

**Executive Board/Transition Meeting  
Don Cesar Resort  
St. Pete Beach, FL  
June 8 - 9, 2007**

**June 8, 2007**

**CALL TO ORDER**

President Brent Tener called the meeting to order at 8:30 a.m.

**WELCOME**

Brent opened the meeting by welcoming everyone to St. Pete Beach, FL. He introduced Michael Bennett, NASFAA National Chair-Elect and David Page, SWASFAA President-elect to our meeting.

**There were no changes to the agenda and no substitute voting. The Chair declared a quorum.**

**INTRODUCTIONS**

The following elected board members were present: Brent Tener, President, Guy Gibbs, Past-President; Lianne 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; Kim Jenerette, South Carolina, Garry Jones, Mississippi, Rance Jackson, North Carolina, Janette Overton, Tennessee (missed Friday's meeting due to illness), and Ruth Strum, Florida

Committee Chairs in attendance were: Clark Aldridge, Budget 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.

Special Appointee in attendance was: Barry Simmons

Liaisons in attendance were: Mike Hawkes; Agency and Paul Mittelhammer, Lender.

2007 – 08 SASFAA Officers in attendance were: Terri Parchment, Treasurer and Pat Arauz, Vice President

2007 – 08 State Presidents in attendance were: Ben Baker, Alabama; Dave Bledsoe, Georgia; Bryan Erslan, Kentucky; Peggy Shoemake, Mississippi; Tony Carter, North Carolina; Tabatha McAllister, South Carolina and Pat Kelly, Virginia.

2007 – 08 Committee Chairs in attendance were: Jane McNaughton, Budget/Finance; Brad Barnett, Conference; Charlene Morgan, Diversity; Laura Diven-Brown, Membership and Lester McKenzie, Sponsorship.

2007 – 08 Special Appointees in attendance was: Betty Whalen.

**APPROVAL OF THE MINUTES**

**ACTION: The minutes from the Executive Board meeting of February 10, 2007 at the Nashville Renaissance Hotel, Nashville, Tennessee were approved as presented.**

**REPORTS FROM THE OFFICERS  
SEE ATTACHMENT A**

**Report from President, Brent Tener**

Brent gave his report and thanked everyone for their hard work this year. He spoke of accomplishments and it had been an honor to be able to serve as SASFAA's President.

Special Appointee Report, June, 2007

**Report from President Elect, Lisanne Masterson**

Lisanne said that she is excited about serving next year. She stated that one of her accomplishments was the creation of a Parliamentary Procedures Handbook which will be given to each 2007 – 08 President.

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

Sandy spoke about the up coming NAOW and Mid-Level Workshops.

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

Guy discussed the Governance and Planning report.

**ACTION: Guy Gibbs moved we accept the Governance and Planning Report with corrections. The motion being seconded by Sandy Neel was approved.**

**Report from the Secretary, Deborah Byrd**

Deborah thanked everyone for getting their reports in on time. She spoke about some of things that she has done since the last board meeting. She notes that it has been a pleasure working with President Brent Tener and other board members this year.

**Report from the Treasurer, Heather Boutell**

Heather reminded everyone about their travel. She notes that she has the checkbook and could reimburse those with completed forms.

**ACTION: Guy Gibbs moved the budget be revised with the proposed changes to the budget as discussed. The Motion being seconded by Lisanne Masterson was approved.**

The changes to the budget were as follows:

Item #	Name	New Amt
101	President	\$9,000
102	President-elect	\$8,420
105	Treasurer	\$4,706
106	Past President	\$6,058
202	Electronic Services	\$8,200
204	Newsletter	\$2,096
206	Annual Meeting Program	\$219,000
219	Special Projects	\$34,680
224	Accounting Fees and Taxes	\$18,108

**ACTION: Guy Gibbs moved that the *Operating Procedures for the SASFAA Endowment Fund* document be accepted as amended. The Motion being seconded by Sandy Neel was approved.**

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

**COMMITTEE REPORTS  
SEE ATTACHMENT C**

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

**ACTION: Sandy Neel moved that changes to section 4.3 *Account Management Line C*; section 6.4 *Records Maintain and Retention* and section 7.6 *Receipts add Line F* as presented be made to the financial management section of the P&P Manual. The Motion being seconded by Runan Pendergrast was approved.**

The changes read as follows:

**4.3 Account Management**

c. Receipts required for any cash, **credit card payments**, or checks received with a copy of the receipt retained.

**6.4 Records Maintenance and Retention Standards**

Imaging shall occur after the audit of the Treasurer’s records is completed and shall include the following records:

**9. Credit Card Payment Receipts.**

## 7.6 Receipts Processing

To ensure prompt and accurate processing of funds received to be deposited to the Association checking account, the following procedures are recommended:

f. Review Pay Pal, SASFAA's credit card processing system, at least every two weeks to deposit available funds. (more frequently during times on or around conference or workshop dates).

Michael Bennett, NASFAA Chair-Elect gave the NASFAA update. He announced the places for the 2008 (Orlando, FL), 2009 (San Antonio, TX) and 2010 (Denver, CO) NASFAA conferences.

David Page, SWASFAA President-Elect thanked Brent Tener for inviting him to our meeting. He spoke about his experiences with SWASFAA.

## New Business

**ACTION: Eric Melis moved that we suspend the rules to add an Action Item. The Motion being seconded by Lisanne Masterson was approved.**

Brent Tener led the board in discussion about NASFAA's Statement of Ethical Principles. This statement is in regard to members' ethical behavior and potential conflicts of interest. The board decided that to develop a resolution as it relates to NASFAA's Statement of Ethical Principles.

**ACTION: Heather Boutell moved that the board adopt the Resolution as amended. The Motion being seconded by Jenelle Handcox was approved.**

The resolution reads:

WHEREAS, we, as leadership of SASFAA and as individuals dedicated to the profession of student financial aid administration, commend the NASFAA Board of Directors (and especially our SASFAA representatives involved) for their recent diligent work in expanding upon NASFAA's Statement of Ethical Principles in regard to members' ethical behavior and potential conflicts of interest,

WHEREAS, we continue to strive to serve as an example of highest ethical standards in our region through the affirmation and practice of SASFAA's Core Values (see attached),

WHEREAS, we continue to affirm that our primary focus is providing accurate and timely information on the student aid process to our enrolled and prospective students, as well as in the actual processing of that aid,

NOW, THEREFORE, BE IT RESOLVED that the SASFAA Board of Directors:

- Shall encourage all SASFAA members, as financial aid professionals, to become familiar with NASFAA's *Statement of Ethical Principles and Code of Conduct for Institutional Financial Aid Professionals* and apply it as appropriate in accordance with their own employer's conflict of interest policies;
- Shall offer sessions on ethics, as well as possible resulting office policies and procedures, at future training venues;
- Shall review our policies related to sponsors and/or exhibitors and make recommendations at the July 2007 Board Meeting.

Unanimously adopted this Eighth Day of June, 2007.

Brent Tener adjourned the Executive Board meeting at 3:40 p.m.

## **REPORTS FROM THE OFFICERS ATTACHMENT A**

### **Report from President Brent Tener President's Board Report**

Welcome to our final meeting of the year. Thanks for all of your hard work and dedication to the goals of SASFAA. We have experienced an unprecedented spring in terms of media attention on our profession. I am convinced that the mission of SASFAA will continue and we, as leaders of our regional and state associations, will provide the leadership necessary to move forward.

I am proud of the accomplishments that we have achieved or will achieve this year:

- A successful 44th annual conference held in Nashville in February. Over 945 members were registered for the conference.
- A charity drive with \$15,000 being raised for Katie's Helping Hand Charity.
- A year in which the membership exceeded 1,600.
- A great year in advertising and sponsorship support.
- Our first ever Leadership Symposium, hosting 25 leaders from each of the nine SASFAA states.
- A successful New Aid Officers Workshop held at Furman University in Greenville, SC.
- A successful Mid-Level Workshop held in conjunction with the Southwest Association of Student Financial Aid Administrators (SWASFAA) and in Arlington, TX.
- Migration of the SASFAA newsletter to a PDF format.

These are but a few of the activities undertaken this year. My annual report to the membership will be sent to you and will also be available on the SASFAA website by the end of June.

### **Special Guests**

I'm very pleased that Michael Bennett, NASFAA National Chair-Elect, and David Page, SWASFAA President-Elect, are joining us for our board meeting. Please take the time to introduce yourself to Michael and David and show them what SASFAA hospitality is all about.

### **Representing SASFAA at State Conferences**

The spring conference season was fantastic, and I enjoyed making the rounds to many of the states. I still have the Mississippi conference on my "world tour," and have visited the Tennessee, Alabama, North Carolina, South Carolina and Florida conferences. Lianne visited the Kentucky and Virginia meetings. To all of the state presidents, you should be congratulated on the quality of your conference programming.

### **NASFAA Board Meeting**

Guy Gibbs, Lianne and I represented SASFAA at the NASFAA board meeting in Charlotte, NC, April 21-23. In addition to our roles on the NASFAA board, the organization is well represented by other SASFAA members including Past NASFAA National Chair Dave Gelinas, and Representatives-at-Large Karen Fooks and David Mohning. Lianne did a fantastic job of providing a welcome to the NASFAA board from SASFAA. A great deal of time was spent discussing the NASFAA Code of Conduct. The next NASFAA board meeting will be held July 6 – 7 in Washington, DC, in conjunction with the annual NASFAA conference.

### **Lianne Masterson President-Elect's Report**

#### **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:** A site visit was made to the Crystal City Hyatt on March 7<sup>th</sup>, with myself, Brad Barnett (conference chair), Erik Melis (local arrangements co-chair), Michael Poma (local arrangements co-chair), and Janet Sain (0708 site selection chair). We made initial contact with hotel staff and toured the facility.

**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:** Volunteer forms have been collected and will be ready to disseminate to the incoming board at the Transition Board Meeting this weekend.

**PP5.37:** Serves as parliamentarian to the Board.

**Activity:** I have created a Parliamentary Procedure guide for select SASFAA officers (President-elect & Vice President) and the State Presidents to include parliamentary procedure basics, head table seating, nominations & elections, bylaws changes, and a sample script.

### Discussion

#### **Planning for 2007-2008**

I am pleased to announce final committee chairs and liaisons for 2007-08 – Jane McNaughton from EdAmerica has agreed to serve as Budget & Finance Chair, Charlene Morgan from Clayton State University has agreed to serve as Diversity Chair, Keith Reeves from Clemson University has agreed to serve as Electronic Services Chair, Clark Aldridge from Chase Education Loans has agreed to serve as Lender Liaison, Laura Diven-Brown from the University of Mississippi has agreed to serve as Membership Chair, and Betty Whalen from Winthrop University has agreed to serve as a Special Appointee on SASFAA Anniversary/History.

#### **NASFAA Board of Directors**

I attend the second NASFAA Board meeting April 21-23 in Charlotte, NC. The bulk of the meeting was taken up with discussions of an addendum to the NASFAA Statement of Ethical Principles, as it relates to lender issues. The Board issued an immediate Resolution, with a committee named to finalize a Code of Conduct for institutional financial aid professionals, as well as reviewing NASFAA's Exhibitor Policy.

As part of NASFAA's Interregional Visit Program, I attended the SWASFAA Board Meeting April 30-May 1 in Dallas, TX. In addition, I was able to remain for a joint SASFAA/SWASFAA Mid-Level Workshop planning meeting.

#### **Year-To-Date Summary**

- Presented a session on parliamentary procedure at the August Board Meeting
- Began initial planning for 2008 Annual Conference (Booth @ 2007 Conference and hotel site visit in March 2007)
- Presented a session on parliamentary procedure at the September NCASFAA Board Meeting.
- Attended the November 2006 NASFAA Board Meeting and submitted an article to the newsletter.
- Conducted an orientation session for state Presidents-elect as a pre-conference workshop at the SASFAA annual meeting in February.
- Finalized committee chairs/liaisons for the 2007-08 year with the intent of representing the entire membership.
- Created a new Volunteer Form for the website to solicit volunteers for the 2007-08 year.
- Created a Parliamentary Procedure Handbook for the 1007-08 State Presidents and select SASFAA officers.
- Prepared information for the incoming board for the Transition Meeting in June.

**Recommendations: None**

**Sandra Neel**

#### **Vice President's Report**

Since the February Board meeting Sandy has been working closely with the Professional Development Committee to put the finishing touches on the Summer New Aid Officer's Workshop and the Mid-Level workshop.

