the objects identified in the Long Range Plan adopted June 2006.

**ACTION: Moved into Executive Session at 10:45 a.m. and adjourned at 11:30 a.m.**

**ACTION: Called to order at 1:01 p.m.**

**Report from Diversity Chair, Janet Sain**

**ACTION: Lisanne Masterson moved to add LaShanda Chamberlain as the Mississippi representative on the Diversity Committee. The Motion being seconded by Janette Overton was approved.**

**Report from Newsletter Chair, Sharon Oliver**

Brent Tener presented a proposal on Sharon Oliver’s behalf to change permanently the Newsletter format from HTML to PDF format with appropriate charges.

**ACTION: Janelle Hancock moved to accept the proposal as presented. The Motion being seconded by Sandy Neel was approved.**

**ACTION: Heather Boutell moved to add Martie Adler as the Florida representative on the Newsletter Committee. The Motion being seconded by Janelle Hancock was approved.**

**Report from Site Selection Chair, Ron Gambill**

**ACTION: Sandy Neel moved to add Dave Cecil to serve on the 2006 – 07 Site Selection Committee. The Motion being seconded by Heather Boutell was approved.**

**ACTION: Erik Melis moved to allow the Site Selection Committee to work with the Don Cesar Resort to negotiate for a $199 room rate for the June 2009, 2010 and 2011 Transition Meetings. The Motion being seconded by Jonna Gibson was approved.**

Brent Tener told the Board that due to some employment changes Paul Mittelhammer would have other employment responsibilities along with his lender duties. Brent opened this up for discussion as to whether Paul should continue on the Board as Lender Liaison.

**ACTION: Janette Overton moved to allow Paul Mittelhammer to continue on the Board as Lender Liaison. The Motion being seconded by Sandy Neel was approved.**

Brent Tener adjourned the Executive Board meeting at 2:36 p.m.

Respectfully submitted,

Deborah W. Byrd, Secretary

**REPORTS FROM THE OFFICERS**

**ATTACHMENT A**

**Report from President Brent Tener**

**President’s Board Report**

**Orlando Airport Hyatt**

**November 4, 2006**

**Summary of Activities**

**GAP06**: (05-06) Incoming president needs to stress the importance of reading and reviewing the GAP report and the recommendations set forth so that changes can be made. The format of the GAP report needs to be reviewed and changed for 06-07 GAP committee.

**Activity:** Stressed the importance of the GAP Report recommendations to the incoming board at transition. Have incorporated each recommendation into the formal goals and activities for each member. Have changed the board reporting to add an ongoing review of each objective/task for each officer and committee member.

**GAP10:** (05-06) SASFAA pursue the development of a Leadership workshop to assist the region and individual states in developing future leaders and committee chairs.

**Activity:** Barry Simmons was appointed to develop the leadership workshop. Adequate funds were appropriated by the SASFAA Board to conduct the leadership workshop. State associations will assist, when necessary, in covering travel costs to and from the workshops.

**GAP11:** (05-06) SASFAA President identify potential elected board members and committee chairs who have never attended the NASFAA Leadership Training and commit to sending no more than three each year in order to promote future leaders. The board should consider elected officers first, then committee chairs. Efforts should be made to target under-represented groups.

**Activity:** Will need to work with Executive Board to identify up to three individuals to attend the NASFAA Leadership workshop per the objective. A total of $1,500, per individual, has been set aside for the NASFAA Leadership Workshop.

**GAP57:** (05-06) Provide training opportunities on site selection procedures and contract negotiations at the state level. Including how to read and understand hotel contracts utilized for annual conferences and state meetings.

**Activity:** We held a workshop on Sunday, August 6, that will discussed site selection. Ron Gambill, current Site Selection Chair conducted the training.

# Discussion

Welcome to Orlando! It has been a busy week for many of us with the FSA Conference, the Federal hearing and now the SASFAA Board Meeting. I am glad to see each and every one of you and hope you enjoy the proximity to the airport.

**Review and Progress toward Goals and Objectives**

I hope that you are making progress toward the goals and objectives we outlined and approved at our August 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 Deborah Byrd, 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 Deborah appreciates your getting information to her as soon as possible.

**President Attends Conference Committee Meeting**

I was in attendance at the October 7-9 meeting of the Conference Committee held in Nashville. I know that you will soon hear Michael’s report, but I’d again like to thank him for agreeing to chair the committee this year and for the great and tireless work that he and his committee have done already. I truly believe that we’re in for a really great time in Nashville in February. I’ll leave the rest for Michael to comment about in his report.

**Representing SASFAA at State Conferences**

Since we met in July, I’ve been to five state conferences. I’ve visited with FASFAA in Bonita Springs, AASFAA in Auburn, GASFAA in Atlanta, KASFAA in Fort Mitchell and TASFAA in Franklin. I would like to thank Lisanne, in advance, for representing SASFAA at the combined North and South Carolina conference next week.

It has been 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 Tom, Jonna, Jenelle, Runan and Janette for the warm welcome that I received at each meeting. I commend them on the selection of their conference/training chairs. They each had a great conference agenda, and I only wish that I had had more time to visit. 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.

**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 Minneapolis, November 17-18. Guy will join me on the NASFAA board as our other regional voting representative. In addition, SASFAA is well represented with the following individuals also serving: Dave Gelinas (Past National Chair); Karen Folks (Representative at Large); and David Mohning (Representative at Large). Lisanne will serve as an observer and sit in the “peanut gallery.” I’ve been asked by current National Chair Janet Dodson to attend the SWASFAA annual conference to be held in Tulsa, Oklahoma next week.

**Next Board Meeting**

The next meeting of the board will be held in Nashville, Tennessee, February 10, 2007. The board will meet on Saturday prior to the fall conference. I look forward to seeing each of you there.

# Calendar

November 6-8, 2006 Joint North Carolina/ South Carolina Conference Asheville, NC

November 7-10, 2006 SWASFAA Conference Interregional Visit Tulsa, OK

November 17-19, 2006 NASFAA Board Meeting Minneapolis, MN

Nov 28 –Dec 1, 2006 DOE Electronic Access Conference Las Vegas, NV

February 9-10, 2007 SASFAA Board Meeting Nashville, TN

February 11-14, 2007 SASFAA Annual Conference Nashville, TN

April 11-13, 2007 Alabama Spring Conference Orange Beach, AL

April 11-13, 2007 Kentucky Spring Conference Bowling Green, KY

April 15-18, 2007 Tennessee Spring Conference Knoxville, TN

April 21-23, 2007 NASFAA Board Meeting Charlotte, NC

April 22-25, 2007 North Carolina Spring Conference Wilmington, NC

April 22-25, 2007 South Carolina Spring Conference Myrtle Beach, SC

May 19-23, 2007 Virginia Annual Conference Virginia Beach, VA

May 23-25, 2007 Florida Spring Conference Tampa, FL

May 23-25, 2007 Georgia Spring Conference St. Simons Island, GA

June 7-10, 2007 SASFAA Transition Board Meeting St. Petersburg Beach, FL

June 13-15, 2007 Mississippi Annual Conference Jackson, MS

July 6-7, 2007 NASFAA Board Meeting Washington, DC

July 8-11, 2007 NASFAA Conference Washington, DC

**President-Elect’s Report**

**Lisanne Masterson, President-Elect**

**Summary of Activities Since Last Report**

**PP 5.36:** Begins initial planning for the next annual conference and for the promotion of the event.

**Activity:** Initial contact has been made with the site hotel to obtain information on meeting space and hotel services. A site visit with the 2008 Conference & Local Arrangements Chairs cannot be arranged until after January 1; however, we have submitted some initial questions to the hotel in order to begin planning. We are working on the exhibit booth and 2008 conference program page for this year’s conference.

**PP 5.37:** Serve as parliamentarian to the Board.

**Activity:** Attended the NCASFAA Fall Executive Board Meeting and presented a parliamentary procedure session on Friday, September 29.

**PP5.31:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

**Activity:** In process of putting together a Volunteer Form that outlines the number of and criteria for positions available on the SASFAA Board and Committees. The membership should be made aware of the selection process and the requirement to have adequate representation of the membership. A review of those not selected from this year’s volunteer list will be done in addition to those completing the Volunteer Form for 2007-08.

**PP 5.38:** Conduct an orientation session at the annual conference for state Presidents-elect.

**Activity:** Initial planning for the state Presidents-elect workshop at the upcoming Conference in Nashville has begun. The meeting room and AV needs have been submitted, with meal/break plans needing to be finalized as well as the final agenda and guest speakers. Regular contact with the state Presidents-elect is being maintained.

**Discussion**

**Planning for 2007-2008**

Planning has begun for the 45th Annual Conference to be held in Crystal City VA, February 17-20, 2008! We are starting work on a conference theme and obtaining basic information from the hotel/surrounding area. Plans are to utilize the area, from pre-conference sightseeing activities to having a more legislative slant with speakers, sessions, and Hill visits.

Two additional committee chairs for 2007-08 have been selected – Bill Spiers from Tallahassee Community College (FL) has agreed to serve again as Legislative Relations Chair and Janet Sain from SunTrust has agreed to serve as Site Selection Chair.

**NASFAA Board of Directors**

There is an upcoming NASFAA Board meeting November 17-29 in Minneapolis, MN. An update on NASFAA activities and issues will be reported to the SASFAA Board and membership in a timely fashion following that meeting. SASFAA will host the spring NASFAA Board Meeting, as it will be held in Charlotte NC, April 21-23, 2007. President Tener has charged me with providing an appropriate “hostess/welcome” gift for members of the Board.

**Recommendations:** None

**Past President’s Report**

**Guy Gibbs, Past President**

**Summary of Activity**

**GAP03:** (05-06) The Chair of the Nominations and Elections committee continues to ensure, to the extent possible, that minorities are represented on the slate of candidates.

**GAP04:** (05-06) The SASFAA Past President and the Immediate Past Presidents of the state associations start the process of obtaining viable candidates and remain proactive in getting nominations for the position of President-Elect, Vice President and Treasurer.

**GAP05:** (05-06) The committee should meet in the fall at a place and time that will result in the participation of all Immediate Past President of the states and does not conflict with other committee meetings.

**Activity:** During the fall the Immediate State-Presidents worked to identify individuals from their state who would be interested in having their name considered for one of the SASFAA elective offices that will be filled for 2007-2008. Those three positions are President-Elect, Vice President and Treasurer. During this same time the Chair of the committee posted emails on the SASFAA listserv on a number of occasions seeking nominations from the general membership.

The committee met in Nashville on October 5-6 to review the resumes and accomplishments of those individuals that had agreed to have their names considered for the three positions. The recommended candidates for elective office will be presented to the Executive Board for their consideration and approval during an executive session of the Board to be called by President Tener during this meeting.

**PP6.135:** The nominations of SASFAA officers should be on the agenda of each state association’s board meeting.

Activity: The nine state associations made the SASFAA nominations process available through their individual state listserv.

**PP6.21 and PP6.22:** Solicit nominations for outstanding, significant and meritorious contributions to the advancement of student financial aid and make recommendations to the board.

**Activity:** The Executive Board was notified that they are required by SASFAA policy to identify and approve qualified individuals for awards. These are the Distinguished Service Award, Honorary Membership and NASFAA Distinguished Service Award

**Section 9.2.1 – Distinguished Service Award**

This is the highest honor bestowed by SASFAA. Individuals honored with a SASFAA Distinguished Service Award shall have made outstanding, significant, and meritorious contributions to the advancement of student financial aid or the profession. The awards committee, comprised of the elected officers of the Association, shall be charged to consider nominees and recommend them for consideration to the Board. Nominees must be approved by a two-thirds vote of Board members present and voting.

Each recipient shall be presented an appropriate plaque at the annual conference of the Association and shall be entitled to honorary membership in the Association when the recipient ceases to meet active membership eligibility requirements.

**Section 9.2.2 – Honorary Membership**

Honorary membership shall be awarded to persons who have demonstrated outstanding service to SASFAA and to the student aid profession. Practicing financial aid administrators are not eligible to receive this award. Past presidents and SASFAA Distinguished Service Award recipients who cease to meet active membership criteria shall be automatically granted honorary membership. These persons shall receive the same level of recognition as persons who receive honorary membership through the normal award process.

The Nominations and Elections Committee shall solicit the names of individuals to be considered for honorary membership. Any voting member of the Board can make nominations. Individuals nominated for honorary membership must be approved by a majority vote of Board members present and voting.