#### **New Aid Officer's Workshop**

This year's theme is SAFAA Boot camp. Our slogan is "The Few, The Proud, The Financial Aid Administrators" The classroom themes are:

NAOCIS - Bill Zahn and Kiesha Pope  
Hogan's HERA – Searcy Taylor and Buddy Jackson  
MCPell's Navy – Andy Weaver and Sharon Oliver

Special Appointee Report, June, 2007

M\*A\*S\*H 4310 – Anh Do and Cedric Trigg  
Beetle Bailey's FINAID BRIGADE- Brad Barnett and Jill Raynor  
Gomer's PELLs – Erik Melis and Forrest Stuart  
ACG/SMART Sheep Squadron – Ellen Green and Wayne Bodiford

Lender Liaisons are Zita Barree, Gary Mann, Brenda Paganelli, and Chester Priest  
Jeff Dennis, site coordinator, has done an excellent job for us!

The New Aid Instructors attended a very successful planning retreat March 9-11 in Greenville, SC. We were able to tour the campus and everyone was pleased with the accommodations.

Pat Arauz, curriculum coordinator, finalized the notebooks on Monday and they are at the printers. Instead of emailing the presentations and CORE materials to each of the instructors we are providing them with jump drives with the materials.

Backpacks and Tee shirts were ordered and will be shipped to Furman University on Wednesday June 13, 2007. Zita ordered the instructor shirts.

Furman has been great to work with. The workshop is being held June 17-22, 2007. Currently there are 155 registrants. Out of the total registered 8 have not paid anything to attend however, I have been told the check is in the mail by them. 2 people still owe a small balance. Everyone on the wait list has been accommodated and we are at capacity at this point.

### **Mid-level Workshop**

This year's workshop is being held in the SWASFAA region at the Crowne Plaza Suites in Arlington TX. June 17-19, 2007. Since this is being held at the same time as the New Aid Workshop, Lisanne will be attending in my place. Representing SASFAA along with Lisanne is Kim Jenerette, Janet Jones, and Brenda Brown. They all attended a weekend planning retreat in May 1<sup>st</sup> and 2<sup>nd</sup> in Arlington TX. The Theme of the workshop is "TOOLS OF THE TRADE-Expand your toolbox and skills'. It was a very rocky start for this workshop but with all the experts I am sure those attending will benefit from attending.

It is my recommendation that SASFAA either discontinue the joint workshop or sit down with SWASFAA and write guidelines for planning and executing the workshop. In this documentation there needs to be clear goals and duties outlined.

### **Highlights for the Year**

- Signed a contract with Furman University for the New Aid Officer's Workshop to be held June 17-22, 2007.
- Held a one day New Aid Officer's Workshop at the Annual Conference.
- Will hold the New Aid Workshop in June
- Mid-level workshop will be held in June
- Ensured diversity and new member tracks were included on the program at the annual conference.

On a personal note, I would like to thank Brent for all of his support, Lisanne for assisting with the Mid-level workshop, Heather for all the work she has done and is about to do as treasurer, Leonard for assisting with all the web changes for New Aid and Mid-level, and the rest of the board for their support. This has been a challenging but rewarding year!

Respectfully submitted,

Sandra J Neel

### **Guy Gibbs Past President's Report**

**GAP03:** (05-06) The Chair of 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 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.

Special Appointee Report, June, 2007

**GAP05:** (05-06) The committee shall meet in the fall at a place and time that will result in the participation of all immediate Past Presidents of the state and does not conflict with other committee meeting.

**GAP07:** Make electronic voting accessible 10 days prior to the conference and on-site voting.

**Summary of Activity**

The Nominations and Elections Committee worked hard to identify candidates for SASFAA elective positions. Every attempt was made to encourage minority candidates to have their names submitted for consideration. Unfortunately these efforts fell short of the desired outcome. It is hoped that continued leadership development activities within the association will result in minority candidates that are ready to advance to more of the leadership positions. The committee was actively involved in their state association identifying and contact potential candidates.

The committee was able to identify a dual slate for each position but one candidate withdrew due to a job change. Effort was made to find another viable candidate; however, the committee was unable to do so and a single slate for Vice President was presented to the Board and ultimately to the membership.

Between the Board approving the slate of candidates and the annual conference, information was provided on the SASFAA listserv informing the membership about the upcoming elections, information about online voting and a newsletter article containing the photos, bios and candidacy statements. Online voting commenced 10 days prior to the annual conference and met the requirements as outlined in the P&P.

**GAP06:** The board, committee members and liaisons must understand the GAP process and the importance of providing information that will evaluate their progress in meeting the SASFAA Long-Range Plan. The President and Past President must emphasize the importance of reading and reviewing the Long-Range and the previous year's GAP report.

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

**Summary of Activity**

Early in the year the President and immediate Past President and chair of the Governance and Planning Committee (GAP) discussed the report that would be finalized at the end of the year. The Board and committees, special appointees and liaisons were provided with information as to how the GAP committee, now renamed the Governance and Strategic Committee (GASP), would use the goals and objectives for the year to measure their progress toward meeting the 2006-2011 Long-Range Plan.

The GASP committee met in Charlotte in late April to review the responses received and began the processing of evaluating success in meeting goals and objectives. The GASP committee report along with their recommendations will be presented during the June 2007 Board meeting.

**GAP78:** Develop the purpose and structure of the SASFAA Foundation and finalize plans for the SASFAA Foundation.

**Summary of Activity**

Working with the Chair of the Budget and Finance Committee the purpose and structure for the SASFAA Endowment Fund will be presented for review and approval at the June Board meeting. It was decided that the "Foundation" will be replaced by "Endowment Fund" to better represent the structure and intent of the program funded by the Board in June 2006.

**Special Thanks**

It has been a pleasure to have service on the SASFAA Board in a number of roles since 1998-1999. I have enjoyed the opportunity to made new friends and to grow in the profession having had these opportunities and seen the professionalism and dedication of so many. You are to be commended for your work and I encourage each of you to remain involved. We are a better SASFAA because of you!

Guy F. Gibbs

**Deborah Byrd**  
**Secretary Report**

**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 February Meeting to distribute at the June Executive Board Meeting.

**Activity:** Posted changes to the P&P manual.

**Activity:** Posted the November Executive Board Minutes to the SASFAA web site.

**Activity:** Posted the updated Long Range Plan to the SASFAA web site.

**Code # PP 5.65:** Communication

**Activity:** Sent sympathy cards to members for the loss of family members.

**Activity:** Prepared 175 seals for New Aid Officers Workshop participant's certificates.

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

**Activity:** Submitted hotel rooming information for the Executive Board Meeting.

**Activity:** Submitted menus to the hotel for the Executive Board meeting.

**Code # PP 6.41:** Organizational Structure/By-Laws.

**Activity:** Met with the By-Laws committee and reviewed for updates.

**Discussion:**

I attended the NASFAA Leadership Conference on March 10 – 6, 2007 in Washington, D.C.

Deborah Byrd

**Heather Boutell**  
**Treasurer's Report**

**Summary of Activities**

**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 February Board meeting was sent to Leonard Gude, who then put that information on the SASFAA Web site.

**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 third quarter (July 2006 – March 2007).

**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.

**GAP 67:** (05-06) Work with Ann Rochester to implement any suggestions she makes after completing the IRS 990 to ensure financial stability and legal standings.

**Activity:** Filed the 990 and 990T returns. Paid tax liability for 990T, and also made last quarterly payment due June 15, 2007.

**GAP 60:** (05-06) Supply itemized expense report for each incoming board and committee chair by May 1st in order to prepare budget forecasts for next years budget.

**Activity:** Provided budget information for incoming board and committee chairs upon request by Lianne Masterson, President-Elect. This information was provided in mid-May.

**Summary of Annual Accomplishments**

- Pay pal can now be used to pay membership fees, conference fees, professional development fees and vendor/sponsor payments.



- Worked with CPA firm to review our procedures for the 990. Successfully filed the 990 and 990-T this year, bringing us into compliance.
- Purchased QuickBooks on the Web that allowed Budget Chair and President to have anytime access to budget information or fund information.
- Paid all bills in a timely manner and reimbursed members via the Web.

**Discussion**

When schools from out of our region register for the annual conference or professional development activities, they are prompted to mark that they are not members. The ATAC system then goes in and charges them the membership fee, as well as other associated fees. What ultimately occurs is that the out of region person then becomes a member, which does not meet the membership requirement for the By-laws. SASFAA needs to develop a procedure for out of state school people who want to attend, and make sure they are not granted membership rights.

All vendor/sponsor payments are in. Thanks to Vendor/Sponsor Chair Keith Reeves for working with the lenders to make sure payments were received in a timely manner. Only 10 people are left to pay for the New Aid Officer Workshop.

Treasurer Boutell wants to thank Budget Chair Aldridge for all of his support and hard work over the past two years. Treasurer Boutell also wants to acknowledge Brent Tener for his dedication to SASFAA and for the ease it has been working with him over the past year. She wishes Terri Parchment much success over her next two years, and promises to help when asked.

**Total Cash on Hand as of June 2, 2007:**

Fifth Third Checking: \$95,995.24  
 Fifth Third Savings: \$98,706.31  
 BB&T Savings: \$98,593.40

Total: \$293,294.95

**July 2006 - June 2007**

	<b>Total</b>			<b>% of</b>
	<b>Actual</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>Budget</b>
<b>Income</b>				
<b>01 Membership Dues</b>	38,838.73	37,000.00	1,838.73	104.97%
<b>02 Professional Development</b>	94,187.96	91,650.00	2,537.96	102.77%
<b>03 Annual Meeting</b>	154,734.70	146,150.00	8,584.70	105.87%
<b>04 Vendors/Sponsors/Patrons</b>	148,211.57	162,500.00	-14,288.43	91.21%
<b>05 Advertising</b>	46,540.00	47,000.00	-460.00	99.02%
<b>07 Interest Earned</b>	25,619.34	21,000.00	4,619.34	122.00%
<b>08 Miscellaneous Income</b>	12,809.69	12,100.00	709.69	105.87%
<b>09 Balance Forward</b>		36,050.00	-36,050.00	0.00%
<b>Total Income</b>	<b>\$ 520,941.99</b>	<b>\$ 553,450.00</b>	<b>-\$ 32,508.01</b>	<b>94.13%</b>
<b>Expenses</b>				
<b>101 President</b>	7,253.10	8,000.00	-746.90	90.66%
<b>102 President-Elect</b>	6,320.81	5,000.00	1,320.81	126.42%
<b>103 Vice President</b>	2,141.41	4,600.00	-2,458.59	46.55%
<b>104 Secretary</b>	2,133.40	4,200.00	-2,066.60	50.80%
<b>105 Treasurer</b>	2,851.80	7,406.00	-4,554.20	38.51%
<b>106 Past President</b>	4,934.08	5,058.00	-123.92	97.55%
<b>201 Membership/Directory</b>	2,491.34	6,000.00	-3,508.66	41.52%
<b>202 Electronic Services</b>	7,074.63	12,200.00	-5,125.37	57.99%
<b>203 Professional Advancement</b>	14,239.26	124,921.00	-110,681.74	11.40%
<b>204 Newsletter</b>	1,121.85	3,624.00	-2,502.15	30.96%
<b>205 Budget and Finance</b>	3,336.52	3,800.00	-463.48	87.80%
<b>206 Annual Meeting Program</b>	218,216.40	214,000.00	4,216.40	101.97%
<b>207 Site Selection</b>	536.07	1,500.00	-963.93	35.74%
<b>208 Nominations and Elections</b>	4,764.16	6,100.00	-1,335.84	78.10%

<b>210 Executive Board</b>	21,493.15	42,479.00	-20,985.85	50.60%
<b>211 President's Contingency</b>	2,050.00	4,000.00	-1,950.00	51.25%
<b>213 Advance Program Planning</b>	139.68	200.00	-60.32	69.84%
<b>214 Diversity Issues</b>	12,554.44	15,180.00	-2,625.56	82.70%
<b>215 Prior Administration Bills</b>	9,474.57	9,475.00	-0.43	100.00%
<b>216 Legislative Relations</b>	1,541.43	4,077.00	-2,535.57	37.81%
<b>217 Long Range Planning</b>	2,666.42	4,600.00	-1,933.58	57.97%
<b>218 Vendor/Sponsor/Patron</b>	2,963.67	4,600.00	-1,636.33	64.43%
<b>219 Special Projects</b>	31,438.42	43,680.00	-12,241.58	71.97%
<b>221 Computer Hardware/Software</b>	710.80	2,500.00	-1,789.20	28.43%
<b>222 Purchase of CD</b>	0.00		0.00	
<b>223 Project Development</b>	5,049.99	5,250.00	-200.01	96.19%
<b>224 Accounting Fees and Taxes</b>	18,107.87	11,000.00	7,107.87	164.62%
<b>Total Expenses</b>	<b>\$ 385,605.27</b>	<b>\$ 553,450.00</b>	<b>-\$ 167,844.73</b>	<b>69.67%</b>
<b>Net Operating Income</b>	<b>\$ 135,336.72</b>	<b>\$ 0.00</b>	<b>\$ 135,336.72</b>	
<b>Net Income</b>	<b>\$ 135,336.72</b>	<b>\$ 0.00</b>	<b>\$ 135,336.72</b>	

### STATE PRESIDENT'S REPORTS ATTACHMENT B

**Rance Jackson, President  
North Carolina**

#### Summary of Activities

Final preparations have been made for the NCASF AA transition board retreat scheduled for June 18 and 19 at The Summit at Haw River State Park in Brown's Summit, NC. Tony Carter will officially be presented with the gavel and formally take the helm of NCASF AA for 2007-2008.

Leadership continues to be a relevant and important focus for the NCASF AA membership. The Executive Board supports every level of leadership training available by providing members the opportunity to participate in national, regional and state level activities. This year NCASF AA included the Leadership Symposium as a pre-conference activity for the spring conference to provide access to a broader sector of the membership.

NCASF AA adopted their own Middle School Enrichment Scholarship Program as the spring conference charity and raised funds to ensure future participation and involvement for middle school students in early awareness activities. Increased funding definitely opens the doors for additional student participation in this worthwhile program, as this activity doubled the enrollment of participants for the upcoming college and university summer enrichment programs. NCASF AA is indebted to the membership and supporters for their generosity.

The Fiscal Management Guide has ensured good financial stewardship and assists in solidifying future solvency of the financial resources available to the association.

The association was able to successfully complete the on-line voting process for the first time during the spring conference. This process provided easy access and improved functionality to the membership through the newly developed web site. The on-line voting activity was a tremendous success.

NCASF AA will continue to promote training opportunities for our membership by continued partnership with supporters and the North Carolina State Education Assistance Authority. Future opportunities will include mid-level training for the purpose of providing information and advanced training for other sectors of the membership beyond new aid officers.

Policies and procedures will continue to be reviewed closely to ensure proper processes are followed as improved services and newly created positions are established. NCASF AA recently added the position of Treasurer-elect.

#### 2007 – 2008 NCASF AA Election results

<b>President-elect</b>	<b>Amy Berrier (UNC-Greensboro)</b>
<b>Vice President</b>	<b>Tony Patterson (NC State University)</b>
<b>Treasurer-elect</b>	<b>Kim Driggers (St. Andrews Presbyterian College)</b>
<b>Secretary</b>	<b>Misty Clark (ECPI – Raleigh)</b>
<b>Representatives</b>	<b>Bonnie Adamson (Methodist University)</b> <b>Cedric Barksdale (NC State University)</b> <b>Lori Lewis (Citibank)</b>

**Erik Melis, President**  
**Virginia Report**

Little did the association realize, one year ago, when VASFAA declared its theme for 2006-2007 to be “Trek Boldly into New Frontiers”, just how new, unexpected, and sometimes unfriendly some of those frontiers might turn out to be. The voyage, which is now drawing to a close, has encountered some brightly shining stars, some devastating black holes, and, in most recent days an almost incessant meteor storm. During the past year, and especially during the time since the last Virginia state report, VASFAA members have experienced some very high highs and some very low lows. Even in late March, VASFAA was sure that the worst thing that would have to be faced during the journey was the recent onslaught of attacks on our industry, on our ethics and professionalism, and on the bonds of trust between us and our students. Never in our wildest dreams, or rather our most horrific nightmares, could it have been anticipated that something like the tragic losses and suffering at Virginia Tech would be thrust into our midst. VASFAA is pleased to report, on behalf of the students, families, friends, and colleagues at Virginia Tech that the trek down the road to healing has commenced; admittedly, this is a journey that will continue long after crews are changed and the 2007-2008 voyage begins. In the aftermath of the immediate pain and suffering related to this tragedy, the strength of the bonds of compassion between members of the financial aid community was exemplified. Everyone came together in a unified show of support for all at Virginia Tech; everyone provided their direct and indirect support to the Virginia Tech community; everyone became a “Hokie”. All of us continue to keep all those who have lost and suffered in their thoughts and prayers.

VASFAA held its 39<sup>th</sup> annual conference (actually its 75<sup>th</sup> meeting in 39 years) from May 20-23 at the Virginia Beach Hilton Oceanfront Hotel in Virginia Beach. The theme of our conference was "Be a Financial Aid "Trekkie"" which was in line with our overall theme for the year to "Trek Boldly into New Frontiers." We had over 390 members in attendance at the conference and our membership numbers for 2006-2007 are just under 500. During the conference all philanthropic fund raising efforts were directed toward the Hokie Spirit Memorial Fund. Over \$2,200 was raised and presented to the staff members from Virginia Tech that was in attendance.

The Conference Committee, Training Committee, Diversity Committee, and Membership Committee put together an outstanding program. There was something at the conference for everyone whether they were an experienced, seasoned aid professional or new to financial aid and VASFAA. We held an all day New Professional Training Workshop and a Leadership Symposium on Sunday prior to the conference opening. Both were well attended and were a huge success.

During our opening general session on Sunday, Harvey Alston, who last year inspired us all with his poignant and entertaining perceptions, returns to bring us a new message on “Getting Down to Business”. His message was inspiring and energized everyone for the remainder of the conference. During our opening luncheon on Monday, United States Congressman Bobby Scott shared with us an “Overview of Moving Forward” and talked about what was happening on Capitol Hill. We also had the opportunity to highlight many of our association accomplishments for the Congressman Scott. During our general session on Tuesday, Ed Spencer, Associate Vice President of Student Affairs at Virginia Tech, discussed with us the unique nature and requirements of the “Millennium Student” including issues related to “helicopter parents”. We also had a wide variety of concurrent sessions covering many topics of interest from federal issues to personal and professional development. Immediately following the conference, in the same facility, Greg Martin from the US Department of Education conducted a day-long ACG and SMART training workshop which included a federal update as well.

On-line voting for our 2007-2008 officers were conducted prior to and during the conference. The results of the election are as follows:

President-Elect: Brenda Burke, Virginia Commonwealth University

Secretary: Vera Riddick, Old Dominion University

Treasurer-Elect: Keith Wellings, Hampden-Sydney College

Representatives-at-Large: Sheila Nelson-Hensley, Bluefield College  
Bill Wendle, University of Virginia College at Wise

In March, VASFAA had the opportunity to send three of its member and up and coming leaders, Melissa Barnes (Norfolk State University), Donna Taylor (Virginia Tech), and Keith Wellings (Hampden-Sydney), to the SASFAA Leadership Workshop.

In the matter of the on-going investigations into preferred lender lists and conflicts of interest, VASFAA recently took a proactive and preemptive step. Members of the VASFAA Board of Directors and designees met with representatives from the Commonwealth of Virginia Attorney General's office to discuss these issues. Discussions were productive and positive and will hopefully lead to continued dialogue and a collaborative partnership between VASFAA and the Attorney General's office. Both parties felt that it was very important to place emphasis on the positives that have been ignored in the media and to mediate if not prevent the negative perceptions that have made headlines; negative perceptions that erode the basic and vital foundation of trust between aid offices and the students and families that they serve.

Some other highlights from VASFAA's 2006-2007 voyage include:

Awards Committee presented four retirement recognition awards to: Eugenia (Deannie) Hickman (Virginia Wesleyan University); Phenie Golatt (Virginia Union University); Perry Carroll (Mountain Empire Community College); Larry Ewing (Virginia Western Community College). The committee also presented the New Professional of the Year award to Paula Rafferty (Randolph-Macon College) and the 2005-2006 Committee of the Year Award to the Public Relations Committee.

Awareness Committee, with over 150 volunteers at 23 sites, provided FAFSA assistance to over 2000 students and families during our VASFAA Super Saturday event.

Training Committee, Experienced Aid Officer Training Committee, and the Support Staff Training Committee conducted a multi-level consolidated training event in the fall and additional training workshops throughout the year and at the conference.

Diversity Committee coordinated numerous diversity related sessions and activities at the conference.

Public Relations Committee sent out a number of VASFAA press releases and sent letters of appreciation to the supervisors of all VASFAA volunteers.

Secondary School Relations Committee coordinated high school guidance counselor training workshops at 16 sites throughout the Commonwealth for more the 500 high school guidance and career counselors.

State Relations Committee spearheaded the effort to get a standing proclamation introduced and passed by the Virginia Legislature declaring every February as Financial Aid Awareness Month in Virginia. State Senator Frank Ruff was recognized for his contributions to higher education in Virginia.

Vendor/Sponsor Committee, despite all the issues this year related to lender sponsorship, managed to exceeds sponsorship expectations for the year.

VASFAA is what it is, a strong partnership of individuals, institutions, business and affiliates, solely because of the time and effort of all the volunteers who give so much. We salute all our volunteers and members.

It is appropriate that VASFAA's theme this year is related to Star Trek and that the motto for Starfleet is "Ad Astra Per Aspera"... "To the stars through difficulty". VASFAA will survive the challenges we have faced and continue to face and will emerge from this voyage stronger because we traveled together...because we have "made it so!"

## **Runan Pendergrast, President Kentucky Report**

March 4th – 6th, President – Elect, Bryan Erlsan, and KASFAA's newly elected Treasurer, Andy Spry attended the NASFAA Leadership Conference.

Special Appointee Report, June, 2007

KASF AA Support Staff Workshop was held March 20<sup>th</sup> at the Four-Points Sheraton in Lexington, KY. Gina Kuzuoka and committee planned an informative and fun day. The keynote speaker was Tori McClure Vice-President for External Relations, Enrollment Management and Student Affairs, at Spalding University. Workshop sessions included “Understanding Diversity” and “Verification Process.” There were 50 Financial Aid Support Staff employees from around Kentucky who attended the workshop.

Around 200 KASF AA members attended the Spring Conference held April 11<sup>th</sup> – 13<sup>th</sup> at the Holiday Inn University Plaza in Bowling Green, KY. The conference theme was *KASF AA Karnivale: A Celebration of Financial Aid*. Conference Co-Chairs Wendy Dailey and Robin Buchholz, along with their team, provided an outstanding Spring Conference. SASFAA President – Elect Lisanne Masterson provided our SASFAA Update as well as presented a session entitled “Around the Tax Return in 60 Minutes.” Other conference sessions included: “Financial Peace for Your Students”, presented by Jim King from Dave Ramsey’s Financial Peace, “Keeping Your Sense of Humor At Times When Things Aren’t So Funny”, “ACG & SMART Grants: Determining Eligibility and Communicating Effectively” and a general session entitled “The Changing Political Landscape and Its Effect on the Student Loan Industry.” At this session, Scott Buchanan, Sallie Mae, Wanda Hall, EdAmerica, and Blank Tanner, KHEAA/Student Loan People, all presented their views on the political changes effecting schools today and how these changes could affect the students and schools in the future. Greg Martin, from the U.S. Department of Education, provided the Federal Update and presented a session entitled “Students of Undocumented Parents.” During the conference, KASF AA awarded its highest honor, The Herb Vesico Disguised Service Award, to Dr. Joe McCormick.

KASF AA awarded the first Professional Development Scholarship. New KASF AA members with less than five years of Financial Aid experience could apply for the scholarship. Applicants submitted an essay and a letter of recommendation to the KASF AA Board of Directors. The scholarship will be used to cover the registration fee to the SASFAA New Aid Officers Workshop. The University of Louisville’s Lindsay Driskell was this year’s recipient.

The KASF AA Executive Board and Transition meeting will be held June 14<sup>th</sup> and 15<sup>th</sup> at Lake Cumberland State Park, Jamestown, KY. It is with bittersweet memories that I pass the gavel to Bryan. I have gotten to know Bryan over this past year and I am sure that he will make a great KASF AA President.

#### **Tennessee Report**

Missing Electronic Report

#### **Alabama Report**

Missing Electronic Report

#### **Kim Jenerette, President South Carolina Report**

It seems as if only recently we met for our initial SASFAA Board Meeting and began a year in which My Rich Uncle was married to my Aunt Martha (who is extremely rich), the only Cuomo I knew was Mario, and my esteemed colleague from Virginia was someone who appeared to know what he was talking about (strike three)! ☺

SCASFAA had its spring conference in April and celebrated our 40<sup>th</sup> year of existence. Carolyn Sparks (Program Chair) and the committee provided a strong conference and we were the beneficiaries of strong speakers (Greg Martin, Iwana Ridgill, Sarah Bauder, Brad Barnett, Brent Tener, etc.) and timely sessions.

During this meeting, the membership voted on two changes within the by-laws: the addition of a Treasurer-Elect position and adding additional language regarding membership and the Associations authority regarding such membership. Both passed in overwhelming fashion.