**NASFAA Distinguished Service Award**

Specific guidelines have not yet been received from NASFAA for this award. The 2006 recipient is Dave Cecil who was recognized by NASFAA at the annual conference in Seattle in July. He will be presented the award by National Chair Janet Dodson at the SASFAA conference in February 2007 in Nashville. We are to recommend a recipient to NASFAA and that recipient will be announced during the NASFAA annual conference to be held in Washington, July 2007, and officially presented to the SASFAA recipient at the SASFAA annual conference in February 2008.

**NASFAA Board Meeting**

I will be attending the NASFAA board meeting in Minneapolis, Minnesota, along with President Tener and President-Elect Masterson, November 17-19.

**Yet to Finish**

**GAP07** Coordinate with Nominations and Elections Committee, Treasurer, Membership Chair, Newsletter Editor, Electronic Services Chair and the Coordinator of PC Lab at the Annual Conference.

**Activity:** I will coordinate with these individuals to ensure that they are aware of their involvement in the voting process. This may involve such activities as getting candidate information in the next edition of the newsletter, getting candidate statements and pictures posted to the SASFAA website by ATAC and ensuring that voting stations are in place in the PC Lab.

**GAP78** Develop the purpose and structure for the SASFAA Foundation.

## *Secretary Report*

## *Deborah Byrd, Secretary*

# Summary of Activities

**Code # PP 5.62:** Prepares and submits meeting minutes with supporting documents and publications, including annual conference programs, special reports, and membership directories to archives.

**Activity:** Reviewed and printed the minutes of the August Board Meeting to distribute at the November Executive Board Meeting.

**Code # PP 5.64:** Orders and distributes the Association's official stationery.

**Activity:** Ordered and distributed the Association stationery to the President, President-Elect and Past President.

**Code # PP 5.66:** Facilitates meeting arrangements, including lodging, meal functions and meeting rooms for Board meetings.

**Activity:**

1. Sent email to the board and committee members requesting room requirements.
2. Contacted the Orlando Airport Hyatt and arranged for the hotel rooms for the Executive Board.
3. Received confirmation numbers and forwarded this information to the board.
4. Contacted Brent for breakfast, lunch and break times.

**Treasurer’s Report**

**Heather Boutell, Treasurer**

# Summary of Activities

**GAP 36**: (05-06) Pursue permanent set up of PayPal option for use of membership fee payment, conference registration payment and vendor/sponsor payments.

Activity: PayPal can now be used to pay membership fees and vendor/sponsor payments. No vendor/sponsor payments have been received via PayPal. Fifty-four members have utilized PayPal to pay membership. Leonard Gude recently completed the SASFAA page to include conference registration so members can pay those fees once registration is opened. The payment page is currently stored on a USF web page. The future of the site location needs to be discussed since Leonard Gude is resigning as Electronic Services Chair. The Policies and Procedures and Guide to Financial Management have been reviewed by Treasurer Boutell and sent to Budget and Finance Chair Clark Aldridge for his committee to consider.

**GAP59**: Within two weeks following each Board meeting, send budget presented at the meeting to Leonard Gude for posting on the ATAC website.

Activity: The budget presented at the August Board meeting was sent to Leonard Gude, who then put that information on the SASFAA Web site.

**GAP74**: Purchase QuickBooks on-line to allow Budget and Finance Chair, President and Anne Rochester, preparer of the 990, to have access to information at any time. Start from scratch on QuickBooks on-line to eliminate old data that is currently in the software version of QuickBooks on the laptop. Revise Policies and Procedures and/or Guide to Financial Management to reflect accounting kept on-line rather than kept on software product.

Activity: Treasurer Boutell has reviewed the Policies and Procedures and Guide to Financial Management to update information regarding QuickBooks on-line. These suggested changes have been sent to Budget and Finance Chair Aldridge for his committee to review.

**GAP 82**: Send quarterly statements to all of the committee chairs and officers letting them know their current budget expenses.

Activity: Quarterly statements were sent to all committee chairs and officers with current budget expense information after the end of the first quarter (July 2006 – September 2006).

**PP 5.55:** Arranges in coordination with the budget and finance chair for an annual independent audit of financial records.

Activity: All necessary documentation and records for the 2005-2006 year were sent to Budget and Finance Chair Aldridge for his committee’s review.

**PP 5.56:** Files IRS form 990 for the fiscal year by the prescribed deadline, currently November 15, and all financial reports in a proper and timely manner.

Activity: All necessary reports and paperwork were sent to Anne Rochester for preparation of the 990. Anne has been in discussion with Brent Tener and Clark Aldridge about issues with advertising taxes.

# Discussion

Total Cash on Hand as of November 2, 2006:

BB&T Savings: $96,744.36

Fifth Third Savings: $78,615.86

Fifth Third Checking: $123,015.68

Treasurer Boutell attended the Conference Committee meeting in October in Nashville.

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| --- | --- | --- | --- | --- |
| **Southern Association of Student Financial Aid Administrators, Inc.** | | | | |
| **Budget vs. Actual** | | | | |
| **July 2006 - June 2007** | | | | |
|  |  |  |  |  |
|  | **Total** | | | |
|  | **Actual** | **Budget** | **$ Over Budget** | **% of Budget** |
| **Income** |  |  |  |  |
| **01 Membership Dues** | 18,172.24 | 37,000.00 | -18,827.76 | 49.11% |
| **02 Professional Development** | 0.00 | 91,650.00 | -91,650.00 | 0.00% |
| **03 Annual Meeting** | 0.00 | 146,150.00 | -146,150.00 | 0.00% |
| **04 Vendors/Sponsors/Patrons** | 76,652.18 | 162,500.00 | -85,847.82 | 47.17% |
| **05 Advertising** | 32,880.00 | 47,000.00 | -14,120.00 | 69.96% |
| **07 Interest Earned** | 8,171.08 | 21,000.00 | -12,828.92 | 38.91% |
| **08 Miscellaneous Income** | 543.27 | 800.00 | -256.73 | 67.91% |
| **09 Balance Forward** | 0.00 | 35,275.00 | -35,275.00 | 0.00% |
| **Total Income** | **136,418.77** | **541,375.00** | **-404,956.23** | **25.20%** |
|  |  |  |  |  |
|  |  |  |  |  |
| **Expenses** |  |  |  |  |
| **101 President** | 3,068.11 | 8,000.00 | -4,931.89 | 38.35% |
| **102 President-Elect** | 1,371.49 | 5,000.00 | -3,628.51 | 27.43% |
| **103 Vice President** | 1,359.89 | 4,600.00 | -3,240.11 | 29.56% |
| **104 Secretary** | 829.96 | 4,200.00 | -3,370.04 | 19.76% |
| **105 Treasurer** | 1,176.22 | 7,406.00 | -6,229.78 | 15.88% |
| **106 Past President** | 2,298.64 | 3,558.00 | -1,259.36 | 64.60% |
| **201 Membership/Directory** | 1,252.95 | 6,000.00 | -4,747.05 | 20.88% |
| **202 Electronic Services** | 2,895.00 | 12,200.00 | -9,305.00 | 23.73% |
| **203 Professional Advancement** | 1,000.00 | 124,921.00 | -123,921.00 | 0.80% |
| **204 Newsletter** | 648.15 | 3,624.00 | -2,975.85 | 17.88% |
| **205 Budget and Finance** | 756.45 | 3,500.00 | -2,743.55 | 21.61% |
| **206 Annual Meeting Program** | 17,224.80 | 214,000.00 | -196,775.20 | 8.05% |
| **207 Site Selection** | 291.90 | 1,500.00 | -1,208.10 | 19.46% |
| **208 Nominations and Elections** | 4,141.81 | 7,600.00 | -3,458.19 | 54.50% |
| **210 Executive Board** | 6,205.59 | 42,479.00 | -36,273.41 | 14.61% |
| **211 President's Contingency** | 2,000.00 | 4,000.00 | -2,000.00 | 50.00% |
| **213 Advance Program Planning** | 0.00 | 200.00 | -200.00 | 0.00% |
| **214 Diversity Issues** | 1,915.11 | 15,180.00 | -13,264.89 | 12.62% |
| **215 Prior Administration Bills** | 9,474.57 | 8,700.00 | 774.57 | 108.90% |
| **216 Legislative Relations** | 656.31 | 4,077.00 | -3,420.69 | 16.10% |
| **217 Long Range Planning** | 0.00 | 4,600.00 | -4,600.00 | 0.00% |
| **218 Vendor/Sponsor/Patron** | 1,617.55 | 4,600.00 | -2,982.45 | 35.16% |
| **219 Special Projects** | 816.60 | 43,680.00 | -42,863.40 | 1.87% |
| **221 Computer Hardware/Software** | 0.00 | 2,500.00 | -2,500.00 | 0.00% |
| **222 Purchase of CD** | 0.00 |  | 0.00 |  |
| **223 Project Development** | 0.00 | 5,250.00 | -5,250.00 | 0.00% |
| **Total Expenses** | **61,001.10** | **541,375.00** | **-480,373.90** | **11.27%** |
| **Net Operating Income** | **75,417.67** | **0.00** | **75,417.67** |  |
| **Net Income** | **75,417.67** | **0.00** | **75,417.67** |  |

**STATE PRESIDENT’S REPORTS**

**ATTACHMENT B**

**Alabama Report**

**Jonna Gibson AASFAA President**

AASFAA Fall conference was held in Auburn AL, October 10-13 2006; we had 157 members to attend. I would have like our attendance to have been but with the HERA held a week before on October 5 many of our members where unable to attend both. However we did have 85 AASFAA members to attend the training. We were unable to have the Hera training during the same week of our conference due to conflicting scheduling with Yolanda Adams. I have not seen the final numbers but it looks as though we are under budget which is great! I have heard a lot of positive comments on our sessions at our conference. I think everyone’s favorite event was “Prescription for Fun” which was our Karaoke night; I didn’t realize we had so many AASFAA singers!

We had 34 exhibitors with a total sponsorship of 50,800, we are fortunate to have s great support from our vendor sponsors.

Brent Tener attended our luncheon on Wednesday to give the SASFAA update. I had the honor to present Brent with a plaque from our Governor Bob Riley appointing him an Honorary Colonel in the Militia of the state of Alabama.

We are excited to have moved forward and have signed a contract for ATAC; we should be a running by February 2007, which will be in time for our spring conference 2007. I know our treasurer Phillip Nelson is excited about our registration being done online.

Our NASFAA Fall Training has been changed from November 30, 2006 to November 17, 2006 at Auburn Montgomery in Montgomery, Al.

**GASFAA Report**

**Jenelle Handcox, GASFAA President**

# Fall Conference

The GASFAA Fall Conference was held October 12-13 at the Sheraton Midtown Colony Square. The conference theme was ***GASFAA Festival: Experience the Excitement***. The Program Committee chaired by Letrell Thomas did an excellent job planning the program sessions that were presented at the conference. Brent Tener, SASFAA President, brought greetings from SASFAA on Friday morning. We had 354 attendees, 71 of whom were attending their first GASFAA conference.

**New Aid Officers Workshop**

Under the direction of Vice President Josh Dasher, the Professional Development Committee presented the New Aid Officers Workshop as the pre-conference training event. GASFAA had 54 colleagues attend this workshop.

**NASFAA’s Decentralized Training**

GASFAA will sponsor NASFAA’s decentralized training on the campus of Central Georgia Technical College on December 6. Josh Dasher and Phillip Hawkins will serve as primary trainers for the event. The Professional Development Committee is expecting approximately 70 attendees, including several requests from aid administrators outside the GASFAA region.

**College Goal Sunday**

The College Goal Sunday Steering Committee kicked off its awareness campaign during the Fall Conference. Georgia will host its first College Goal Sunday events in February 2007. The College Goal Sunday Steering Committee Chair, Brenda Vaughn, serves actively on GASFAA’s Community Action Committee.

**By-Laws Change**

The GASFAA membership voted at the Fall Conference for a By-Laws change. This change to our By-Laws will allow for voting by our lifetime and honorary members.

**Kentucky State Report   
Runan Pendergrast, KASFAA President**

KASFAA’s Fall Conference was held October 18-20, 2006 at the Drawbridge Inn in Ft. Mitchell, KY. The conference theme was *KASFAA A TEAM* (*Together Everyone Accomplishes More*). Over 210 KASFAA members were encouraged to wear their favorite sports apparel throughout the conference. The conference began with HERA Training on Wednesday. On Wednesday evening KASFAA held its first President’s Dinner and “Miss KASFAA” Beauty Contest. There were a variety of sessions to choose from, such as Return to Title IV, Alternative Loans and GradPLUS, as well as a student panel discussion on diversity. Guest speakers and presenters included Kathie Makowski and Raul Galvan from the US Department of Education, and Hasan Davis, educator, youth advocate and performer. SASFAA President Brent Tener attended and presented the SASFAA update. Also, NASFAA Representative Janet Dotson attended and presented the NASFAA update.

During the conference, KASFAA members voted to move our annual elections from the Spring Conference in April to an earlier month in year. This year KASFAA elections will be held online in February 2007, prior to the SASFAA Conference. We are currently working with KHEAA’s IT Department on this project.

A College Goal Sunday Volunteers Drive was held during the Fall Conference. Anyone who completed and returned their volunteer form during had a chance to win a $50.00 VISA gift card. More than 180 KASFAA members completed and returned a volunteer form. Kentucky will not use the Public Relations firm Borshoft Johnson and Matthews for this year’s College Goal Sunday event. Instead, the College Goal Sunday Committee has divided into sub-committees to manage the services previously managed by the PR firm. We estimate that this will save the association more than $30,000. Kentucky College Goal Sunday will be held January 28, 2007 at 20 sites throughout the state.

For the first time KASFAA sent two trainers to the NASFAA decentralized trainings in Washington DC. Both trainers will present at our NASFAA Training Workshops, which will be held on November 7th at the University of Louisville and February 6th at Western Kentucky University.

The Diversity Committee is putting together a Diversity Cookbook for the membership. The committee hopes to have the cookbook ready at the Spring Conference.

KASFAA Spring Conference will be held April 11-13, 2007 in Bowling Green, KY at the Holiday Inn University Plaza. Wendi Daily, Student Loan Funding, and Robin Buchholz, KHEAA, will be the Program Co-Chairs.

**North Carolina State Report**

**Rance Jackson, President NCASFAA**

# Summary of Activities

## *Fall Conference*

NCASFAA is in final preparation for the NC/SC Joint Conference at the Grove Park Inn in Asheville, NC November 5- 8, 2006. Our theme is Reaching New Heights Together: Reconnecting the Carolina’s. This joint effort will provide opportunity for our membership to continue partnering together and solidify previous relationships and create new friendships that will enhance our professional associations.

## *Leadership*

Leadership continues to be a relevant topic for NCASFAA and the Executive Board supports every level of leadership training available by providing members the opportunity to participate in National, Regional and State level activities. The NCASFAA Board and its supporters consistently support the Leadership Symposium and are committed to sending representatives to leadership training.

## *Early Awareness Initiative*

As stated in a previous report NCASFAA has taken an important step toward not only performing workshops and providing material related to early awareness but also providing financial support for middle school students to attend summer enrichment programs. NCASFAA continues to increase scholarships for middle school students to attend programs during the summer of 2007. Increased funding will definitely open the doors for additional students to participate in the worth program. As previously noted, the Middle School Enrichment Scholarship Program is more than just a theme for early awareness, but a true reality providing an educational experience to young college hopefuls throughout North Carolina. We have our sponsors and supporters to thank for their generosity, especially North Carolina’s State Agency.

## *Fiscal Management and Web Improvements*

NCASFAA has officially put into practice the Fiscal Management Guide which is designed ensures good stewardship of our financial resources. The Association is in the final stages of approving the web site developed by ATAC and with any success will be available at the time of this report or shortly after. The Association is excited about this new venture as it is designed to allow the membership better access to information and improve services.

## *Partnering*

Financial aid is more than a local, regional and national profession. The profession is global (International) in nature with respect to those we serve. NCASFAA continues to develop ways to partner with other Associations in order to address shared professional concerns, ideas, and information that will assist the membership in training and professional development. The Fall Conference will launch our effort to expand this concept of partnerships by formally adopting the California Community College Student Financial Aid Administrators Association (CCCSFAAA) as our sister association.

## *Training*

NCASFAA will continue to promote training opportunities for our membership by continued partnership with our venders, sponsors, and state agency. Lastly, NCASFAA will continue to promote the North Carolina annual FAFSA Day.

## *Other Comments*

The NCASFAA Executive Board approved a letter under my signature that has been forwarded to our representative of MyRichUncle retuning sponsorship funds and also requesting that they not participate as a vender during the Fall Joint Conference. Issues surrounding this unfortunate circumstance have called for a review of our Policies and Procedures.

Additionally, request from other States through the NASFAA list serve prompted NCASFAA to review our policy on nondiscrimination. Based on such information the Executive Board with guidance from our Policies and Procedures Chair will address this issue.

**2006 – 2007 NCASFAA Executive Board**

Rance Jackson President

Tony Carter President-Elect

Dana Kelly Past President

Cynthia Grant Vice President

Christy Chestnut Secretary

Paul Coscia Treasurer

Casey Wallen Agencies

Betsy Spencer Budget and Finance

Terry Jeffries Diversity

Tony Patterson Legislative Advisory

Patricia Bowman Membership

Bridget B. Ellis Prof. Advancement – Leadership Symposium

William Zahn Prof. Advancement – New Aid Officers (Fall)

Kay Stroud Prof. Advancement – New Aid Officers (Spring)

Rachel Cavanaugh Prof. Advancement – Support Staff

William Cox Program Chair (Fall)

Amy Berrier Program Chair (Spring)

Audrey Callahan Publications and Publicity

Sherri Avent Site Selection

Kim Driggers State & High School Relations

Lisa Koretoff Technology

Rochelle King Long Range Plan

Rose Mary Stelma Policies and Procedures

Deborah Tollefson Special Project

Takeila Barnes Special Project

Cyndi Walkup-Mortimer Lender Liaison

Elizabeth McDuffie State Agency Liaison

**Mississippi State Report**

**Garry Jones, President MASFAA**

MASFAA Executive Board for 2006-07:

|  |  |  |
| --- | --- | --- |
| President | Garry Jones | East Miss. Community College |
| President-Elect | Peggy Shoemake | Pearl River Community College |
| Past-President | Soraya B. Welden | Meridian Community College |
| Vice President | Marilyn James | Miss. State Univ. - Meridian |
| Secretary | Jackie Boone | Nelnet |
| Treasurer | Steve Greenough | American Student Assistance |
| Member-at-Large | Nancy Gault | Sallie Mae Education Trust |
| Director | Robert Givens | University of Mississippi |
| Director | Robyn Cilwik | William Carey College |
| Director | Teresa Bost | Mississippi State University |

The Board of Directors conducted a meeting via conference call on August 25. The 2006-07 budget was voted on and approved.

A discussion was held regarding the controversy surrounding MyRichUncle. The Board voted to block any MRU individual from membership or to sponsor/exhibit at any MASFAA function until a public retraction of the accusations and comments made against financial aid professionals has been sufficiently demonstrated. Although a formal letter is not being sent to MRU a letter was sent the MASFAA membership explaining the Board’s position and decision.

MASFAA will once again offer NASFAA’s Fall Training Workshop. The training will be held Friday, November 17, 2006, in Meridian. Marilyn James, MASFAA VP, has arranged for the training to take place at the newly constructed Riley Center, downtown Meridian.

Our 2 trainers for this year are LaShanda Chamberlain, Director of Financial Aid at Mississippi Gulf Coast Community College, Jackson County Campus and Nancy Denson, Assistant Director for Counselors at the University of Southern Mississippi.

MASFAA’s next Board meeting is scheduled for November 17, 2006, which will be in conjunction with our fall training.

**Florida State Report**

**Tom Judge, FASFAA President**

**2006 Fall Conference-“FASFAA: 40 and Still Going Strong”**

FASFAA held its fall conference at the Hyatt Regency Coconut Point Resort & Spa in Bonita Springs from September 27-29. A fall conference record 490 registrants participated in the three day event. On Tuesday, prior to the regularly scheduled conference activities, the Department of Education conducted a full day HERA workshop. Over 200 aid administrators from around Florida, the southeast, and nationally attended the update on federal issues, especially the ACG and SMART grant programs. FASFAA would like to thank Brent Tener, SASFAA President, for attending and presenting at the conference. He also gave a SASFAA update at the opening luncheon Scott Burrows energized the attendees at the closing breakfast on Friday morning with an inspirational talk. FASFAA highly recommends Scott as a presenter or key note speaker. A membership survey was conducted and collected at the conference on a variety of association issues. MyRichUncle (MRU) attempted to distribute their literature during the conference. FASFAA board members and hotel personnel met with their representatives concerning their negative conduct. FASFAA is drafting responses to MRU concerning future relationships with their organization.

The 2006-2007 FASFAA board conducted a board meeting prior to the conference on Monday, September 25.

**2007 Spring Conference**

FASFAA will conduct its spring conference from May 23-25 at the Tampa Waterside Marriott. Special activities are being planned for this event to culminate the 40th anniversary year of the association.

**Additional Activities**

Regional workshops have been held in the six FASFAA regions during the fall. Spring regional workshops are being planned, along with various sector and administrator level activities. Information will be available at [www.fasfaa.org](http://www.fasfaa.org/) on all future FASFAA events.

The 2006-2007 FASFAA board will be conducting their next board meeting on Friday, November 10 at the Hyatt Regency Jacksonville Riverfront. Topics on the tentative agenda include: Finalizing 2007-2008 candidate slate; discussion of treasurer-elect position; discussion of institutional membership dues; MyRichUncle concerns.

**“Be Cool, Go To School” Campaign**

FASFAA is teaming with the Florida Department of Education in contacting over 240,000 eighth graders in the state on the merits of an education and the possibilities for going to college and obtaining financial aid to finance the costs. A brochure is being developed and will be available in late November or early December for mailing.

**Early Returns on 2006-2007 Year**

FASFAA continues to be a strong association but we are concerned about future fiscal challenges, convincing individuals to run for elected office positions, and the impacts of the upcoming elections (new governor in Florida) on the overall financial aid landscape in the state. On a positive note, Florida did not experience any hurricane activity during the past hurricane season.

**South Carolina State Report**

**Kim Jenerette, SCASFAA President**

SCASFAA and NCASFAA will be hosting a joint fall conference on November 6-8 at the Grove Park Inn and Spa Resort in Asheville, NC. All of the State Presidents have been invited and we look forward to this “mini-SASFAA” conference. Bob Godfrey (SC) and Bill Cox (NC) serve as co-chairs.

The Professional Development Committee, chaired by Jeff Holliday, hosted the HERA Training (ED presentation) on October 19th. This training was well attended and the workshop was very organized. The New Aid Officers Workshop is scheduled for November 13th-14th, and the de-centralized training on December 5th. Also in the works is a possible Guidance Counselor Workshop (to be hosted throughout the state).

The Nominations and Elections Committee, chaired by Nancy Garmroth, has disseminated volunteer forms to the membership as we seek candidates for 07-08 slots. The N/E committee will meet in December to determine candidates.

Special Projects, chaired by Tabatha McAlister, is gathering information regarding the possibility of SCAFAA instituting the office of Chair-Elect. Knowing the importance of this position and fiscal integrity, we recognize the lead of many sister states and desire to move forward in implementing the best possible means and service to our constituency.

The Diversity Committee, Chaired by Dr. Em McNair, have a session in place for the CASFAA conference (NCASFAA.SCASFAA). The committee is also planning a diversity session for next winter/spring.

The Advisory Committee to CHE met on September 18th. Chaired by Elizabeth Milam-Lomas, the committee’s first meeting sought to ensure proper communication and means by which CHE can work closer with SCASFAA to allow for better understanding of processes and proper understanding of regulatory information.

The Electronic Services Committee, chaired by Keith Reeves, continues to move forward to implementing the SCASFAA website via ATAC. The SCASFAA Board decided to go with most of the offerings for this integration.

The South Carolina Student Loan Corporation recently presented $3MM to two different agencies within the state. $2MM is earmarked for public institutions while the balance for private schools. We are very grateful to the Corporation for their benevolent gift as it assists our students in their educational endeavors.

The full committee of the 06-07 SCASFAA Board can be found at [www.scasfaa.org](http://www.scasfaa.org/).