Time does not permit me to express the outstanding work from the SCASFAA Board this past year. Our Professional Development Committee hosted approximately 6-8 events for our membership. Electronic Services worked to bring our website up live (via ATAC) and we continue to aspire to full functionality. Our Diversity Committee hosted a workshop and various speakers throughout our conferences. An advisory committee to one of our state agencies was created to establish proper communication and foster a strong relationship between the agency and our association. Our membership reached a record number of members this year (530). Our overall budget remains strong and reserves well in place as we forge ahead to uncertain times within our profession.

I would be remiss if I did not mention our NCASF AA friends and neighbors and the joint conference we shared in early November at the Grove Park Inn. Under the leadership of Rance Jackson and the NCASF AA/SCASF AA contingent, the joint conference was very successful as we reached over 500 in attendance.

I would be doubly remiss (can I do that?) if I did not mention the opportunity to serve with this Board. Having the opportunity to work and serve with each of you has allowed me professional growth and development in my personal life. More specifically, the relationship, communication, and banter shared with the State Presidents within the SASF AA region is one that, while fun and jovial, allowed us to interact and serve not only our states well, but our students and families.

I would also like to specifically thank Brent Tener and Lisanne Masterson for their leadership during this year. Events that were unforeseen and improbable (to say the least) allowed for some interesting times within SASF AA and their communication, combined with steady direction, has allowed SASF AA to maintain strength and purpose for the upcoming years.

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

Respectfully Submitted,

Kim Jenerette  
SCASF AA President

### **Jenelle Handcox, President Georgia Report**

GASF AA has experienced a great year with many thanks due to the Executive Board and Committee members. The honor of leading such a talented and hard working Board has allowed me to grow both personally and professionally. The work of the 2006-2007 GASF AA Executive Board has allowed financial aid professionals across the state of Georgia to expand and improve. I again want to thank the members of GASF AA for electing me to the position of GASF AA President!

GASF AA's 39<sup>th</sup> Annual Spring Conference was held May 23-25 at the King & Prince Hotel on St. Simon's Island. Vice President for Programs Letrell Thomas and her Program Committee planned informative sessions on *The Changing Tides of Financial Aid*. SASF AA was well represented with President Brent Tener who gave the SASF AA update. Also, at our awards banquet, The Donald E. Payton Award for Lifetime Achievement was presented to Susan Little, Director of Financial Aid at The University of Georgia.

While all of the committees did an excellent job this year, I would like to highlight a few of our accomplishments this year:

- Vice President for Professional Development Josh Dasher and his Professional Development Committee hosted several different training opportunities for GASF AA members including the New Aid Officers Workshop, NASF AA Decentralized training and a Support Staff Workshop
- On February 18, GASF AA members participated in Georgia's first College Goal Sunday events at various locations across the state. The GASF AA Community Action Committee, under the leadership of Larry Mitcham, was instrumental in incorporating GASF AA into the events.
- The Diversity Committee, under the leadership of Charlene Morgan, was extremely active with outreach to the GASF AA membership via monthly emails on diversity related topics.
- The Strategic Planning Committee, under the leadership of Gary Mann, surveyed the membership as to their needs and satisfaction with information provided by GASF AA.

The Nominations and Elections Committee, chaired by Past President Suzanne Pittman, presented an outstanding dual slate of candidates for office for the 2007-2008 year. Voting took place during the month of May and concluded at the Spring Conference. I would like to thank everyone who ran for office this year. Congratulations to Pennie Strong, President-Elect; Jon-Paul Keenan, Vice President for Programs; Doug Tanner, Vice President for Professional Development and Charlene Morgan, Secretary.

President -Elect Dave Bledsoe will conduct GASF AA's annual transition meeting on June 14-15 in Macon. I look forward to working with President Bledsoe and the 2008-2009 Executive Board as we celebrate GASF AA's 40<sup>th</sup> Anniversary.

**Garry Jones, President**  
**Mississippi's Report**

**Newsletter** – We published 3 online editions of the newsletter, *MASFAA Messenger*.

**Website** - MASFAA website was redesigned.

**Committees** – Had 65 individuals who volunteered and were placed on committees this year.

**NASFAA Leadership Training** - Sent two individuals to D.C. for training on Verification. Training was conducted in November in Meridian.

**NC/SC Joint Conference** - At the invitation of the NC/SC Presidents attended their joint conference in November.

**Conferences** - Attended NASFAA and SASFAA annual conferences.

**NASFAA's Leadership Conference** – Sent 5 members of our Board. Each praised the conference for its content, relevancy, networking opportunities, and congressional visits as highlights.

**SASFAA Leadership Symposium** – 3 representatives attended the symposium. All had very positive comments and feedback.

**Financial Aid 101** – Held our 7<sup>th</sup> annual workshop for new aid officers on April 2-4. Had 21 participants. In conjunction with Financial Aid 101 for new aid officers we are considering having a more advanced training for those who have been in financial aid for a while.

**DOE Training** – The Department of Education held one-day training on ACG/SMART on the campus of Jackson State University in Jackson. David Bartlett from the Kansas Region and Delores Davis from Clark Atlanta University were the trainers. There were 57 in attendance.

**Archives** – The committee completed its project to image all documents for years 2002-03 through 2005-06. The information will be able to be sorted by index, subject and years.

**High School Relations** – Approximately 350 newsletters were mailed to high counselors to communicate important dates/deadlines and other pertinent financial aid information and tips.

**Planning** – The committee has developed a long range plan to be discussed and voted on at our upcoming board meeting.

**Membership** – In conjunction with Paula Gordon at ATAC the MASFAA database was purged. There was a great deal of duplication and bad data that needed to be cleaned up. The Membership Chair, Nancy Gault, and her committee have established a mission statement and some written guidelines for potential mentors and mentees. This is being done in the form of an agreement that the involved parties will adhere to throughout the year. We will introduce this at the conference in June. This will become a part of our P&P in an effort to help provide consistent support and training for our new members.

**MASFAA Annual Conference** – Our 40<sup>th</sup> to be held June 13-15 in Jackson. Currently 215 registered with 35 new attendees. Our opening keynote speakers will be the Executive Director for the Mississippi Community and Junior Colleges, Dr. Wayne Stonecypher, and the Commissioner of Higher Education, Dr. Thomas Meredith. Greg Martin will provide us with federal updates and conduct an interest session. Brent Tener will give us a SASFAA update and conduct an interest session, and perhaps a “salsa dance”. We have chosen The Mustard Seed as our community service project. The Mustard Seed helps meet the needs of mentally challenged adults who have various mental disabilities which prevent them from living independently.

Soraya Weldon and her committee have put together a great slate of candidates for the upcoming elections to be held at the conference. The candidates are:

President-Elect	Marilyn James, Miss. State University Kristi Motter, University of Southern Miss.
Vice-President	Cammie Champion, University of Miss.
Secretary	Robyn Cilwik, William Carey University

	Jim Haffey, Holmes Community College
Member-at-Large	Nedra Bardley, Meridian Community College Lynita Davis, Northeast Miss. Community College
Director	Louanne Langston, USA Funds Services Caroline Rosser, Bancorp South

Next year's annual conference is scheduled to be held in Biloxi at the Beau Rivage.

**Ruth Strum, President  
Florida Report**

Over five hundred FASFAA members and associates attended the Florida Spring Conference which was held on May 23-25 at the Tampa Marriott "Waterside". Several pre-conference sessions were held. Linda Burkhardt, US Department of Ed NW Region Rep, presented one day training for ACG/SMART Grant updates. Over one hundred financial aid officers attended this session. Other pre-conference sessions included Brett Leif, NCHelp President, who presented a Washington Update, a New Aid Officers' Workshop and the Graduate Professional Workshop. For the first time, Brenda Brown, GPIC chair and her committee organized a GPIC 'track' for conference attendees. Evaluations were excellent for all of these workshops.

FASFAA was fortunate to have Brent Tener, SASFAA President, David Gelinas, Immediate Past-President, NASFAA and Janet Dodson, NASFAA Chair attend the conference. Each presented a session that was received enthusiastically by the members.

FASFAA awarded Leonard Gude the Distinguished Service Award for his significant contribution to the aid community at the national, regional and state level. After eleven years as director at the University of South Florida, Leonard left Florida to become the vice president for Regent Education.

This has been a hectic year for FASFAA...but we have continued to have outstanding training workshops for our new aid officers, regional, and voc-tech sectors. I would like to thank Aileen Morrissey, vice president for training, John Ward, voc-tech chair, and the FASFAA five regional reps and their related committees for the fine job they have done this year.

Ruth Strum  
FASFAA Chair

**COMMITTEE REPORTS  
ATTACHMENT C**

**Clark Aldridge, Chair  
Budget and Finance**

Activities from Feb. to June 2007:

Purchased a \$25,000 CD to replace one in like amount that matured 4-20-07. The replacement CD pays interest at the rate of 5.05% matures on 5-2-08 and is with Capmark Bank.

Two additional CDs will mature on June 19, 2007 and will be replaced at maturity.

As tasked the Budget and Finance Committee completed work on recommendations regarding the financial policies for the SASFAA Endowment. The documents addressing the endowment including; recommendations for funding the endowment, Investment Policies and Endowment Fund Guidelines, and By-laws and Operating Procedures for the Investment Committee are attached.



Submitted by;  
Clark Aldridge  
Budget and Finance Chair

Holding Company	Account #	Contact Information	Purchase Date	Amount	Interest Accrual	Term	Maturity Date	Rate	Interest Pa
Capmark Bank	DFL006262	James A. Mills SunTrust Securities	5/1/2008	\$25,000	n/a	12	5/2/2008	5.05%	Paid
Chestatee Bank	DFL006262	SunTrust Investment Group	11/29/2006	\$65,000	n/a	12	11/30/2007	5.05%	Pay
Bank Vernon, AL	DFL006262	James A. Mills Sr. Investment Officer SunTrust Securities Corporation 500 Main Street, 5th Floor Norfolk, VA 23510 Phone: 757-624-5626 Fax: 757-624-5629 jim.mills@suntrust.com	6/3/2005	\$20,000	n/a	24	6/11/2007	3.95%	Paid Mon
Enerbank USA	DFL006262	James A. Mills SunTrust Securities	6/9/2006	\$25,000	n/a	12	6/19/2007	5.15%	Paid Mon
Enerbank USA	DFL006262	James A. Mills SunTrust Securities	6/7/2006	\$25,000	n/a	12	6/19/2007	5.15%	Paid Mon
CIT Bank Utah	DFL006262	SunTrust Investment Group	9/19/2006	\$45,000	n/a	24	9/29/2008	5.10%	Pays semi-a
Hibernia National Bank	DFL006262	SunTrust Investment Group	6/18/2004	\$75,000	n/a	60	6/30/2009	4.35%	Paid Mon
Pacific Crest Savings Bank	DFL006262	SunTrust Investment Group	6/8/2005	\$50,000	n/a	36	6/13/2008	4.05%	Paid Mon
American National Bank	DFL006262	SunTrust Investment Group	1/16/2004	\$25,000	n/a	48	1/16/2008	3.35%	Paid Mon
Bartow Cnty BK	DFL006262	SunTrust Investment Group	7/14/2006	\$25,000	n/a	24	7/28/2008	5.50%	Paid Mon
Northview Bank	DFL006262	SunTrust Investment Group	7/1/2004	\$50,000	n/a	36	7/14/2007	3.65%	Paid Mon
Community Shores Bank	DFL006262	SunTrust Investment Group	9/16/2005	\$50,000	n/a	36	9/29/2008	4.35%	Paid Mon
Middleton Community Bank	DFL006262	SunTrust Investment Group	1/7/2005	\$25,000	n/a	36	1/11/2008	3.65%	Paid Mon
Wright Financial	DFL006262	SunTrust Investment Group	9/19/2006	\$45,000	n/a	24	9/26/2008	5.10%	Pays semi-a
First Internet Bank of Indiana	DFL006262	SunTrust Investment Group	7/7/2004	\$50,000	n/a	48	7/16/2008	3.90%	Paid Mon
<b>TOTAL INVESTMENTS</b>				\$600,000					

11/29/2006

## Michael D. Morgan Conference Committee Report

### Sessions and Content

The conference committee worked very hard to develop a conference that would be well balanced by providing the membership with a number of sessions that would be beneficial to all. The diversity of the sessions can be best illustrated by the grid below.

New Aid Officers	4 sessions
Issues and Trends	14 sessions
Department of Education	8 sessions
Financial Aid Practices	12 sessions
Technology	6 sessions; 3 user groups

Personal/Professional Development	9 sessions
Diversity	4 sessions; one general

The conference experience was enhanced by the development of Jam Sessions. Jam sessions were offered to provide the opportunity to discuss topics presented earlier during the conference in a small group setting with an experienced facilitator leading the way. These sessions received an overall rating of 4.35 out of 5 with over 48 percent of those who attending rated the sessions excellent.