**Tennessee State Report   
Janette Overton, TASFAA President**

The TASFAA fall conference was held October 22 through October 24. The theme was “**Journey to Change: New Programs ... New Challenges ... New Opportunities.” It was held at the Franklin Cool Springs Marriott in Franklin, TN. A possible new record was set with 373 registered of which 72 were first time attendees and 34 were registered for the new aid officers training. It was a great conference put together under the direction of Clyde Walker, President-Elect and his committee.**

**HERA training was offered by the Department of Education on October 24 at the Cool Springs Marriott. Approximately 275 were registered to attend.**

**John Norrell with Nelnet is the TASFAA Training Chair. He attended the NASFAA Training of Trainers in Washington, DC. Training has been scheduled for all five districts beginning in November on the topic of Verification. A good number of our membership as well as some from Kentucky will be in attendance for this training.**

**Training has been set up in every district for High School Counselors and Vocational Rehabilitation personnel. These sessions will be held in December. The goal is to educate them on the changes to the 2007-08 FAFSA and inform them of the TSAC (state) programs. Lunch will be provided to all participants.**

**TASFAA is working with TSAC in setting up institutional sites for College Goal Sunday. Currently there are 32 sites hosting this event. It is scheduled for February 18, 2007. Last year CGS was offered at less than 20 institutions.**

**It has been the practice to offer a (1) one day New Aid Officer Training Session at both the fall and spring conferences. A decision was made in the October board meeting to change this. Beginning in January the training chair along with the district chairs are setting up (1) one day NAO training sessions in each district. In lieu of NAO training at the spring conference a mid level training will be offered.**

**The Association Governance Committee is looking into guidelines to set up a Nondiscrimination Membership Policy and setting up guidelines for use of TASFaa credit cards. The committee is also reviewing the Policy and Procedure Manual to update job descriptions as needed.**

**Virginia State Report**

**Erik Melis, VASFAA President**

VASFAA's trek into new frontiers continues to move boldly forward… we’ve explored new worlds, changed crew members, and have continued in pursuit of our galactic goals…

Erik Melis, VASFAA President, along with Brad Barnett, Past President, and Barry Simmons, State Relations Co-chair, had the opportunity to meet with Dr. Tom Morris, Virginia's Secretary of Education, and with Dietra Trent, Deputy Secretary of Education for Virginia. During that meeting, the group presented VASFAA and its membership to the Secretary as an informational resource in his efforts to promote higher education in the Commonwealth. The Secretary also pledged his support in VASFAA’s effort to get legislation introduced to establish a standing proclamation for Financial Aid Awareness Month in Virginia.

The 2006-07 VASFAA Board had its first official board meeting on August 16th. In keeping with our theme to trek boldly into “new” frontiers, this meeting was conducted entirely by teleconference.

The Board voted to renew its contract with NASFAA and LearnStudentAid.org to garner a discount for any VASFAA members who wish to participate in LearnStudentAid.org training opportunities.

The VASFAA Board voted unanimously to end our business relationship with MyRichUncle (MRU) until such time as MRU retracted its remarks about the profession and demonstrated that it had abandoned its current marketing strategy which seemed to involve enhancing their market share on the backs and reputations of the financial aid community. Erik Melis, VASFAA President, drafted and sent a letter to the CEO of MyRichUncle detailing the action VASFAA was taking.

Due to a change in employment, VASFAA’s Secretary had to resign. The President, with her gracious consent, appointed the prior Secretary, Jeanne Holmes, to serve the remainder of the Secretary’s term.

The VASFAA Board had its Fall meeting in Williamsburg on Sunday, October 15th, immediately preceding the Fall training events for Experienced Aid, New Professionals, and Support Staff. Even though we are confident our By-Laws and P&P support the actions taken regarding MRU, the Board decided to look into strengthening the statements regarding membership in the By-Laws and possibly include explicit text regarding membership termination. Any proposed By-Law changes will be presented to the membership for consideration during the voting at the May 2007 conference.

Meeting one of our main goals for 2006-07, VASFAA just concluded it’s first successful “consolidated“ Fall training event since going to a single yearly conference. Three training events were held concurrently at the College of William of Mary in Williamsburg on October 16th and 17th. The Experienced Aid Officer’s Workshop, titled “Trekking Back to our Roots,” focused on the history and processes of needs analysis, FAFSA simplification, verification, professional judgment, and financial aid trends in multicultural populations. The Support Staff Training Workshop focused on providing Financial Aid Client Services representatives with training in how to deal with difficult customers and how to celebrate the difference that the Client Services personnel make in a financial aid office. The New Professional’s Training Workshop focused on review the history of Title IV aid and provide information regarding the regulations and administration of Title IV aid. The Fall training event was a major success and has set the stage for a very successful year in professional development within the association.

Other noteworthy committee activities that are in progress include:

The Nominations Committee is well on its way to having a complete slate of candidates for the 2007 election. The goal is to have multiple candidates for every position and we are almost there.

The Awareness Committee has made great progress in planning for the 2007 Super Saturday events. The committee is also to be actively involved along with State Relations in trying to secure the standing proclamation for Financial Aid Awareness Month in Virginia.

The Conference Committee is making great progress in planning a galactic conference event for 2007.

The Diversity Committee is working hard to set up sessions and activities that will emphasize the diverse nature of association.

The Federal Relations Committee is monitoring congressional activity in anticipation of some movement this year on reauthorization issues. There is also some work in progress to try to arrange for congressional visits in Washington, DC.

The Membership Committee is actively working to increase the VASFAA membership by sending periodic updates out to the listserv.

The New Century Fund President's Council is actively soliciting applications for the New Century Educational Endowment (Buddy) Awards.

The Newsletter Committee has already published two issues of the VASFAA Voice Newsletter filled with interesting, relevant and fun articles.

The Public Relations Committee has been hard at work promoting the exciting things that VASFAA is doing. The committee is also working with the President to send acknowledgment and thank you letters out to volunteers and their supervisors.

The Secondary School Relations Committee has set up 13 statewide high school guidance counselor training workshops that will be held between November 14th and December 15th.

The Site Selection Committee is actively evaluating potential sites for the 2008 VASFAA Conference. Our 3-year contract with the Hilton Oceanfront hotel ends with the 2007 conference.

The State Relations Committee continues to monitor legislative activities related to financial aid and higher education and is working closely with the Awareness Committee to try to get legislation introduced and passed establishing a standing proclamation for Financial Aid Awareness Month in the Commonwealth.

The Support Staff Training Committee will be hosting two additional Fall Support Staff training workshops in Northern Virginia on November 28th and in Roanoke on November 29th.

The Training Committee has been hard at work planning multi-faceted training opportunities for the 2007 conference.

The Vendor/Sponsor Committee has secured significant sponsorship funding for 2006-07 and continues to work on securing additional sponsorship.

Thanks go out to all the board members, committee chairs and, especially, all the members that have stepped forward as volunteers on various VASFAA committees. None of the amazing tasks that are underway could be done without the selfless commitment of all of those who have agreed to give their time and resources to serve the association.

There are other exciting things still coming this fall besides those that already mentioned. VASFAA President will be attending the joint NCASFAA/SCASFAA conference at the Grove Park Inn in Asheville, NC and will also be attending the 2006 Commonwealth College Access Network Conference (CCAN) in Richmond in December.

VASFAA is excited about what has already happened this year and we are looking forward to everything yet to come. Let the voyage continue, or as Jean Luc Picard would say, “ENGAGE!”

**COMMITTEE REPORTS**

**ATTACHMENT C**

**AdHoc Conference Manual Committee**

**Janet Sain, Chair**

# Summary of Activities

**GAP56:** (05-06) Develop Master Conference Manual to include Site Selection requirements for annual conference, NAOW and Mid-Level, Hotel contracts, Local Arrangements, and all annual conference aspects.

**Activity:** Meeting has been set for December 1-3 at the Cool Springs Marriott in Franklin, TN. Samples of all items will be mailed to each committee member for review and ideas for suggestions, changes, additions, and etc has been solicited.

# Discussion

The chair visited the NASFAA website to secure the rules and regulations to submit the manual as a regional award consideration. The application and rules will be sent to each committee member prior to their meeting in December.

**Diversity Committee**

**Janet Sain, Chair**

# Summary of Activities

**GAP14:** (05-06) The Conference, Diversity, Newsletter and Membership committees should continue to be represented by every SASFAA state.

**Activity:** Each state is represented on the Diversity committee. There are representatives from 4yr public, 4 yr private, community college, proprietary, lender and agency on the committee. The committee includes 8 females and one male, and a mixture of African-Americans, Caucasians and Hispanic ethnic backgrounds.

**GAP44:** (05-06) Utilize local student’s perspective in Diversity Committee as success story for annual conference.

**Activity:** The TN representative on the committee will be soliciting student success candidates from TASFAA member schools via the listserv, TASFAA Board members, etc. The TN representative on the conference committee has recommended a current student from her institution and will be contacting her to confirm her participation.

# Discussion

The Diversity committee met in Louisville, KY on Oct 6-8. They met at Sullivan University courtesy of Caren Stewart. All were in attendance except for Terry Jeffries, NellieMae, the NC rep whose son’s team made the playoffs and Steve Woodson, National Ed, the FL rep who was at a conference so he sent Rosemary Tutt as his substitute and she happens to live in Lexington, KY so she came in on the morning of the meeting and saved us a sleeping room charge.

The items discussed included:

1. General Session Speaker
2. Four Interest Session Topics
3. Salsa Dance on Sunday night
4. Opening session
5. Student Success Speakers
6. Spanish forms table
7. Spanish resource site on web

**General Session Speaker:**

Sharon Oliver from NCCU had heard and recommended Sarita Brown who is President of Excelencia in Education since she thought she did a great job for the UNC Diversity workshop back last year. The chair went to the website and read a bunch of the articles and history in relation to Ms. Brown and her organization. They corresponded, found that she was available during the conference dates and penciled in the Tuesday date until the committee had a chance to meet and agreed to ask her formally. She has agreed to do the general session as well as an interest session. Her charges are $5000 plus travel and room. LaShanda Chamberlain from Mississippi Gulf Cost Community College has agreed to be her contact and make sure all her needs are taken care of during the conference. Sarita wants us to create an agreement to be signed by Brent and the chair has sent Brent the info. Her bio and picture have already been sent to Michael for the program. She is also considering co-presenting with Linda Gonzalez-Hensgren our NASFAA visitor if Linda would like a co-presenter for her session.

**Interest Sessions:**

The committee discussed several topics for the four interest sessions. The areas that were agreed to be developed were: “Cultural Differences”-Dee Talley is the lead, “Undocumented individuals/Citizenship Issues”-Caren Stewart is the lead, “Resources for FAA on the Hispanic/Latino Student”-Em McNair and Charlene Morgan are the leads, “Latino Youth Forum”-lead by Terry Jeffries and Steve Woodson. Brent then shared that our NASFAA visitor has a session she is presenting for TASFAA and was willing to do for SASFAA. The committee is trying to hook up Linda and Sarita for that session. If that doesn’t work out, the committee will ask Sarita to do a Q&A for her interest session. The committee members would act as the moderators for these four sessions and are responsible for getting AV needs, bio’s, presentations, etc from each presenter.

**Salsa Dance:**

The committee was really gung-ho on this idea. They made several suggestions. One being that an authentic Hispanic dance troupe dressed in traditional garb that would showcase several dances for the members at around 8pm during the President’s reception. There is a group that Christy Barbo knows and they include youngsters and adults who have already said they can do it that Sunday night. We would give them a small honorarium. Then she knows some dance instructors who can show us how to do some of the more popular dance moves and then have those dancers go out in the audience and have folks try it out as well. Christy is the lead on this. We wanted to start it at 8 so that we can end by 9:30 and let folks have time to go out and still explore Nashville if they want. We would need a stage and some AV equipment for piping in the music and mike for the instructors.

**Opening session:**

The committee has requested a surprise from Brent for the Opening session so the attendees can get a flavor of the theme. The committee also agreed to dress in traditional Spanish garb for this session and the reception and dance lessons.

**Student Success Speakers:**

The committee would like two. One hopefully during the Opening session and then the other one somewhere else during the conference depending on their availability. Sara Reese from Aquinas has a female student in mind already and Christy who is the lead on this will get in contact with her. They are also hoping to get a male as the other speaker.

**Spanish forms/handouts and Resource on the Web:**

The committee wanted to display FA forms that are already available in Spanish from schools in our region on a table in the vendor area. Maybe next to the SASFAA tables. All the committee members are soliciting these forms from their states via their listservs. They would then make them available during the conference. Then take some and post them on the website as our Spanish resource page. The chair will also be asking all the lenders who will be exhibiting to send one of their brochures/charts/handouts they use in their schools that are in Spanish so they can be added to the display table and list them as resources on the web. Charlene Morgan is also creating a list of websites that can be used as resources for the website. The committee also agreed to have Em/TG create a commonly used FA terminology chart in Spanish to be distributed in conference bags.

**Next Meeting:**

Scheduled for December 9th in Nashville, TN at the Cool Springs Marriott.

**Budget and Finance Report**

**Clark Aldridge, Chair**

**LP 63**

The Budget and Finance Committee met in Franklin, TN October 20-22 to conduct the annual Financial Review. The following committee members participated in Review:

Clark Aldridge Chase

Deloris Bright Old Dominion University

Randy Craig Chase

Richard Hawkshead Georgia Student Finance Commission

Chris Tolson Campbellsville University

The Committee reviewed the following:

Miscellaneous Expense Claims

Travel Expense Claims

Complementary Registrations

Memberships Records

Conference Records and registration

Certificates of Deposit

Contracts

The associations IRS 990

Insurance Policies

General compliance with the SASFAA Policies and Procedures

Income and expenditures

The Committee is currently compiling its report that will be presented at the Feb. SASFAA Board meeting. At that time, the Committee will make some recommendations for changes to the P&P.

The Committee noted how well organized the records were which made the review process much easier.

**GAP 72**

A subcommittee of the Budget and Finance Committee has been appointed to finalize plans for the SASFAA Endowment. Members of the subcommittee are:

Richard Hawkshead Lead

Delores Bright

Chris Tolson

The subcommittee is charged with recommending an investment strategy, account setup and controls, Treasurer responsibilities, a mechanism to allow for donations from individuals and other to the fund.

The recommendations will be presented at the June meeting of the Board.

**PP 6.32, PP 6.38**

Based on an analysis of the cash on hand and in the savings account and in consultation with the Treasurer I recommend that SASFAA purchase an additional Certificate of Deposit of $ 65,000. This purchased should be designated as part of the SASFAA “Endowment” and revenue from this CD is dedicated to carrying the objects identified in the Long Range Plan adopted June 2006.

**Newsletter Editor Report**

**Sharon Oliver, Chair**

# Summary of Activities

**GAP 31:** (05-06) Follow publication time frame throughout the year.

**Activity:** The fall newsletter was published in October 17, 2006.

**GAP81:** (05-06) The publication of the Newsletter in PDF format for ease of printing for those members who prefer this method and increase membership readership. Suggest sending email to listserv with link to downloadable format.

**Activity:** Published Newsletter in html and PDF formats which included an option to download and print newsletter. There were problems encountered with delivering the PDF format of the newsletter due to the size of the file. To increase the download speed, the PDF file with delivered in two links.

**LP35 and PP 6.121:** Email newsletter reminders to the SASFAA board, committee chairs and membership to solicit articles for the newsletter; state newsletter chairs will be asked to submit an article from their newsletter; establish a movers and shakers section in the newsletter.

**Activity:** Email reminders were sent to the SASFAA board, committee chairs and membership to solicit articles for the fall newsletter. A few announcements were placed in the movers and shakers section. Reminders were also sent to sponsors to obtain ads.

**PP 6.125:** Newsletter will be posted on website by ATAC.

**Activity:** ATAC sent an email notice and posted the fall newsletter to SASFAA’s website on Oct. 17th.

**PP 6.128:** Coordinate with Vendor/Sponsor Chair ads published in the Newsletter; forward vendors and sponsors interested in advertising in the Newsletter to the Vendor/Sponsor Chair.

**Activity:** The Vendor/Sponsor Chair provided a list of sponsors for the previous year. An email was sent to all sponsors who did not purchase ads for the new fiscal year for the newsletter. There were several responses received from sponsors and the deadline was extended for ads to accommodate new sponsors. Also, an Ad Confirmation is provided to each sponsor within 24 hours after purchasing ad validating the ad size and number of editions. The format for ads and the deadline dates are also included on the Ad Confirmation.

**PP 6.129:** Vendors and Sponsors who choose Option #2 Newsletter Advertising on the Sponsorship Form ads will be published in the newsletter either quarterly or per selected issue.

**Activity:** All sponsors who purchased ads prior to publishing the newsletter were included in the Fall newsletter. Additional ads that have been purchased since the fall newsletter was released will appear in the Winter newsletter.

# Discussion

The Newsletter Committee would like to recommend to the board that ATAC publish the SASFAA Newsletter in a PDF format instead of html. Changing the format will provide a state of the art newsletter that is not only professional, but also easy to download and print. The change from html to PDF will increase cost by approximately $150 to $200 per edition based on the number of pages, photos and ads. ATAC indicated that the cost for publishing the Fall 2006 newsletter in a PDF format would have been $485.

**ATAC Cost for Delivering the Newsletter in HTML and PDF**

|  |  |  |
| --- | --- | --- |
| **DESCRIPTION** | **HTML** | **PDF** |
| 20 Pages & 5 photos | $200 | $325 |
| Photos | $5 | $7 each |
| Ads | $10 | $10 each |

**Newsletter Contents**

We appreciate the timely submission of articles for board members. Thank you very much for your contribution and each article added value to the fall newsletter. The next newsletter shall include news of interest to student aid administrators including professional development information and events pertaining to aid administrators in the SASFAA region. The newsletter shall contain the following items:

* Message from the President
* Board meeting highlights
* Treasurer’s Report
* Committee Reports
* State Reports
* Calendar of training and development activities in the region
* Candidate Statements provided by the Nominations and Elections Chair

**Newsletter Deadline**

The winter edition of the newsletter is due in December. The deadline for articles is **November 10, 2006**. All submissions (articles, ads) should be provided to the Newsletter Editor, Sharon Oliver, at [soliver@nccu.edu](mailto:soliver@nccu.edu). Materials should be sent as a word attachment, new times roman font, 10 pitch, and third person.

**Legislative Affairs Committee Report**

**Bill Spiers, Chair**

**Summary of Activities**

**GAP 38:** (05-06) Provide alerts via the listserv of reauthorization issues, legislative concerns and any other issues pertinent to the financial aid community including all educational institutions, lenders, and services.

**Activity:** Email alert to members reminding them to respond to HERA Interim Final Regulations.

A letter was written for Board approval at this meeting which was forwarded to USDE. The basic contents of the letter were shared with the membership to help form their response to HERA.

The membership was notified of several important articles concerning financial aid.

The Legislative Committee has worked with the Electronic Services Committee to implement links on the SASFAA website so members can respond to legislative issues electronically from the SASFAA Webpage. This will allow members to review the SASFAA Legislative Guide prior to submitting their responses.

While this activity will occur prior to the Board meeting, it hasn’t actually occurred at this point. I will represent the SASFAA Legislative Committee and President Tener will represent SASFAA at he upcoming public hearings. I will produce a list of issues to be used. The list of issues and a verbal update will be given at the Board meeting.

**GAP.39:** (05-06) Keep state legislative representatives as active and involved members of the committee. Consider using alternative members instead of automatically using state legislative chairs as committee members. Solidify that members comprising the committee are able to commit to the responsibilities associated with being the state representative on the committee. Solicit additional volunteers to consider from the State Presidents.

**Activity:** A conference call with the Legislative Affairs Committee was held on Friday, October 20, 2006. A review of activities was held, and plans were developed. At this time the committee is implementing the Legislative Reading Digest again, made plans to review and revise where appropriate the Legislative Guide, and made plans to develop a Guide for Visiting with Legislators and Staff. Each committee member will have part in this activity, which will involve all of the state legislative representatives.

**Future Plans**

The Legislative Affairs Committee will continue to monitor legislation, NPRM, reauthorization, and other legislative activity. In addition, the Committee will ensure the continued accuracy of the SASFAA Legislative and Guide and begin production of a Guide for Visiting with Legislators and Staff, which will hopefully be ready for approval prior to the end of this year. This guide will be used next year when SASFAA members will make visits to Capitol Hill.

**Site Selection Report**

**Ron Gambill, Chair**

**Summary of Activities**

**PP 6.151:** Provide site selection guidelines to state presidents at the July/August Board meeting.

**Activity:** Provided the basic facility guidelines at the August 5 Board meeting.

**PP 6.152:** Solicit from each state president a conference site proposal that includes tentative meeting dates and facility requirements.

**Activity:** Contacted Runan Pendergrast to determine if Kentucky could be considered for the 2010 conference. Runan agreed for KASFAA to host the conference.

**GAP 57:** (05-06) Provide training opportunities on site selection procedures and contract negotiations at the state level. Including how to read and understand hotel contracts utilized for annual conferences and state meetings.

**Activity:** The Site Selection Chair conducted a training session for state presidents during the August 6 Board meeting.

**Discussion**

The Site Selection Committee will focus on the State of Kentucky for the 2010 SASFAA Conference site. KASFAA President Runan Pendergrast has extended the welcome and has asked Dave Cecil to assist in the identification of potential locations for the annual meeting. Tentative visits are planned for early December.

Site Selection assisted with arrangements for three committee meetings and has scheduled the first Executive Board location for the 2007-08 Board at the Crystal City Hyatt. Additional 2007-08 Executive Board meetings are being planned.

The contract for the 2007 New Aid Officer’s Workshop was reviewed at the request of Sandy Neel, SASFAA Vice President.

**Committee Appointment**

Based on the recommendation of Runan Pendergrast, Executive Board approval is requested for David Cecil to serve on the Site Selection Committee for 2006-07.

**Sponsorship Committee**

**Keith Reeves, Chair**

# Summary of Activities

**Code Number *GAP 33:***

Have Sponsorship and Advertising (newsletter and banner ads) forms available on the sasfaa.org within seven days after first board meeting.

**Activity:**

Appropriate individuals have been contacted to provide update information. Mark up of the 05-06 form will be completed following this Board meeting and forwarded to ATAC for posting. – Completed.

# Discussion

Sponsorship for this joint meeting of the Executive Board and the Conference Committee include the following:

Hospitality – National Education

Friday Dinner – edamerica/edsouth

Saturday Breakfast – Bank of America

Saturday Morning Break – USA Funds

Saturday Lunch – KeyBank

Saturday Afternoon Break – Sallie Mae

Saturday Dinner – College Loan Corporation

Sunday Breakfast – Student Capital Corporation

**Budget Goal**

The 2006-07 budget goal for sponsorship, excluding advertising, is $160,000, which represents a slight increase over 2005-06. Conference sponsorship in Greensboro reached an all-time high. So far, sponsorship seems to be behind last year’s pace. Sponsorship for the conference currently stands at $85,000. With recent mergers and the effects of HERA, we may struggle to reach this level. Also, it appears that the Sallie Mae lending partners may band together under the Sallie Mae umbrella, reducing their overall sponsorship level.

The budget for advertising income has been set at $47,000, which includes banner advertising on the web and newsletter ads. To date, commitments for banner ads stands at $22,800 while Newsletter ads stands at $19,840 for a total of 42,640. Minimal increases in these figures are anticipated for the remainder of the budget year.

**Note to Board**

All Committee Chairs are reminded that all requests for support for various meetings should be made through the Sponsorship Chair in order for the sponsors to receive proper credit.

**Membership Committee**

**Soraya Welden, Chair**

# Summary of Activities

**GAP 17:** (05-06) Change the membership stats to percentages so that smaller states have a chance to win the membership participation in the “friendly competition” race conducted throughout the year in hopes of increasing membership in SASFAA.

**Activity:** Our friendly state membership competition will compare 2006 membership numbers to the 2005 numbers. The state with the highest percentage increase as of May 1st, 2007 will be recognized as the 2006-07 membership award winner. The membership committee was provided with current membership numbers for their state on 9-18-06 and 10-27-06. Each member was asked to promote the competition within their associations and copy the chair on any emails sent to their respective lists. The chair received a copy from three states, AL, MS and SC.

**GAP 20:** (05-06) Have ATAC a report that shows the non-specified members and work to clean up the non-specified membership by institution type which is currently noted as 264 of them on the membership statistics. On the membership/registration form, if the school is not listed, it won’t link the person’s name with the institution type and thus gives us non-specified stats which is misleading. Also add school type along with a new school name or school that is not already in the database. Recommend adding vendor/other than lender category under membership.

**Activity:** Currently there are 59 members not specified by institution type and 87 by affiliation type. Paula Gordon with ATAC sent the chair a list of these members.

* The members with a membership end date of 06-30-07 with an affiliation not specified are being changed by ATAC to an active status.
* With assistance from the membership committee, 26 members with an institution not specified have been matched with their appropriate institution. There are 11 members’ institutions that are not listed and 22 who can not be matched or assigned based on the information we have. An email will be sent to these 22 members whose appropriate organization can not be determined, asking them to update their profile. If they are not a current member however, they can not update their profile until they renew. The chair can update this for them as needed.
* Paula is also sending a list, by November 1st, to the chair of those members who have duplicate records. The chair will identify the records that need to be deleted and send that file back for ATAC to delete the duplicate records.

**GAP 21:** (05-06) Pursue concept of zero fee membership (such as TASFAA) to increase membership for those individuals whose institutions do not pay for individual membership fees. Membership in state association would provide automatic membership into SASFAA thus increasing state memberships. Increase SASFAA Annual Conference registration $25 to cover the costs.