In addition to the regularly scheduled Sessions, the committee has come up with several opportunities for the attendees to engage in the learning process. The pre-conference research seminar was established to provide higher level training to experienced aid administrators. Presenters for the session are Barry Simmons, Virginia Tech; Mary Ann Coughlin, Springfield; Bonnie Joerschke, Purdue University.

Pre-conference numbers; Sixty four (64) people have signed up for new aid; we anticipate 40. Sixty nine (69) have registered for the research seminar we expect 45. These sessions received an overall rating of 4.51 out of 5 with over 64% of those attending rating the session as excellent. The committee will need to reevaluate the way participants register to get a more accurate number in the future.

The committee worked very hard to secure the commitment from the Department of Education. Anthony Jones; Greg Martin, Dan Klock, Joel Harrell, Lester Hernandez and Jill McCarney will all provide valuable training during the sessions and will be of great support during the Jam Sessions. Quality sessions presented and facilitated by the department are required to sustain the value of the sessions at the conference. The DOE sessions were some of the best attended at the conference. The conference committee discussed increasing the seating capacity of the DOE sessions.

### Committees

The 2006-2007 Conference committee was comprised of an extraordinary cast of financial aid professionals who were dedicated to making this year's conference a success.

Alabama Representative	Andrew M. Weaver	University of Alabama-Huntsville
Florida Representative	Brenda M. Brown	University of Miami- School of Law
Georgia Representative	Deborah H. Clark	Atlanta Technical College
Kentucky Representative	Chris Tolson	Campbellsville University
Mississippi Representative	Laura Diven-Brown	University of Mississippi
North Carolina Representative	Dana D. Kelly	High Point University
South Carolina Representative	Jeffrey Dennis	Southern Wesleyan University
Tennessee Representative	Sara Reese	Aquinas College Primetime
Virginia Representative	Brad D. Barnett	James Madison University
Hotel Liaison	Ron Gambill	EdSouth
Local Arrangements Co-Chair	Karen Hauser	Vanderbilt University
Local Arrangements Co-Chair	Sandra Neel	University of Tennessee-Martin
Lender Liaison	Todd Woodlee	Education Finance Partners

### Ex-Officio Members

SASFAA President	Brent Tener	Vanderbilt University
SASFAA Vice President	Sandra Neel	University of Tennessee-Martin
SASFAA Vendor/Sponsor Chair	Keith Reeves	Clemson University
SASFAA Diversity Chair	Janet Sain	SunTrust Education Loans
SASFAA Membership Chair	Soraya Weldon	

A large portion of the success of the conference was due to the preparation and dedication of the Tennessee membership who served on the Local Arrangement committees. The Local Arrangements Committee had several subcommittees lead the individuals below. These leaders from the state of Tennessee worked tirelessly under the direction of Karen Hauser and Sandra Neel.

- Cara Suhr- Hall Monitors
- Sandra Rocket-Charity
- Wendy Hutckins-Charity
- Joanie Walker-Hospitality Suite
- Carita Waters-Hospitality Suite
- Lester McKenzie- Registration
- Levis Hughes-Conference Headquarters
- Bill McCord- Airport and VIP Transportation
- Melissa Smith-Packet Stuffing

**Budget**

The Conference Committee spent approximately \$218,715.35. Seventy one percent of the expenditures were for food, AV, and mass transportation during the conference. The committee was able to keep expenditures not directly related to the conference to a minimum. The largest increase occurred in the area of food this year.

				<b>Percentage of Overall Budget</b>	
<b>Overall Conference Budget</b>	<b>\$218,715.37</b>				
<b>Committee Expenditures</b>		<b>\$ 18,897.30</b>		<b>8.64%</b>	
August Meeting			\$ 8,001.70		3.66%
October Meeting			\$ 6,621.59		3.03%
December Meeting			\$ 347.26		0.16%
Conference			\$ 3,926.75		1.80%
<b>Printing</b>		<b>\$ 8,621.54</b>		<b>3.94%</b>	
<b>Postage</b>		<b>\$ 928.59</b>		<b>0.42%</b>	
<b>Supplies</b>		<b>\$ 13,336.04</b>		<b>6.10%</b>	
<b>Honorarium</b>		<b>\$ 14,551.00</b>		<b>6.65%</b>	
<b>Communication</b>		<b>\$ 8,933.66</b>		<b>4.08%</b>	
<b>Conference Expenditures</b>		<b>\$155,560.49</b>		<b>71.12%</b>	
AV			\$ 17,071.27		7.81%
Food			\$136,021.59		62.19%
General Conference			\$ 404.63		0.19%
Mass Transit			\$ 2,063.00		0.94%
<b>Accounts Receivable</b>		<b>\$ (2,113.25)</b>		<b>-0.97%</b>	
Original Budget Request	\$214,000.00				
<b>Percent of Budget</b>	<b>102.2%</b>				

**Evaluations**

The conference was well received with an overall rating of 4.3 out of 5 and 91.3 percent of the 413 who responded to the survey rating the conference Good or Excellent. The Opening Session lead the way with the highest rating of the General Sessions of 4.46 and the NASFAA update received the lowest with a rating of 3.35. The Charity, Katie’s Helping Hand, TASFAA Hospitality and Hotel accommodation’s all ranked vary high on this year’s evaluation. Please review the attached document for additional information.

**Part I**

**A. Please describe your institution:**

	2 Yr. Public	2 Yr. Private	4 Yr. Public	4 Yr. Private	Private Career	Grad./Prof.	Health	State Agency	Guarantor	Len
Number	64	4	117	91	5	11	1	6	32	
Percentage	15.50%	0.97%	28.33%	22.03%	1.21%	2.66%	0.24%	1.45%	7.75%	

**B. Is this your first SASFAA Conference?**

	Yes	No
Number	134	279
Percentage	32.45%	67.55%

**C. Years of Financial Aid Experience?**

	0-1 yrs.	2-5 yrs.	6-10 yrs.	11+yrs
Number	40	70	80	223
Percentage	9.69%	16.95%	19.37%	54.00%

**Part II**

**A. Conference Information. Please indicate your response.**

*Pre-Conference Information (mailings, e-mails)*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	2	47	130	218	12
Percentage	0.73%	0.49%	11.41%	31.55%	52.91%	2.91%

4.395      84.47%      indicated Good or  
                  2.91%      indicated not appl  


---

                  87.38%

*Website (conference section)*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	2	44	144	209	9
Percentage	0.73%	0.49%	10.71%	35.04%	50.85%	2.19%

4.38      85.89%      indicated Good or  
                  2.19%      indicated not appl  


---

                  88.08%

*Conference Packet Materials*

	Poor	Fair	Average	Good	Excellent	NA
Number	4	5	46	149	198	8
Percentage	0.98%	1.22%	11.22%	36.34%	48.29%	1.95%

4.32      84.63%      indicated Good or  
                  1.95%      indicated not appl  


---

                  86.59%

*Website Registration*

	Poor	Fair	Average	Good	Excellent	NA
Number	4	2	17	105	272	10
Percentage	0.98%	0.49%	4.15%	25.61%	66.34%	2.44%

4.60      91.95%      indicated Good or  
                  2.44%      indicated not appl  


---

                  94.39%

*On-Site Registration*

	Poor	Fair	Average	Good	Excellent	NA
Number	2	1	8	61	167	166
Percentage	0.49%	0.25%	1.98%	15.06%	41.23%	40.99%

4.63      56.30%      indicated Good or  
                  40.99%      indicated not appl  


---

                  97.28%

*The Billboard' Conference Update*

	Poor	Fair	Average	Good	Excellent	NA
Number	5	8	46	122	161	64
Percentage	1.23%	1.97%	11.33%	30.05%	39.66%	15.76%

4.25      69.70%      indicated Good or  
                  15.76%      indicated not appl  


---

                  85.47%

**B. Interest Sessions. Please indicate your response.**

*Quality*

	Poor	Fair	Average	Good	Excellent	NA
Number	1	1	39	163	167	37
Percentage	0.25%	0.25%	9.56%	39.95%	40.93%	9.07%

4.33      80.88%      indicated Good or  
                  9.07%      indicated not appl  


---

                  89.95%

*Variety*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	1	44	146	179	34

4.33      79.85%      indicated Good or

Percentage	0.74%	0.25%	10.81%	35.87%	43.98%	8.35%
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8.35% indicated not appl  
88.21%

Length

	Poor	Fair	Average	Good	Excellent	NA
Number	1	4	34	149	182	36
Percentage	0.25%	0.99%	8.37%	36.70%	44.83%	8.87%

4.37 81.53% indicated Good or  
8.87% indicated not appl  
90.39%

**C. General Session. Please indicate your response.**

*Opening Session- Carl Hurley (Sun PM)*

	Poor	Fair	Average	Good	Excellent	NA
Number	2	2	30	94	184	95
Percentage	0.49%	0.49%	7.37%	23.10%	45.21%	23.34%

4.46 68.30% indicated Good or  
23.34% indicated not appl  
91.65%

*Federal Update - Carney McCullough (Mon PM)*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	15	88	158	88	54
Percentage	0.74%	3.69%	21.67%	38.92%	21.67%	13.30%

3.89 60.59% indicated Good or  
13.30% indicated not appl  
73.89%

*General Session- Sarita Brown (Tues AM)*

	Poor	Fair	Average	Good	Excellent	NA
Number	6	14	70	109	76	127
Percentage	1.49%	3.48%	17.41%	27.11%	18.91%	31.59%

3.85 46.02% indicated Good or  
31.59% indicated not appl  
77.61%

*NASFAA Update-Janet Dodson (Wed AM)*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	9	53	96	69	171
Percentage	0.75%	2.24%	13.22%	23.94%	17.21%	42.64%

3.95 41.15% indicated Good or  
42.64% indicated not appl  
83.79%

*Washington Update- Larry Zaglaniczny (Wed AM)*

	Poor	Fair	Average	Good	Excellent	NA
Number	25	21	64	68	40	181
Percentage	6.27%	5.26%	16.04%	17.04%	10.03%	45.36%

3.35 27.07% indicated Good or  
45.36% indicated not appl  
72.43%

**D. Special Events. Please indicate your response.**

*Research Workshop (Sun)*

	Poor	Fair	Average	Good	Excellent	NA
Number	0	1	3	10	25	346
Percentage	0.00%	0.26%	0.78%	2.60%	6.49%	89.87%

4.51 9.09% indicated Good or  
89.87% indicated not appl  
98.96%

*Computer Lab for E-mail, Internet*

	Poor	Fair	Average	Good	Excellent	NA
Number	2	4	22	71	150	147
Percentage	0.51%	1.01%	5.56%	17.93%	37.88%	37.12%

4.46 55.81% indicated Good or  
37.12% indicated not appl  
92.93%

*Tennessee Hospitality Suite*

	Poor	Fair	Average	Good	Excellent	NA
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Number	1	1	36	94	207	62	4.49	75.06%	indicated Good or
Percentage	0.25%	0.25%	8.98%	23.44%	51.62%	15.46%		15.46%	indicated not appl
								90.52%	
<i>Katie's Helping Hand Service Project</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	1	1	3	30	359	14	4.89	95.34%	indicated Good or
Percentage	0.25%	0.25%	0.74%	7.35%	87.99%	3.43%		3.43%	indicated not appl
								98.77%	
<i>JAM Sessions</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	0	1	16	52	64	258	4.35	29.67%	indicated Good or
Percentage	0.00%	0.26%	4.09%	13.30%	16.37%	65.98%		65.98%	indicated not appl
								95.65%	
<i>New Aid Officers Workshop (Sun)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	0	0	4	13	25	349	4.50	9.72%	indicated Good or
Percentage	0.00%	0.00%	1.02%	3.32%	6.39%	89.26%		89.26%	indicated not appl
								98.98%	
<i>President's Reception (Sun)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	4	10	39	104	134	114	4.22	58.77%	indicated Good or
Percentage	0.99%	2.47%	9.63%	25.68%	33.09%	28.15%		28.15%	indicated not appl
								86.91%	
<i>Hot Latin Night at SASFAA (Sun)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	5	13	30	57	69	226	3.99	31.50%	indicated Good or
Percentage	1.25%	3.25%	7.50%	14.25%	17.25%	56.50%		56.50%	indicated not appl
								88.00%	
<i>State Meeting (Tues)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	1	8	48	119	144	81	4.24	65.59%	indicated Good or
Percentage	0.25%	2.00%	11.97%	29.68%	35.91%	20.20%		20.20%	indicated not appl
								85.79%	
<i>Banquet and Awards Dinner (Tues)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	1	2	33	126	172	72	4.40	73.40%	indicated Good or
Percentage	0.25%	0.49%	8.13%	31.03%	42.36%	17.73%		17.73%	indicated not appl
								91.13%	
<i>Nash Vegas (Tues)</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	2	2	19	51	177	152	4.59	56.58%	indicated Good or
Percentage	0.50%	0.50%	4.71%	12.66%	43.92%	37.72%		37.72%	indicated not appl
								94.29%	