**Activity:** The membership dues data for 40 state associations and 6 regional associations (including SASFAA) was collected. There were 9 associations where the dues structure could not be determined. The 40-state average was $ 39 and the regional average was $ 45. SASFAA is below the state and regional averages. TN is the only association found who does not assess membership dues. Janette Overton, the TN Association President and Laura Land, the TN Association Membership Chair was sent an email inquiring about the TN zero fee change.

**LP 17:** Explore additional membership categories such as associate (non-voting) membership for former aid administrators, students, guidance counselors, or others.

**Activity:** In researching state association dues, it was found that several states have multiple member categories. Most (if not all) still required a fee for any category, even if the category was classified as “non-voting”. The majority of state associations have individual membership and only one type of membership. Other membership types identified include: institutional, regular, associate, voting, retired and student.

# Discussion

**Membership dues**

Issues within this topic:

* Should dues be charged at all?
* If so, should we collect them only at conference or other SASFAA events?
* If so, should we change the membership year to Jan 1- Dec 31? (Consider this either way)
* Should all members be charged the same amount? (if structure is changed)
* Doesn’t SASFAA already have the option for members to pay dues separately or with conference registration?
* If no dues are assessed, is SASFAA willing/able to function with a decrease in annual revenue of approximately $38,000? Or would the cost be added elsewhere?

**Membership structure**

Issues within this topic:

* Why would we want/need separate membership categories?
* To exclude a particular group or groups from having voting privileges?
* If all members have the same privileges, is there a need for additional categories?
* To differentiate by types of organizations within the association? (post-secondary institutions vs. government agencies, lenders, guarantee agencies, etc.)
* Will all categories be assessed the same amount?

**Feedback from Tennessee**

Forrest Stuart, the 05-06 TASFAA President, provided some insight to the zero-fee dues structure adopted by TASFAA.

TN had considered the idea of an institutional membership for some time, but could not come up with a good dues structure. They wanted a way for a person to be a member with out having to pay out-of-pocket. TN has three membership statuses: Voting, Associate and Honorary. Only “voting” members can vote. Each person has to join through normal membership process each summer, answering questions that determine type of membership. The only issues so far are the logistics involved in determining who is a voting, associate or honorary member. The logic has to be in place for ATAC to include the membership questions and for the membership chair to be able to make a membership active. There are no current concerns with lost revenue, however bylaws provide option of instituting fees again if board sees the need. Conference fees have increased by about $20.

**Membership stats**

Total membership as of October 27, 2006 is 827. This represents an 8% increase over this time last year (765).

Current 2006-07 membership by state and 2005-06 comparison:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| State | **Current**  **2006-07\*** | Prior  2005-06 | Number Difference | Percentage of 05-06 Reached |
| Alabama | **32** | 85 | 53 | 37.65% |
| Florida | **180** | 290 | 110 | 62.07% |
| Georgia | **103** | 189 | 86 | 54.50% |
| Kentucky \*\* | **66** | 96 | 30 | 68.75% |
| Mississippi | **41** | 71 | 30 | 57.75% |
| North Carolina | **109** | 234 | 125 | 46.58% |
| South Carolina | **81** | 119 | 38 | 68.07% |
| Tennessee | **82** | 144 | 62 | 56.94% |
| Virginia | **99** | 193 | 94 | 51.30% |

\*Membership totals as of October 27, 2006. There are 34 members who are out of region.

\*\* Kentucky is currently winning the state competition with 68.75% of last year’s numbers reached, with South Carolina in a close second with 68.07%.

**Agency Liaison Report**

**Mike Hawkes, Chair**

# Summary of Activities

**Code Number** PP 6.174 - Request up-to-date information from each agency and prepare a report for the SASFAA Board. The liaison is responsible for maintaining a list of agency contacts and addresses and for passing the information to the liaison's successor.

**Activity:** Made initial e-mail request to state agency contacts on October 5; Sent reminder e-mail on October 25; Updated contact list by adding a new contact for the South Carolina Commission on Higher Education

**Code Number** GAP80 - Continue use of NCHELP and NASSGAP reports to be included in committee reports and ask State Presidents for help in obtaining state agency reports for board meetings so that every state can be guaranteed to be represented.

**Activity:** Requested reports from NCHELP and NASSGAP; Copied State Presidents on e-mails to agency contacts; Telephoned new NASSGAP President to explain SASFAA’s interest in receiving reports from NASSGAP; Worked with Kim Jenerette to secure a report from SCCHE

# Discussion

The following reports were submitted:

*Agency Liaison*

Once again, the *Higher Education Act* has been extended on a short-term basis. On September 30 President Bush signed H.R. 6138, extending the *Higher Education Act* through June 30, 2007.

Unlike previous extensions of the *HEA*, this bill contains some changes to the law. These changes include:

1. • Eliminates a two-year grace period for Hispanic-serving institutions to apply for grants and repeals an existing law requiring those institutions to document the number of low-income students they serve
2. • Clarifies a change made by the *Higher Education Reconciliation Act* regarding account maintenance fees paid to guaranty agencies

• Limits the eligibility of lenders acting as trustees for institutions of higher education (or organizations affiliated with those institutions) to make or hold loans. This amendment would close a loophole that has permitted some schools to circumvent the *HEA* restrictions on lending by schools.

1. • Directs the Secretary to publish regulations that allow for the cancellation or discharge of student loan indebtedness of spouses and parents of victims of the September 11, 2001 terrorist attacks.

Guaranty agencies have created a new web site that allows users the ability to access the current electronic version of the *Common Manual*. The web site can be accessed at [www.commonmanual.org](http://www.commonmanual.org). The web site allows users quick access to federal regulatory guidance and common guarantor policies.

The web site houses the current electronic version, *2006 Common Manual: Unified Student Loan Policy*. As changes are made to the *2006 Common Manual*, an updated integrated version of the manual or “ICM” will be added to the site. The *Common Manual* continues to be available in the NCHELP e-Library.

Guaranty agencies have also created a college awareness and access web site as part of the College Access Initiative (CAI). *HERA* added Section 485D to the *HEA*, formalizing a role guaranty agencies have been playing for years. The new site can be found at [www.going2college.org](http://www.going2college.org), provides links to college awareness and access information on a state-by-state basis.

Submitted by: Mike Hawkes, Director, Policy & Communications, Educational Credit Management Corporation

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

NASSGAP celebrated its 40th Anniversary in October at its fall conference in Burlington, VT. The Association continues to focus on being the voice of State Grant agencies concerning all aspects of student financial aid. To that end, we have established and maintain close relationships with financial aid-focused organizations such as the USDE, the Advisory Committee on Student Financial Assistance, the Pell Institute, NCHELP and NASFAA, to name a few. As in past years, attention in this most recent year was given to seeking support from Congressional delegates for continued funding of the federal LEAP/SLEAP program and analyzing and commenting on the effects of the FAFSA design and proposals for simplification.

Much effort has also been given to developing the NASSGAP website which can be accessed at [www.nassgap.org](http://www.nassgap.org) and to improving the annual NASSGAP Survey. With the development of a Custom Query Tool, NASSGAP members as well as researchers can now produce statistical reports based on any data element of the survey.

Submitted by: Mary Ann Welch, President

*National Council of Higher Education Loan Programs (NCHELP)*

Despite being a Baseball Hall of Famer, more people remember Yogi Berra for his quotes rather than his performance on the field. Two of his memorable quips “it ain’t over till it’s over” and “when you reach a fork in the road – take it” pretty much sum up the current state of play within the Beltway.

By some accounts, we should now be working on the 2008 Reauthorization of the Higher Education Act (HEA). I guess in essence we are, but it is more the “leftovers” from the 2003 Reauthorization, the parts of the HEA that were not included the Higher Education Reconciliation Act (HERA). While the federal student loan programs have been reauthorized until 2012, it was not for the noble purposes that these programs fulfill but for the $12 billion in cuts that was dedicated to reducing the federal deficit. Some valiant attempts have been made to complete the remaining portions of the HEA, but these have been unsuccessful and current prognostications range from consideration during the early portion of the 110th Congress next January, to sometime in the first quarter of 2009 after the dust settles from the 2008 Presidential and Congressional elections.

Under different times, a case could be made that waiting until 2009 to complete the Reauthorization of the HEA would be beneficial. It would provide a reasonable amount of time to develop new proposals that would achieve the ultimate goal of the federal student aid programs – to increase access and persistence for individuals that are seeking a postsecondary education. And, the economy could improve enough by then to allow “new” funding for these programs. The new grant programs enacted as part of the HERA are being funded by recycling monies from the Federal Family Education Loan Program (FFELP).

The higher education loan community rightfully believes that it has *given and given* and that additional Congressional action that would further reduce the funds available to the FFELP will result in a reduction of borrower benefits and services that students, borrowers and schools have become accustomed to receive. Thus, there is an underlying fear that we are entering an era of “do-overs” and that any legislative action over the next few years would build upon the FFELP cuts contained in the HERA.

There has not been much evidence to suggest that there will be a “better world” after the November 2006 or 2008 elections. At this stage in the election cycle, we hear little more than sound bites made by the leadership of both parties. The parties maintain that expanding the current majority, or changing the majority, will result in a better nation. Over the past two decades, the higher education loan community has suffered equally, regardless of the party controlling the Congressional or administrative branches of government.

The current legislative stagnation is also evident outside of higher education. The reauthorization of elementary and secondary school legislation, “No Child Left Behind,” looks like it is headed to a series of time-controlled extensions with full consideration “sometime in the future.”

About six months ago, Charlie Cook predicted that 20 House contests were up for grabs and that in order for Democrats to take control of the House they would have to pretty much “run the table.” This figure has since increased to about 40 seats, which lowers the percentage of seats necessary to change control to about 1:2. This development has contributed to legislative gridlock and to the strong rhetoric between the parties. As the nation approaches the November election, this partisan tone should increase. It’s also telling that recently there has been comment from the 9-11 Commission on how Congress has failed to adopt many of their recommendations – even the ones that were reported to have strong bipartisan support.

In brief, legislative activity resembles a rapid series of “fire drills.” We can expect that bills will be introduced that would “take from Peter to pay Paul” or, in terms we might identify with more closely, “take from FFELP to pay federal student aid programs.”

At the same time, and regardless of the results of the 2008 Presidential election, there will be a new administration in a couple of years and this will result in significant changes within the Department of Education. As we are in the final two years of a second term, long-standing colleagues will begin to search out new opportunities. This happens at a critical time as rulemaking from the HERA is already in progress.

Perhaps another sign that a change in administration is not too distant in the future is the influence of other Department of Education offices. We have seen greater involvement of the Office of General Counsel and Office of Inspector General, both at the member and association level.

The entire higher education community will need to work together during the uncertain times that are ahead. We may not know when it is over till it is over, and in all probability we will take every fork in the road to determine if it’s the best route for students and schools.

Submitted by: Brett E. Lief, President

***Alabama***

*Alabama Commission on Higher Education*

No report submitted.

*Kentucky Higher Education Assistance Authority, designated guarantor for Alabama*

No report submitted.

**Florida**

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

State Student Financial Aid 2006-07 Academic/Budget Year:

* 14.6% overall increase to financial aid programs from $527 million to $604 million.
* The Florida Bright Futures Medallion Scholarship merit program, augmented the award amount from 75% to 100% tuition and fees for associate students attending a public community college. Initial disbursements indicate there will be a shift in attendance behavior towards the community colleges; especially among the entering freshman.
* The First Generation Matching Grant for students attending state universities are receiving need based funds up to their cost of attendance. Institutions must match the state dollars with private donation dollars dedicated for this program.
* Florida DOE received grant of $1,000,000 with a requisite 20% match of institutional funds for students to earn a Commercial Motor Vehicle Driver’s License.
* Florida is actively participating in the new federal ACG/SMART grants assisting with the organization for implementation. We have created information on our website [www.FloridaStudentFinancialAid.org](http://www.FloridaStudentFinancialAid.org) and have provided to schools listings of 2005 and 2006 high school graduates in Florida that meet the required rigorous coursework criteria.

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

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

Web Enhancements

OSFA has added three additional reports to its Online Student Loan Reports product for schools and is currently working on a version for use by lenders. Additionally, lenders can now access information from OSFA’s system via the Web.

Default Prevention News

OSFA, in conjunction with its Default Prevention program – Navigating Your Financial Future, recently released a new Entrance/Exit Counseling DVD for school use. The DVD is available in three languages, English, Spanish and Creole.

Cohort Default Rate

OSFA’s official cohort default rate dropped this year from 8.7% to 8.6%, while the national rate increased from 4.5% to 5.1%. We are proud of the work we have done in the area of Default Prevention and feel that our proactive approach has enabled us to decrease our rate despite the rise in the national average.