**E. Site and Facilities. Please indicate your response.**

<i>Nashville Renaissance Accommodations</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	2	2	13	94	219	78	4.59	76.72%	indicated Good or
Percentage	0.49%	0.49%	3.19%	23.04%	53.68%	19.12%		19.12%	indicated not appl
								95.83%	
<i>Satellite Hotel Accommodations</i>									
	Poor	Fair	Average	Good	Excellent	NA			
Number	4	5	22	28	33	303	3.88	15.44%	indicated Good or

Percentage	1.01%	1.27%	5.57%	7.09%	8.35%	76.71%
------------	-------	-------	-------	-------	-------	--------

76.71% indicated not appl  
92.15%

*Nashville Renaissance Services*

	Poor	Fair	Average	Good	Excellent	NA
Number	1	1	21	111	211	52
Percentage	0.25%	0.25%	5.29%	27.96%	53.15%	13.10%

4.54 81.11% indicated Good or  
13.10% indicated not appl  
94.21%

*Ground Transportation*

	Poor	Fair	Average	Good	Excellent	NA
Number	9	5	29	66	82	206
Percentage	2.27%	1.26%	7.30%	16.62%	20.65%	51.89%

4.08 37.28% indicated Good or  
51.89% indicated not appl  
89.17%

*Conference Location*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	2	24	126	250	2
Percentage	0.74%	0.49%	5.90%	30.96%	61.43%	0.49%

4.53 92.38% indicated Good or  
0.49% indicated not appl  
92.87%

*Conference Meals*

	Poor	Fair	Average	Good	Excellent	NA
Number	8	19	72	163	139	5
Percentage	1.97%	4.68%	17.73%	40.15%	34.24%	1.23%

4.01 74.38% indicated Good or  
1.23% indicated not appl  
75.62%

*Breaks*

	Poor	Fair	Average	Good	Excellent	NA
Number	3	12	78	163	145	6
Percentage	0.74%	2.95%	19.16%	40.05%	35.63%	1.47%

4.08 75.68% indicated Good or  
1.47% indicated not appl  
77.15%

*Vendor Exhibit Area*

	Poor	Fair	Average	Good	Excellent	NA
Number	1	10	29	143	224	3
Percentage	0.24%	2.44%	7.07%	34.88%	54.63%	0.73%

4.42 89.51% indicated Good or  
0.73% indicated not appl  
90.24%

*Overall Conference Rating*

	Poor	Fair	Average	Good	Excellent
Number	0	2	33	216	162
Percentage	0.00%	0.48%	7.99%	52.30%	39.23%

4.30 91.53% indicated Good or

**Part III**

**The conference fee was reasonable.**

	Yes	No
Number	401	9
Percentage	97.80%	2.20%

**The conference met my professional needs.**

	Yes	No
Number	395	12
Percentage	97.05%	2.95%

**The conference met my expectations.**

	Yes	No
Number	394	16

Percentage | 96.10% | 3.90% |

**Which sessions benefited you the most?**

See attached Microsoft Word Document

**Which sessions were least useful?**

See attached Microsoft Word Document

**What did you like best about this conference?**

See attached Microsoft Word Document

**What suggestions do you have for the SASFAA 2008 conference in Arlington, Virginia?**

See attached Microsoft Word Document

**General Suggestions for future conferences or anything else you would like to tell us:**

See attached Microsoft Word Document

**Keith Reeves, Chair  
Sponsorship**

2006-07 Sponsorship End-of-Year Report (as of June 1, 2007)

Sponsorship information is broken down into four components:

1 - Newsletter Advertising:

- 22 organizations
- \$21,340 (\$0 outstanding)

2 - Banner Advertising

- 21 organizations
- \$24,300 (\$0 outstanding)

3 - Conference Sponsorship

- 57 organizations
- \$132,813.25 (\$0 outstanding)

4 - Miscellaneous Sponsorship

- 16 organizations
- \$9,957.86

**Total Sponsorship and Advertising**

• \$188,411.11

All sponsorship items have been collected to date for events that have already occurred. There are outstanding invoices for the New Aid Officers Training.



The Sponsor Chair would also like to add a personal note to thank Brent Tener for giving the opportunity to serve the association in this capacity. Many new friends have been acquired and valuable knowledge has been gained along the way.

Respectfully Submitted,

Keith Reeves, Chair

**Soraya Welden, Chair  
Membership Committee**

Although the count is not final, SASFAA has already surpassed last year's membership total by 169! With approximately a 9% increase in membership, this year has been a success for SASFAA.

The membership committee was very instrumental in the communication process at the state level with promoting membership in SASFAA. Statistics were provided to the committee so that each representative was aware of their current standing in the "friendly state competition". Communication was also provided to the SASFAA listserv on current state enrollment and individuals were encouraged to join SASFAA throughout the year. On May 1<sup>st</sup>, the membership was notified via the SASFAA listserv that Kentucky was declared the "winner" of the competition with the largest percentage increase in membership.

SASFAA Membership Comparison by State

6/4/2007						
State	Total 2006	2005-2006	Total 2006-2007	% change from 05-06	# diff	
Alabama		85	102	20.00%	17	120.00%
Florida		290	322	11.03%	32	111.03%
Georgia		189	202	6.88%	13	106.88%
Kentucky		96	146	52.08%	50	152.08%
Mississippi		71	86	21.13%	15	121.13%
N Carolina		234	169	-27.78%	-65	72.22%
Non-SASFAA		152	171	12.50%	19	112.50%
S Carolina		119	148	24.37%	29	124.37%
Tennessee		144	204	41.67%	60	141.67%
Virginia		193	192	-0.52%	-1	99.48%
		<b>1,573.00</b>	<b>1,742.00</b>		<b>169</b>	
<b>Kentucky</b>		<b>96</b>	<b>146</b>	<b>52.08%</b>	<b>50</b>	<b>152.08%</b>
Tennessee		144	204	41.67%	60	141.67%
South Carolina		119	148	24.37%	29	124.37%
Mississippi		71	86	21.13%	15	121.13%
Alabama		85	102	20.00%	17	120.00%
Non-SASFAA		152	171	12.50%	19	112.50%
Florida		290	322	11.03%	32	111.03%
Georgia		189	202	6.88%	13	106.88%
Virginia		193	192	-0.52%	-1	99.48%
North Carolina		234	169	-27.78%	-65	72.22%
		<b>1573.00</b>	<b>1742.00</b>		<b>169</b>	

Suggestions for incoming chair:

- Discuss brochure idea again
- Work on "not specified" category
- Meet with committee briefly during conference
- Continue to clean up duplicate records (annually)

The following provides the comparison of enrollment by institution type and highlights areas of significant increases and decreases.

SASF AA Membership Comparison by Institution Type

06/04/07

Institution Type	2005-06	2006-07	% change	# diff	
Not Specified	282	388	37.59%	106	137.59%
Other	26	24	-7.69%	-2	92.31%
Public (2 Year)	115	139	20.87%	24	120.87%
Public (4 Year)	383	416	8.62%	33	108.62%
Independent (2 Year)	14	11	-21.43%	-3	78.57%
Independent (4 Year)	273	267	-2.20%	-6	97.80%
Proprietary (Bus. School)	0	0	0.00%	0	0.00%
Proprietary (Tech/Trade)	23	24	4.35%	1	104.35%
Health Related/Nursing	3	4	33.33%	1	133.33%
Graduate/Professional	23	21	-8.70%	-2	91.30%
Consultant	0	0	0.00%	0	0.00%
Government Agency	43	55	27.91%	12	127.91%
Guaranty Agency	68	78	14.71%	10	114.71%
Lender	320	315	-1.56%	-5	98.44%
Secondary Market	0	0	0.00%	0	0.00%
Servicer	0	0	0.00%	0	0.00%
	<u>1573</u>	<u>1742</u>		<u>169</u>	
<b>Independent (2 Year)</b>	<b>14</b>	<b>11</b>	<b>-21.43%</b>	<b>-3</b>	<b>78.57%</b>
Graduate/Professional	23	21	-8.70%	-2	91.30%
Other	26	24	-7.69%	-2	92.31%
Independent (4 Year)	273	267	-2.20%	-6	97.80%
Lender	320	315	-1.56%	-5	98.44%
Proprietary (Bus. School)	0	0	0.00%	0	0.00%
Consultant	0	0	0.00%	0	0.00%
Secondary Market	0	0	0.00%	0	0.00%
Servicer	0	0	0.00%	0	0.00%
Proprietary (Tech/Trade)	23	24	4.35%	1	104.35%
<b>Public (4 Year)</b>	<b>383</b>	<b>416</b>	<b>8.62%</b>	<b>33</b>	<b>108.62%</b>
<b>Guaranty Agency</b>	<b>68</b>	<b>78</b>	<b>14.71%</b>	<b>10</b>	<b>114.71%</b>
<b>Public (2 Year)</b>	<b>115</b>	<b>139</b>	<b>20.87%</b>	<b>24</b>	<b>120.87%</b>
<b>Government Agency</b>	<b>43</b>	<b>55</b>	<b>27.91%</b>	<b>12</b>	<b>127.91%</b>
Health Related/Nursing	3	4	33.33%	1	133.33%
<b>Not Specified</b>	<b>282</b>	<b>388</b>	<b>37.59%</b>	<b>106</b>	<b>137.59%</b>
	<u>1573</u>	<u>1742</u>		<u>169</u>	

**Barry Simmons**  
**Leadership Symposium**

**SASF AA Leadership Symposium, March 14-16, 2007, Charlotte, NC**

**Overview**

The Airport Sheraton in Charlotte, NC was the symposium site, only two miles from the Charlotte airport and provided 24 hr free shuttle service. The purpose of the event was to help prepare select aid administrators from the SASF AA region to continue or assume leadership positions in the profession. The central theme was *'leaders must have followers and to have followers a leader must know thyself.'* Participants were selected by the nine state presidents and by Mr. Brent Tener, SASF AA President, and notified ahead of time of grouping into teams with the following advance assignments:

1. Participation in an orientation to be held during the SASF AA Annual Conference in Nashville.

2. Due March 5....Professional Autobiography...600-900 words...an essay which includes family background, education, work history, etc. High and low points in life and career were to be noted along with a description of how the individual chose financial aid as a profession. Also included the individual's philosophy of life, work, financial aid and how, if at all, they fit together along with continuing education plans, career aspirations and timeline. Each essay was to conclude with how this fits into the individual's personal/family life.

3. A reflective exercise involving reading and reporting on a book regarding leadership traits of great leaders due March 14.... Certain Trumpets: The Nature of Leadership by Gary Willis (furnished by SASFAA)...participants should have found it helpful to refer to the book after hours during the symposium dates. Each group was assigned several chapters of the book on which to concentrate, analyze and report.

The symposium began at 2 pm, Wednesday March 14<sup>th</sup> and ended at Noon, Friday, March 16<sup>th</sup>. Participants were given a heads-up to be prepared to immerse themselves in the symposium with a minimum of outside distractions. Symposium work did not conclude prior to 9:30 pm each evening. The following sessions were taught by organizational development professionals from various industry vendors including Citibank, TG and EdFund as well as by SASFAA institutional members.

Wednesday, March 14, 2007

12:30	Lunch
2:00	Welcome and introduction
2:15	MBTI (CB)
4:15	Break
4:30	Diversity Topic, "I Don't Trust Martians" (BS)
5:30	Participant Introductions
6:30	Break
6:45	Dinner
7:45	Teamwork (BT)
9:00	Day ends

Thursday, March 15, 2007

7:15	Breakfast
8:00	Leadership Toolkit (TG)
9:30	Break
10:00	Conflict Resolution (TG)
1200	Lunch
Thursday, March 15, 2007 continued	
12:45	Accountability (TG)
2:45	Break
3:00	Evaluating Your Environment (EdFund)
5:00	Break
5:45	Dinner
6:30	Movie, <u>City Slickers</u>
8:30	Group Work
????	Day Ends

Friday, March 16, 2007

7:00	Breakfast
7:30	Group Reports
8:45	Break
9:00	Dealing with Change (EdFund)
10:15	Ethics (TG)
11:15	Wrap Up
11:45	Eat and Run

The morning of the concluding day of the symposium began with breakfast immediately followed by Group Report/Presentation/Skit that acted as a report on each group's assigned chapters in Certain Trumpets, concepts gleaned from the various sessions and leadership lessons contained in the film City Slickers. Groups were encouraged to be as creative as possible in the format of the report...to identify and illustrate three to six positive 'ah-ha' leadership moments experienced by symposium participants as well as three to six negative such moments. Each group was encouraged to include what changes in individual behavior, if any, members of the group were considering as a result of the symposium. Each report was limited to nine minutes.