High School Guidance Counselor Training

In the spirit of the College Access Initiative, OSFA is in the preliminary stages of creating a training program specifically for high school guidance counselors. This program is designed to assist them in their work with students with respect to financial aid programs and increase their familiarity with the financial aid process in general.

Submitted by: Kelly Harrison, Director, Training and Development

***Georgia***

*Georgia Student Finance Commission*

Transcript Exchange Process

In 2004, the Georgia state legislature revised the guidelines used to evaluate high school academic achievement to determine HOPE Scholarship eligibility. The first big group of students to be affected will be the high school Class of 2007. One change requires the Georgia Student Finance Commission (GSFC) to collect the transcripts of all high school seniors, evaluate each transcript, and then, according to the new guidelines, calculate grade point averages and determine which students are HOPE eligible. For the most part, the process will be done electronically, utilizing school information systems and the GAcollege411 website.

This has involved months of planning by GSFC, followed by more months working closely with schools and school systems. With approximately 600 public and private HOPE-eligible high schools, 80,000 graduating seniors, 50 plus grading systems, and three dozen different School Information Systems (SIS) in use, the task of training school personnel and providing appropriate technology to augment each SIS is huge. GSFC will Beta test the process before the end of 2006 and do a preliminary calculation of GPAs in February 2007. When year-end grades are assigned in May and June, GSFC will make final calculations and, after results are certified by each school, announce which seniors are HOPE eligible.

There’s a big added value to all this. Soon, GSFC will be able to draw the transcript information from the GAcollege411 database, and organize that information into the Georgia Standard High School Transcript. Then, a student will be able to go to GAcollege411, apply online to any Georgia college, and release his or her high school transcript to the college at the same time. This feature will be functional by Fall 2007.

GAcollege411 Update

Georgia students, and their parents, who are planning for college are increasingly relying on the resources provided by GAcollege411.org. As of late October:

* Online applications now are available to 87 of Georgia’s public and private colleges
* More than 235,000 individual My411 Accounts have been created
* On average, the site receives nearly 3,500 extended visits each day
* The site has received more than 2 million visits since launching in February 2005

Georgia HERO Scholarship Update

Georgia is gearing up to recognize the 200th recipient of the HERO (Helping Educate Reservists and their Offspring) Scholarship. HERO gives financial assistance for college to qualifying members of the Georgia National Guard and U.S. Military Reserves who have served in combat zones for specified lengths of time. Children of those individuals also are eligible. Eligible military personnel who were deployed to a combat zone on or after May 3, 2005 and who then served 181 consecutive days in the combat zone can receive up to $8,000 for four years of undergraduate study. Their eligible dependents can receive up to $2,000 per academic year for each qualifying 181 day period that their parent has served.

Tim Connell elected to MYF Board

In September, Tim Connell, GSFC President, was elected to serve for the next year on the Board of Mapping-Your-Future. Connell will serve out the unexpired term of a former MYF Board member, after which he may be asked to serve a full two-year term.

"GSFC and Mapping-Your-Future have a long and productive relationship," Connell said. "I am honored to be elected to the MYF Board and enthusiastic about the opportunity to have an impact on this important organization's future endeavors."

Submitted by: Tim Connell, President

***Kentucky***

*Kentucky Higher Education Assistance Authority*

Student Aid

The Kentucky Higher Education Assistance Authority (KHEAA) disbursed nearly $178 million in student aid in FY 2006. Of the $178 million disbursed, $170 million was in need-based grants and merit-based Kentucky Educational Excellence Scholarships (KEES). These programs were funded by Kentucky Lottery proceeds. The Student Loan People provided $4.7 million in supplemental funding for state student aid.

First quarter FY 2007 student aid expenditures totaled $74 million (39% of $190 million appropriated); this compares to first quarter 2006 expenditures of $71.3 million (39% of $181 million).

KEES Report on Out-of-State Expansion

The 2006 Kentucky General Assembly approved House Resolution 323, which requires KHEAA to study the impact of allowing students to use KEES awards at out-of-state postsecondary institutions that have reciprocal tuition agreements with Kentucky postsecondary institutions. The study is to be submitted to the Interim Joint Committee on Education by November 1.

Student Financial Aid Data Report

A new KHEAA Reports, titled "Student Financial Aid Data Report, 1990-91 through 2004-05 Academic Years," is available at <http://www.kheaa.com/serv_reports.html>. This edition focuses on KHEAA-administered student financial aid programs for Kentucky residents attending postsecondary schools from 1990-91 through 2004-05.

Outreach Activities

In FY 2006, Outreach staff participated in 537 exhibits, conducted 768 presentations, and distributed nearly 600,000 college planning and financial aid materials across the state. Staff visited each of Kentucky’s 120 counties at least twice

GoHigherKY.org Update

An Individual Learning Plan (ILP) is being developed by Kentucky Department of Education (KDE) and will be implemented later this fall. GoHigherKY is a master website for all postsecondary education in Kentucky. The new web-enabled ILP will help secondary students (grades 6-12) better focus their coursework on individual goals as they prepare for postsecondary studies and careers. Schools in the past have had the paper-based Individual Graduation Plan (IGP) for students 8th through 12th grade. The ILP, which contains the same information that students gathered with the IGP, will eventually replace the paper document. GoHigherKY accounts will be created for all high school students when they create the ILP accounts. Students will be able to seamlessly travel between the ILP and GoHigherKY sites.

A process is being created that will enable students to electronically send their high school transcripts to colleges along with their application. We are presently working with two pilot high schools and the University of Louisville to test the process. We hope to have a process in place that will offer this service to all high schools by later this fall.

Guarantee Volume

KHEAA guarantee volume increased from $1.2 billion in FY 2005 to $1.4 billion in FY 2006.

Debt Recovery

KHEAA’s Debt Recovery Department has made KHEAA the fifth-rated guarantee agency in the nation through the end of August. The national rankings measure a guarantee agency’s recovery rate against its total portfolio. KHEAA ended the federal fiscal year (September 30) with a Debt Recovery Rate of 42.73%, a record for the agency. The rankings for the end of the federal fiscal year are expected to be released in December.

Default Aversion

KHEAA ended FY 2006 with just a little over a 50% Default Aversion Recurrence Rate. The default aversion recurrence rate measures how successful KHEAA is in preventing a loan from becoming delinquent for a second time.

Submitted by: Crystal Dempsey-Gillum, Information Officer

***Mississippi***

*USA Funds, designated guarantor for Mississippi*

Grant supports college-planning Web site

USA Funds® awarded an $80,000 grant to develop a Web site that will help Mississippi middle- and high-school students and their parents prepare for, apply to and pay for postsecondary-education programs. USA Funds awarded the grant to the Mississippi Board of Trustees of State Institutions of Higher Learning.

The Web site will serve as a clearinghouse of information specific to education on a state and national level. Although middle- and high-school students and their parents are the primary target audience, the site also will offer information for school counselors, elementary-school students, college students and adult learners.

The site is scheduled to be launched in 2007.

Scholarship applications available in December

USA Funds announced that it will accept applications online beginning Dec. 15 for $3.2 million in USA Funds Access to Education Scholarships® to help low- and moderate-income students pay college expenses during the 2007-2008 academic year.

Applications will be accepted online at www.usafunds.org/scholarship from Dec. 15, 2006, through Feb. 15, 2007.

The program will assist eligible students nationwide in achieving their higher-education goals by awarding renewable scholarships to qualified students demonstrating financial need. The program will award scholarships worth $1,500 for full-time undergraduate, graduate and professional students, and half-time undergraduate students.

Because Mississippi is one of the eight states that USA Funds serves as the designated guarantor of federal education loans, applicants from Mississippi will receive priority consideration. Additionally, up to 50 percent of the scholarship awards will be targeted to applicants who are members of ethnic-minority groups or have documented physical disabilities.

The scholarship program awarded 340 new and renewal scholarships totaling $505,500 to deserving college-bound students in Mississippi for the 2006-2007 academic year. Awards to Mississippi students through the program total $2.2 million in the last five years alone.

Submitted by: Louanne Langston, Account Executive, USA Funds Services

Vicky Keller, Customer-relations Manager, USA Funds

***North Carolina***

*North Carolina State Education Assistance Authority*

Summary of 2005-06 Volume

During the 2005-06 year, the grant and scholarships programs administered by the North Carolina State Education Assistance Authority had an increase of 5% in the number of recipients and 12% in funds awarded.

Loan volume also increased with a 14.5% increase in the number of awards and 49% in the total funds awarded, including consolidation loans.

Going2college.org

NCSEAA has submitted information to the guaranty agency sponsored website, going2college.org. Since our agency’s information service, CFNC.org, meets the requirements of HERA by providing college access information to North Carolinians, most of the information on going2college.org is supplied directly by the CFNC website. Thanks to Mapping-your-Future for developing the going2college website to ensure agency compliance with HERA.

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

***South Carolina***

*South Carolina Tuition Grants Commission*

The SC Tuition Grants Program was enacted in 1970 by the SC General Assembly as a “need-based” program for South Carolina residents attending in-state, independent colleges on a full-time basis. In the current 2005-2006 school year, approximately $29.6 million was awarded to 11,940 students attending the 20 eligible SC independent colleges. The maximum award for 2005-2006 was $2,600 and the average award was approximately $2,400.

The 2006-2007 State Appropriations bill recently passed by the 2006 South Carolina General Assembly included a $3.7 million increase in Lottery funds to the SC Tuition Grants Program. A proviso exempting the SC Tuition Grants Program from mid-year state reductions was also included. The $3.7 million increase enabled the Grants Commission to increase the previously established 2006-2007 maximum grant of $2,800 by $300 to $3,100 at all 20 SC independent colleges. Notices of the $300 increase were recently sent to all eligible students.

The SCTG Commission implemented electronic award notifications last year in cooperation with the SC Student Loan Corporation. The experience has been very successful with faster notification to the students and dollar savings from postage and labor.

The 2007-2008 state budget request was recently approved by the SC Tuition Grants Commission for submission to the State Budget Division. Sufficient funds to increase the $3,100 maximum grant by the 2005 HEPI percentage (3.5% increase to $3,200) were requested by the commission.

Submitted by: Edward M. Shannon, Executive Director

*South Carolina Student Loan Corporation, designated guarantor for South Carolina*

Loan Volume

It was another busy season for loan originations. Loan approvals increased 16.31% during FY 2006.

Financial Aid Outreach

We continue to support the high school guidance counselors with our quarterly newsletter that went out in September. In addition we have published and are providing to each high school a copy of "Are You Ready?" our guide to planning and paying for college. This publication will also be available electronically on our web site. We have also supplied them with a new publication we call, "Making Higher Education Possible" which is a resource guide for Guidance Counselors with information on the federal and state financial aid programs as well as contact information for the programs and all SC colleges.

The 'College Night' season is just getting started but already we have spoken to groups at four high schools and have more than 12 scheduled over the next couple of months. In addition, we are again participating in the Educational Opportunity College Days at over 98 high schools and sites across the state.

Furthering Higher Education

On September 27, South Carolina Student Loan presented a $1 million check to South Carolina Independent Colleges and Universities (SCICU) for the purpose of providing scholarship funds to students who are attending South Carolina’s independent colleges or universities. Then on October 26, SC Student Loan presented a $2 million check to the SC Commission on Higher Education Chairman Dr. Layton McCurdy for the purpose of providing scholarship funds for residents attending one of the state’s 33 public colleges or universities. “It’s been a privilege to partner with South Carolina’s colleges and universities to make higher education possible for the past 32 years,” SC Student Loan President Chuck Sanders said. “These scholarships are going to help a great number of students pursue their goal of earning a college degree.”

Submitted by: David Roupe, Vice President of Guaranty Services

*South Carolina Commission on Higher Education*

Palmetto Fellows Scholarship

The Palmetto Fellows Scholarship was developed to recognize the most academically talented high school seniors in South Carolina; encourage academically talented students to attend college in the State; and help retain talented minority students who might otherwise pursue studies outside the State. The Palmetto Fellows Scholarship is a merit-based Scholarship administered by the South Carolina Commission on Higher Education. The annual award amount for each Palmetto Fellow cannot exceed $6,700 per academic year. Assuming continued eligibility, half of the Scholarship is awarded in the fall term and half in the spring term (or its equivalent). The Scholarship must be applied directly toward the cost of attendance, less any other gift aid received. Palmetto Fellows may be supported for a maximum of eight full-time terms of study toward the first bachelor’s degree at a participating four-year institution in South Carolina. Students qualify for the Palmetto Fellows Scholarship during the senior year of high school based on GPA, class rank, and SAT/ACT score. In order to maintain their eligibility once enrolled in college, students must earn at least 30 total credit hours during the academic year (fall, spring, and summer semesters). Students must also maintain a 3.0 GPA – only classes taken at the student’s home institution count towards this 3.0 GPA. Classes at other eligible institutions can count towards credit hours earned.