Each participant was encouraged to maintain a journal of their 'ah-ha' moments and submit same. The final assignment due March 20 was each participant's composition of a letter to a son or daughter (current or future) upon their offspring's 18<sup>th</sup> birthday on the participant's reflections and 'ah-ha' moments gained at the symposium.

### **Evaluation**

A web-based survey was conducted post-symposium to elicit the symposium participants' opinions and comments on the symposium. Out of 24 symposium participants, 15 completed the survey resulting in a 63% response rate. The questionnaire consisted of 60 questions tailored to gauge participants' opinions and perceptions with respect to curriculum, logistics, and the overall rating of the Symposium. A summary of the policy and planning implications and recommendations based on the survey is presented below followed by a partial set of responses for each question. Tabular response results are included at the end of this report.

All survey respondents considered the Leadership Symposium a great success and one of the most rewarding experiences in their professional career. The overwhelming majority of respondents (80%) rated the symposium as highly useful and the rest, 20%, as useful. All sessions and other curriculum components offered in this symposium received high ratings as well. The 16 sessions and other curriculum components were perceived as either highly useful or useful by all respondents. Nearly all respondents suggested the curriculum remain the same and almost all sessions be included in future workshops.

All presenters were commended for their effective presentations and for stimulating group discussions. Over 90% of respondents rated the presenters as either effective or very effective.

A number of respondents used this survey as an opportunity to compliment SASFAA and the symposium organizers for a well designed curriculum and the great performance during this event. Surprisingly, 53% of respondents suggested that SASFAA should consider sponsoring a similar Leadership Symposium every year, 34% recommended every other year, and the rest (13%) every three years. Also, given the variety of the sessions provided, several respondents stated that there was so much information covered in a small amount of time. One third of respondents perceived the length of symposium as being too short while 53% think its length it about right. Some recommended extending any future leadership symposiums to 3 or 4 full days.

The symposium participants seem to be satisfied with the logistics. For all of the questions related to the comfort of the hotel and meeting rooms as well as the quality, quantity, and variety of the food served, nearly 100% of respondents gave either an 'average' or a 'well above average' rating.. Overall, the majority of respondents felt that this was a great learning experience and were highly motivated to implement changes and be more effective leaders.

### **Participant Comments**

#### **The Myers-Briggs Type Indicator (MBTI) session**

I liked the time at the end of the session where we moved around the room based on our type indicator. I only wish we had more time to do the last one, T vs. F. For me, that one was split down the middle in terms of score. The exercise would have been helpful.

This was an excellent tool. I have never taken this test but it proves to be an instrumental tool - at least it provided some insight to my behavior.

### **The "I Don't Trust Martians" Diversity session**

This was an excellent and timely session. It was covered with skill and sensitivity. Nothing needs to be changed.

I would have more time for the diversity session. There were some good conversations that were simulated from this session.

### **The "Participant introductions" session**

This was unique especially with the one question that we never expected to answer. It was fun and allowed me to remember a little about each participant. Nice "icebreaker"!

Maybe prompt us with aspects to talk about such tell us briefly about your upbringing and list three accomplishments that you are most proud of completing. I believe one point of this exercise is to get us to "toot our own horn" and I think we need specific direction to that initially because most of us are humble.

### **The "Effective Team/Unique Individuals" presentation**

If I had to add anything, I would add more activities & more time to discuss some of the items in depth.

A little more 'group' time would have been nice.

### **The "Conflict Resolution" session**

A must keep! This session was an eye opener for me.

### **The "Ethics" session**

A must keep!! That was a superb session.

### **Viewing the movie "City Slickers" / leadership issues**

KEEP!!!!!! The relationship to key character roles as it relates to leadership was superb. I would have never thought of using certain movies and relate them to anything having to do with leadership.

Time permitting...having a discussion immediately following the film. It would be tough to do the way the film was positioned this time.

### **The "Dealing with Change" session**

Very effective! This is a critical skill that will be important for all of us to understand in our careers and the session was right on target.

### **The session on "Accountability"**

Excellent presentation! More suggestions on how to make the change work for you and your team.

### **The inclusion of the book "Certain Trumpets..."**

This was a great added addition. It provided for an examination of different types of leadership styles. However, I wish we could have received the book earlier so I could have completed the book before the symposium.

It does need to be an advance assignment with enough time for the participants to read the entire book prior to arrival. I had read over 50%, and could definitely relate more to the presentations covering the leadership styles that I had already read.

### **The group presentation/report**

This exercise helps build team skills. It also helps you draw on the strengths of others to complete a project. I like the flexibility to present in creative ways. It made for some great entertainment as well as a learning tool.

This was the highlight of the symposium. Being able to take all that was presented, read, and seen ("City Slicker") and come up with unique ways of summarizing the key points taken from the symposium were

awesome. A definite, absolutely without a doubt, keeps!!!

Assigning the groups in advance was great as well as allowing the groups to be seated together. I really like the group assignment and project.

An excellent way to 'bond' with your team - allowed for discussion on the separate topics - enjoyed watching the different 'takes'

#### **The inclusion of a journal**

Many times we attend conferences and receive new ideas but as soon as we get back into the office we are thrown back into the daily routine and often do not stop and process the information. The journal did make us stop and analyze all of the information that we received and hopefully that will help us in using the information in our everyday routines.

#### **The inclusion of the letter to your child**

This assignment was valuable yet challenging to write. It was a little harder for me because I don't have children yet. This made it challenging to personalize the letter.

A letter of this nature helps you think of the future - in my case with no children. In other words, what we do today affects someone, somewhere in the future. It could be for good or bad.

#### **Logistics**

The long days should be re-visited.

Too much food....dinner could be later...the variety however was excellent (healthy and junky).

#### **The Symposium format**

The SYMPOSIUMS was absolutely fantastic!!!! This should be a benchmark/signature program for SASFAA. Mr. Tener and Barry Simmons are to be commended for a well thought out plan and execution of such plan! I have done nothing but ramp and rave about this symposium. This is a MUST KEEP!

My only thought would be to use the same amount of meeting time, but have it spread out over more days. By the end, it was difficult to concentrate on the presenters. Overall, the symposium was very well put-together and produced. I enjoyed my time there and will put to use some of the practices that I learned.

Great experience! This has been one of the most rewarding experiences in my professional career. It was not too long or too short. Since most of us cannot be away for an extended period of time this was great timing. The length and the intensity made for an informative and rewarding symposium.

Receipt of the invitation to the symposium was awesome. I did not know what to expect; however, once I begin to sit and hear the wonderful presentations and relate to my own experiences I was glad I was invited. The expertise of all of the presenters on "leadership" was great. The Group Presentation is definitely a must keep because it took into consideration all presentations, the chapter assignments, the movie and yes, your own personal "ah-ha" "bah-ha" moments. The food and fellowship was superb! SASFAA, Brent Tener, Dr. Simmons and Earl are to be commended for a well thought through and executed plan. HATS OFF TO ALL!!!!

This was my first time participating in a leadership symposium that required reading a book, preparing a personal autobiography, watching a movie, keeping a journal, and writing a letter. I enjoyed the experience and would recommend that the format remain the same. I am not certain if I knew these requirements upon being nominated that I would have accepted the nomination due to my workload. I think this should be shared after the participants have accepted the nomination. Each month the participants should be given an assignment i.e. personal autobiography in January, read a book in February, watch the movie in March. I can only summarize this experience in one word "Awesome." It is definitely an event that SASFAA should consider hosting annually for 25 members. I would like to add that the group selected was a diverse group that interacted extremely well.

I enjoyed my time at the symposium. I had a least one 'aha' moment in every session; a new way to approach things or learning something about myself that I had not really thought about before. The opportunity to get to know colleagues that normally I would not have crossed paths with was invaluable. Thanks to Brent and company for the idea and implementation!

**Conclusion**

The results of the evaluation indicate the symposium was useful, rewarding and generally enjoyable. From observing the group work, individual participation and participant writings, it appears the participants learned about themselves and are in a position to be a more effective and confident leaders. Most participants think SASFAA should offer this type of professional development again...many think it should be offered yearly. Such a determination should be made in consideration of strategic planning and goals. However, it would seem appropriate to have such a training activity at least every other year.

Profuse thanks go to Earl Mayo, Todd Woodlee and Carleen Raby for their patience and support in making this even happen... Thanks are also due Citibank, Ed Fund, TG, Regions Education Lending, Sallie Mae, Urban Ed Express and Wachovia for their participation. Thanks also to Dr. Lefter Daku at VT for his work on the evaluation portion of this report.

President Tener has asked that this event be submitted for a NASFAA award for the 2007-08 cycle. As part of this process, a collection of reflections and observations will be composed and edited for possible publication.

The complete evaluation instrument and results are available at <https://survey.vt.edu/survey/viewResults.jsp?id=1174317844908>  
pw = ahha

Respectfully submitted

Barry W. Simmons Sr. Ed.D.  
Special Appointee

**A. Curriculum**

<b>Sessions/Reports/Other Curriculum Components</b>	<b>Highly Useful</b>	<b>No Useful</b>
<b>Rating</b>		
<b>Opinion Useful</b>		
The Myers-Briggs Type Indicator (MBTI) session	73%	27%
The "I Don't Trust Martians" Diversity session	47%	27%
13% 13%		
The "Participant introductions" session	73%	27%
The "Effective Team/Unique Individuals" presentation	87%	13%
The "Leadership Toolkit" session	73%	27%
The "Conflict Resolution" session	73%	27%
The "Ethics" session		73%
7%		20%
The "Evaluating Your Environment" session	73%	14%
13%		
Viewing the movie "City Slickers" / leadership issues	73%	27%
The "Dealing with Change" session	67%	33%
The session on "Accountability"	67%	20%
13%		

The inclusion of the book "Certain Trumpets..."	27%	40%
13% 20%		
The inclusion of composing a 'professional autobiography'	67%	26%
7%		
The group presentation/report	67%	26%
7%		
The inclusion of a journal	27%	40%
20% 13%		
The inclusion of the letter to your child	80%	20%

**Should the following sessions be included in future workshops?**

	<u>Yes</u>	<u>No</u>
The MBTI session	100%	
The "I Don't Trust Martians" Diversity session	80%	20%
The "Participant Introduction" session	100%	
The "Leadership Toolkit" session	100%	
The "Conflict Resolution" session	100%	
The "Ethics" session	100%	
The "Evaluating Your Environment" session	93%	7%
The "Dealing with Change" session	100%	
The "Accountability" session	93%	7%

**B. Logistics**

Hotel/Food/Meeting Room/Break Vittles	Well Above	Average	No
Below			
<u>Rating</u>	<u>Average</u>		
<u>Opinion</u>	<u>Average</u>		
The comfort and condition of the hotel guest rooms	33%	67%	
The quality, quantity and variety of the food served	67%	33%	
The quality, quantity and variety of break vittles	60%	26%	
7% 7%			
The quality and comfort of the meeting room	20%	80%	
The hotel staff level of helpfulness	53%	47%	

**C. Overall Evaluation**

Presenter	Effective	No	Not Very	Very	Effective
<u>Rating</u>	<u>Opinion</u>			<u>Effective</u>	
<u>Opinion</u>	<u>Effective</u>			<u>Effective</u>	
Mona Ghuman - Citibank	47%			40%	
13%					
Barry Simmons - Virginia Tech	73%			27%	
Dan Rebstock - TG		47%			53%
Tom Sharp - TG	53%			33%	
7% 7%					
Jennifer Houseknecht - EdFund	60%			33%	
7%					



Symposium Rating	No	Not Very	Highly Useful
	<u>Opinion Useful</u>		<u>Useful</u>

The Overall Rating of the symposium	80%	20%
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**Janet Sain, Chair**  
**AdHoc Conference Manual Committee**

**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 was held on December 1-3 at the Cool Springs Marriott in Franklin, TN. Samples of all items was mailed to each committee member for review and ideas for suggestions, changes, additions, and etc was solicited.