For the 2005-2006 academic year, 4,273 students received the Palmetto Fellows Scholarship at public and independent colleges and universities around the state, totaling $13,895,704. Of students earning the Palmetto Fellows Scholarship in the fall of 2004, 91.5 percent retained their scholarship for the 2005-06 academic year.

LIFE Scholarship Program

Created by the South Carolina General Assembly in 1998, the LIFE Scholarship is the largest scholarship program administered by the SC Commission on Higher Education on behalf of the State. Like most merit-based scholarships, the LIFE Scholarship has a set of initial eligibility requirements that must be met in order for students to be awarded the Scholarship. Students must meet the following eligibility requirements: a minimum 3.0 cumulative GPA on the S.C. Uniform Grading Scale; minimum 1100 SAT or 24 ACT score; or rank in the top 30 percent of the graduating senior class. Students can earn eligibility for the LIFE Scholarship at four-year eligible public or independent institutions by meeting two of the three eligibility criteria, and at two-year eligible public or independent institutions in the state by meeting the minimum 3.0 cumulative GPA requirement.

For the 2005-06 academic year, 29,231 students across the state received financial assistance through the LIFE Scholarship Program. The amount disbursed to students for LIFE Scholarships during that time was $130,922,591.

Once students have been awarded the LIFE Scholarship, they are required to also meet two continued eligibility requirements to keep the Scholarship. Specifically, students are required to earn a minimum 3.0 LIFE GPA as well as earn at least 30 credit hours by the end of each academic year to maintain their eligibility. The LIFE GPA includes all grades and credit hours earned by students at all eligible institutions both in-state and out-of-state. Beginning with the 2006-07 academic year, the LIFE GPA must be calculated for all students for the purpose of awarding the LIFE Scholarship.

SC Hope Scholarship

The SC HOPE Scholarship was created in 2001 and implemented during the 2002-03 academic year for students attending an eligible SC four-year institution who don’t qualify for the Palmetto Fellows or LIFE Scholarships but graduate from high school with a minimum 3.0 GPA. There is no application for the SC HOPE Scholarship. Students who qualify will automatically be awarded by the four-year institution that he or she attends.

The maximum award amount is $2,650, and is awarded for the freshman year only. Half will be awarded during the fall semester and half during the spring semester. Students can only receive the SC HOPE Scholarship for their first two terms of college at four-year institutions. At the end of the freshman year, if a student earns a minimum 3.0 LIFE GPA and a minimum of 30 credit hours, he or she will be able to receive the LIFE Scholarship their sophomore year (and then their junior and senior year if they continue to meet the eligibility requirements).

For the 2005-06 academic year, 2,613 students were awarded the SC HOPE Scholarship for a total cost to the State of $6,260,001.

SC Need-based Grant

The SC General Assembly established the South Carolina Need-Based Grant Program in 1996 to provide additional financial assistance to South Carolina’s neediest students. The program is administered by the financial aid offices at the public institutions and the SC Tuition Grants Commission for the independent institutions. Each institution awards the SC Need-based Grant based on the approved program regulations. Eligible students may receive awards for a maximum of eight full-time equivalent terms. Full-time students may receive up to $2,500 per year and part-time students may receive up to $1,250 per year.

For the 15,282 students at public institutions receiving SC Need-based Grants in 2005-06, the average award received was $1,158.

The SC Commission on Higher Education will request an additional $10 million for the SC Need-based Grant Program during the 2007 Legislative Session.

SC Lottery Tuition Assistance Program

The Lottery Tuition Assistance Program (LTAP) was established in 2001 to provide tuition assistance to students attending two-year institutions. Many of the students receiving Lottery Tuition Assistance are non-traditional students choosing to update their skills or to obtain their first degree. Also included in the LTAP population are high school students who are dually enrolled in high school and in a minimum of six hours of college credit at a two-year institution.

The Lottery Tuition Assistance Program is available for students attending eligible two-year institutions in South Carolina who are enrolled in a minimum of six credit hours in a degree-seeking program (certificate, diploma or associate’s degree). This includes the technical colleges in South Carolina as well as the USC two-year regional campuses (USC Lancaster, USC Sumter, USC Union and USC Salkehatchie) and one two-year independent college (Spartanburg Methodist College). The SC Lottery Tuition Assistance Program is not need-based. However, The Grant must be applied directly toward the cost of Tuition, attendance, less any federal grants or the SC Need-based Grant.

In order to apply for Lottery Tuition Assistance, students must complete the Free Application for Federal Student Aid (FAFSA) or, if eligible, submit a FAFSA waiver to the financial aid office at any eligible college in South Carolina. The institution in which the student is planning to attend will notify the student regarding the exact award amount based upon the number of eligible recipients and available funding each academic year. For Fall 2006, full-time students can receive up to $996 and part-time students can receive up to $83 per credit hour to apply towards tuition costs only.

For the 2005-2006 academic year, 40,708 students received South Carolina Lottery Tuition Assistance funding at eligible two-year institutions around the state, totaling $43,724,999.

Submitted by: Dr. Karen Woodfaulk, Director, Student Services

***Tennessee***

*Tennessee Student Assistance Corporation*

TSAC New Programs

Tennessee’s 2006 General Assembly session introduced two new programs for Tennesseans. These two new programs are the Tennessee Math and Science Teachers Loan Forgiveness and Graduate Nursing Loan Forgiveness programs. The nursing program is designed to help increase the number of registered nurses in Tennessee by increasing the number of nursing educators, and the teaching program aims to boost the number of tenured public school teachers in Tennessee that are certified to teach courses in math and science. Both of these programs are effective beginning in the 2007-2008 academic year.

Tennessee Education Lottery Scholarship Program

TSAC is scheduled to host a Lottery Scholarship Open Forum on November 21, 2006 to brainstorm ways that the lottery scholarship procedures might be simplified. Participants will include college financial aid officers, high school counselors, legislators, legislative staff, and other interested public officials.

Tennessee Student Assistance Award Program

Tennessee’s need-based grant program received $2.1 million in additional funding for the 2006-2007 year. This increased funding has allowed us make additional awards to Tennessee students and to reduce the number of eligible students not funded because of budget shortfalls.

Loan Division

TSAC’s loan division recently hosted a Default Prevention Summit that brought Tennessee institutions together to discuss default prevention initiatives. Attendees moved from table to table to hear discussion leaders describe potential strategies along with target audience, purpose, and benefit potential. Attendees were also invited to play a role in the development of new default prevention initiatives going forward by participating in a new TSAC default prevention advisory group. By all accounts, the Summit was a success.

Compliance Division

Our next training workshop is scheduled for December 8, 2007 at the TSAC office in Nashville, Tennessee. Program updates will be presented along with sessions about certifying student loans and complying with the Federal Educational Rights and Privacy Act (FERPA) in the Financial Aid Office.

Tennessee’s second College Goal Sunday event is scheduled for February 18, 2007. We have 35 College Goal Sunday sites across the state. This is double the number of sites that we had for 2006. While this is truly exciting news, it’s a little bit scary. With the wonderful volunteer spirit of our financial aid community we know we’re going have another successful College Goal Sunday Program.

Submitted by: Robert Ruble, Executive Director

***Virginia***

*State Council of Higher Education for Virginia (SCHEV)*

No report submitted*.*

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

College Access Initiative

ECMC joined with other guarantors to create a college access and awareness web site – [www.going2college.org](http://www.going2college.org). As designated guarantor for Virginia, ECMC was responsible for creating a site listing resources available in Virginia to assist students and families pursing higher education.

The College Access Initiative also requires this information to be available in printed form. ECMC has distributed almost 90,000 copies of “Opportunities”, an awareness publication jointly sponsored by ECMC, SCHEV and VASFAA. Due to unprecedented demand, a second printing of this publication is planned.

ECMC Foundation

The ECMC Foundation has updated “Realizing the College Dream” to reflect changes contained in *HERA*. Developed for middle and high school students and their parents, the guide conveys the value of higher education and demystifies the process for first-generation college-going students. The Virginia Department of Education partnered with ECMC Foundation to train over 250 Virginia high school guidance counselors in two sessions held in October.

Federal Default Fee

On October 4, ECMC announced that it would continue to pay the Federal default fee on behalf of students through the 2007-2008 academic year. The fee will be paid by ECMC regardless of school type or lender selected. Previously, ECMC had committed to paying this fee – rather than deducting it from borrowers’ loan proceeds – through June 30, 2007. Based on ECMC’s financial strength, we have determined that we can responsibly extend this benefit for an additional academic year. This means ECMC will pay the Federal default fee for all applications received on or before June 30, 2008.

**Lender Liaison Report**

**Paul Mittelhammer, Chair**

# Summary of Activities

**Code Number PP 6.92**. Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Establish a means for obtaining information from member lenders regarding concerns, issues or accomplishments.

**Activity:**

**Code Number PP 6.94**. Facilitate alliances between and among various sectors and members of the financial aid community. Inform the lending community of policy changes and actions taken by the SASFAA Board.

**Activity**:

**Code Number PP 6.95** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities. Suggest lender topics for sessions and propose speakers for the annual conference.

# Discussion

Department of Education issues regulations on HERA provision for Loan programs on November 1, 2006. All changes are effective December 1, 2006.

Active Military Deferment

Starting with July 1, 2006, up to 3 years military deferment on loans first disbursed on or after July 1, 2001.

Active duty service during war or other military operation or during national emergency (including qualifying National Guard)

Consolidation Loan made on or after July 1, 2001 eligible if all underlying Title IV loans eligible.

Eligibility documentation includes military orders or commanding officer’s written statement

DOE working on deferment form and should have to OMB within the next 45-60 days

Annual Loan Limits

Loans disbursed after July 1, 2007

Undergraduate First year students from $ 2,625 to $ 3,500

Undergraduate Second year students from $ 3,500 to $ 4,500

Graduate annual unsubsidized loan limit from $ 10,000 to $ 12,000

Pre-Grad/Prof and Teacher Certification increase annual unsubsidized from $ 5,000 to $ 7,000

Interest Rates

Stafford disbursed on or after July 1, 2006 fixed at 6.8%

FFEL PLUS disbursed on or after July 1, 2006 fixed at 8.5%

DL PLUS disbursed on or after July 1, 2006 fixed at 7.9%

Consolidation Loan weighted average rounded up to 1/8 % capped at 8.25%

Origination Fees (Stafford)

First disbursement on or after FFEL FDF Direct

July 1, 2006 2% 1.0% 3.0%

July 1, 2007 1.5% 1.0% 2.5%

July 1, 2008 1.0% 1.0% 2.0%

July 1, 2009 0.5% 1.0% 1.5%

July 1, 2010 0.0 % 1.0% 1.0%

FFEL requirement that 1.0% Federal Default fee collected on all loans guarantee after 7/1/2006.

PLUS eligibility for Graduate Students

FASFAA Required

Stafford eligibility determination required

Stafford application not required

No direct disbursement to student

Counseling strongly recommended

In school status if student is enrolled at least ½ time

Disbursement rule changes

Loan disbursement for withdrawals on or after 7/1/06

School must confirm “need for/acceptance of/need to repay” before crediting or disbursing

Confirmation

No response to notice does not allow crediting or disbursing

Foreign Schools

School must request direct disbursement to student

Lender or Guarantor must verify student’s enrollment

No direct disbursement of Parent or Grad PLUS

Study Abroad Programs through Home Institution

Student may request Direct Disbursement by lender

Not subject to school request or approval

Lender or Guarantor must verify student’s enrollment

No direct disbursement of Parent PLUS or Grad PLUS

Consolidation Loans

No reconsolidation of consolidation loan

No in school consolidations

No joint spousal consolidations

Elimination of single holder rule for loan application on or after 6/15/2006

False Certification Discharge

Based on borrower being victim of crime of identity theft

Application in FFEL to lender or guarantor; in DL to DL servicer

Copy of local, state or federal court verdict or judgment required

Rehabilitation of Defaulted Loans

Number of on-time payments reduced from 12 to 9

“On-time” now within 20 days of due date

Completed within 10 consecutive moths

Loan Discharge for 911 Spouses and parents

Spouse of eligible public servant

Parent of eligible victim

Includes part of loan consolidation loan

Department working on specific form

Pending Forms from DOE

Revised Stafford and PLUS MPN

Revised Consolidation Loan Application and Promissory Note

Military Deferment

Identity Theft Discharge