**Discussion**

The committee decided to compile the following items as part of the conference manual:

1. Conference Operational Calendar/Timeline
2. Conference Sites-for all conferences
3. Conference Themes-for all conferences
4. Conference Master Schedule templates with examples
5. Site Selection Outline and Conference Guidelines includes Local Arrangements
6. Sample contract for all speakers if honorariums are involved
7. Pertinent Sections of the P&P. 6.6 and 11.1-11.6.2
8. Sample completed Budget Request form
9. Copy of conference committee actual expenses for an entire year
10. List of required meetings and reports
11. Sample copy of hotel contract
12. Sample hotel resume
13. Hotel room assignments including Comp rooms, VIP rooms, Upgrades, Hospitality room, Computer Lab, Voting room, Individual session rooms and General session rooms, Meal functions
14. Sample Meal breakdown/costs/numbers/taxes/service charges
15. Sample AV chart
16. Ex-Officio's(Official and Unofficial) and their responsibilities to committee and conference including Diversity, Treasurer, Vendor/Sponsor, Electronic Services, Vice President, Membership, Past-President
17. New Aid Officers Workshop Operational Calendar/Timeline
18. NAO Master schedule template with examples
19. NAO Budget and copy of actual expenses
20. Sample NAO campus contract including room charges, sleeping room charges, meals, linen, etc
21. Responsibilities of VP, Curriculum Coordinator, Instructors and Lender Reps

The committee is hoping to have the manual complete by the first board meeting of the 07-08 Board and burned on CD's so that each State President will receive a copy and be able to utilize it in their respective states.

**Ron Gambill, Chair**

## **Site Selection Report**

### **Activities since the February Board Meeting**

Contracts for the Marriott Louisville and the Hyatt Regency Louisville were finalized March 19, 2007. The dates for the 2010 conference will be February 21-24. Copies of the contracts were provided to Brent Tener, Clark Aldridge, Janet Sain, Heather Boutell and Lianne Masterson. The peak room nights were raised to: Sunday – 640; Monday – 650; Tuesday – 580. This was done per the discussion of the Board at the February meeting.

A contract for a committee meeting in Charlotte, NC was negotiated for the GAP Committee meeting.

### **Summary of Activities**

1. Provided the basic guidelines for a conference site to the State Presidents. Mississippi elected to pass on its rotation as construction from Hurricane Katrina was not at a place where a site could be considered. Kentucky was next in the rotation.
2. Provided a site selection training session at the August Board meeting.
3. Site Selection assisted with arrangements for five committee meetings and both non-conference Board meetings for the 2007-2008 Executive Board. Additionally, the Conference Committee meetings were negotiated for the 2008 Conference in Crystal City, VA.
4. Contracts were reviewed for Professional Development as requested.
5. Site visits were made to Lexington, KY and Louisville, KY to consider hotel and convention facilities for the 2010 SASFAA Conference.
6. Proposals were submitted to the Board of Directors and contracts were finalized after the Board recommended the Marriott Louisville as the convention hotel and additional rooms to be provided at the Hyatt Louisville.

Submitted by Ron Gambill

## **Sharon Oliver, Editor Newsletter Report**

### **Summary of Activities**

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

**Activity:** The spring newsletter was published on April 20, 2007.

**LP35 and PP 6.121:** Provide a means for networking between and among all sectors of the membership. Solicit pertinent articles from the SASFAA membership and affiliates, send the SASFAA board and committee chairs reminders of upcoming submission deadlines edit articles for accuracy, quality and appropriate length and incorporate photographs and graphics when needed.

**Activity:** Email reminders were sent to the SASFAA board, committee chairs and membership to solicit articles for the winter newsletter. Reminder notices for the summer newsletter articles were sent on April 27, 2007.

**PP 6.125:** Forward the finished version of the newsletter to the SASFAA Webmaster for posting to the SASFAA Web site.

**Activity:** An email notice was sent to the membership including the web address to print the newsletter on April 20, 2007. Also, the spring newsletter was posted to SASFAA's website.

**PP 6.129:** Collect the newsletter sponsorship ads and/or logos from sponsors.

**Activity:** All sponsors who purchased ads prior to publishing the newsletter were included in the spring newsletter.

### **Discussion**

#### **Newsletter Deadline**

The summer edition of the newsletter will be released in June. The deadline for articles was May **21, 2007**. We hope to finalize the newsletter by June 15, 2007. If you wish to submit a final article for 2006-07 in the summer edition, please forward it to me by June 11, 2007.

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.

#### **Accomplishments**

- Newsletter publication dates and contact person were posted to SASFAA's website as of July, 2006.
- Quarterly newsletters were published as scheduled in October, December, April with the final newsletter scheduled to be released in June.
- Communicated effectively with the newsletter committee to ensure that they were actively involved with approving articles for the newsletter as well as the change in the format of the newsletter.
- Email reminders were appropriately sent 30 days before the publication to the executive board, membership, and sponsors soliciting articles and ads for the newsletter.
- Added a new section to the newsletter entitled Movers and Shakers.
- Changed the format for delivery of the newsletter from html to PDF to allow members to easily download and print the newsletter to read at their leisure. The PDF format also enhanced the design and graphics of the newsletter.
- Ensured that all ads were included in the newsletter for the appropriate size and edition purchased.

### **Bill Spiers**

#### **Legislative Affairs Committee Report**

##### **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 on NPRM Loan Provisions

A letter was written for President Tener to encourage the SASFAA membership during this time of stress and scrutiny.

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

**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 was held with the Legislative Committee on April 27 regarding the loan issues identified by Senator Kennedy and the New York Attorney General.

#### **Future Plans**

The Legislative Affairs Committee will continue working on the update of the Legislative Guide. In addition, we will be working with the Conference Committee to suggest sessions for the annual meeting and to help coordinate visits to the Hill.

**Paul Mittelhammer**  
**Lender Liaison Report**

**Summary of Activities**

**Code Number PP 6.91.** *Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists.*

**Activity:**

**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:** Provided newsletter article that outline the various changes in student loan programs.

**Discussion**

New Loan Rates for variable Stafford and PLUS Loans have been established.

This variable rate is only for loans that were disbursed on or after July 1, 1998 and before July 1, 2006.

Stafford (During deferment ((in-school)) or grace)	6.62%
Stafford (During repayment)	7.22%
PLUS	8.02%

For Loans disbursed after July 1, 2006 the interest rates remain the same.

Stafford	6.8 %
PLUS (FFELP)	8.5 %
PLUS (Direct Loan)	7.9 %

Loan Program items from the NPRM (summary provided by NCHELP Loan committee)

**Simplification of deferment process** – loan holder can rely on deferment determination by other lender or department. This would apply to deferments available to borrower on or after July 1, 1993.

**Accurate and complete copy of death certificate** –allows the use of an accurate and complete photocopy of the original or certified copy of borrower’s death certificate in addition to the original or certified copy of the death certificate to support the discharge of a Title IV loan due to death.

**Total and permanent disability discharge** – changes to timing and establishment of the 3 year conditional period

**NSLDS Reporting Requirements** – requires schools, lender, and guaranty agencies to report enrollment and loan status information or any other Title IV loan related data required by the Secretary to the Secretary by a deadline date established by the Secretary. Guaranty agencies required to report any loan or enrollment status information to the holder within 30 days of any changes in student enrollment status.

### **Certification of Electronic signatures on Master Promissory Notes assigned to the Department**

Requires the schools to create and maintain a certification regarding the creation and maintenance of any electronically signed Perkins promissory note or MPN. A school or the holder of a FFEL loan, respectively, would also be required to retain an original of an electronically signed Perkins Loan or FFEL Program MPN for three years after all loans on the MPN are satisfied. Also, an institution, for assigned Perkins loans, or a guaranty agency and lender, for assigned FFEL loans, would be required to cooperate with the Secretary, upon request, in all matters necessary to enforce an assigned loan that was electronically signed. Schools, guaranty agencies and lenders would also have to respond within 10 business days to any request by the Secretary for any record, affidavit, certification or other evidence needed to resolve any factual dispute in connection with an electronically signed promissory note that has been assigned to the Department. Guaranty agencies would also be required to provide the Secretary with the name and location of the entity in possession of an original, electronically signed MPN that has been assigned to the Department.

### **Record Retention on MPN assigned to the Department**

For the Perkins Loan Program, schools would be required to retain records showing the date and amount of each disbursement of each loan made under a MPN. The disbursement records would be required to be retained until the loan is canceled, repaid, or otherwise satisfied. For FFELP loans, the Department will continue to use the lender documentation currently provided to the Department in the FFELP assignment process. This would be codified in the regulations and the Department will also monitor the process and if the disbursement documentation is not available or reliable, the Department reserves its authority to reexamine this issue in the future.

**Loan Counseling for Graduate Students under the Grad PLUS** – Requires entrance counseling for graduate or professional student PLUS loan borrowers. The counseling requirements for student PLUS loan borrowers would vary, depending on whether the borrower has received a Stafford Loan prior to receipt of the PLUS loan. The exit counseling requirement for Stafford loan borrowers would also be modified – if the borrower has received a combination of Stafford Loans and PLUS Loans, the school must provide average anticipated monthly repayment amount information based on the combination of different types the borrower has received. Schools would also be required to notify graduate or professional students who are applying for a PLUS Loan of their eligibility for a Stafford Loan along with providing a comparison of the terms and conditions of a PLUS Loan and Stafford Loan, and ensure that prospective PLUS borrowers have an opportunity to request a Stafford Loan. Comparable changes would also be made in the Direct Loan Program regulations.

**Maximum length of loan period**- Eliminates the maximum 12-month loan period for annual loan limits in the FFEL and Direct Loan programs and the 12 month period of loan guarantee in FFELP. This will allow schools to certify a single loan for students in shorter non-term or nonstandard term programs and will provide greater flexibility in rescheduling disbursements for students who drop out and return within the permitted 180-day period.

**Prohibited Inducements**- Incorporates, with some modifications, current and interpretive and clarifying guidance on prohibited inducements and activities provided to lenders and guaranty agencies. Certain activities are identified as permissible and the scope of the permissible activities by guaranty agencies is broader than that for lenders – e.g. guaranty agencies (and not lenders) would be permitted to pay reasonable costs for school officials to participate on an agency's governing board, a standing official advisory committee.

Prior program guidance is also modified by prohibiting all payments of loan application referral or processing fees between lenders (whether or not the lender receiving the payment participates in FFELP) or between lenders and any other entity.

Lender would be permitted to continue to offer repayment incentive programs to borrowers under which the borrower receives or retains a benefit, such as a reduced interest rate or forgiveness of

a certain amount of loan principal in exchange for the borrower making one or more scheduled payments. Repayment incentive programs that include loan forgiveness benefits for academic achievement and certain kinds of employment would not be allowable/appropriate activities and payments.

Lenders would be allowed to provide schools, school-affiliated organizations and borrowers items of nominal value that constitute a form of generalized marketing or are intended to create good will.

To clarify the strengthen the Department's authority to enforce rules related to improper inducements, three changes are proposed; (1) the application of a "rebut table presumption" providing the lender or guarantor agency with a full opportunity to show that the activity or payment was made for reasons unrelated to securing loan applications or loan volume; (2) would specify that a guaranty agency may not make a claim payment from its Federal Fund to a lender or request a reinsurance payment from the Department on a loan if the lender offered or provided an improper inducement; and (3) would clarify and expand the borrower's legal rights under the Federal Trade Commission's (FTC) Holder Rule by applying it to all loans made under FFELP and specifying that it applies if the lender making the loan offered or provided an improper inducement to the school or any other party in connection with making of the loan.

**Eligible Lender Trustee-** Implements the Higher Education Act (HEA) Extension Act by amending the "lender: definition to prohibit a FFEL lender from entering into a new ELT relationship with a school or a school-affiliated organization after September 30, 2006. ELT relationships in existence prior to that date would be allowed to continue with certain restrictions. Would define the term "school-affiliated organization" as any organization that is directly or indirectly related to a school and includes, but is not limited to alumni organizations, foundations, athletic organizations, and social, academic, and professional organizations.

**Frequency of Capitalization-**The frequency of capitalization on Federal Consolidation Loans would be limited to quarterly, except that a lender could only capitalize unpaid interest that accrues during an in-school deferment at the expiration of the deferment. This would be consistent with the current practice in the Direct Loan Program.

**Loan discharge for false certification as a result of identity theft** – no changes to the eligibility requirements to obtain the discharge does allow the lender to suspend credit bureau reporting on a loan for 120 days while the lender investigates a borrower's claim.

**Preferred lender lists** – Specifies the requirements that a school must meet if it chooses to provide a list of recommended or preferred FFEL lenders for use by the school's students and their parents, and prohibits the use of a preferred lender list to deny or otherwise impede the borrower's choice of lender. A school using a PLL would have to include at least three lenders that are not affiliated with each other. If a school has listed a lender on its PLL and the lender offers specific borrower benefits (such as lower fees or interest rates) to the school's borrowers, the school must ensure that the lender provides the same benefits to all the borrowers at the school. The regulations would continue to prohibit a school's solicitation of payments and other benefits from a lender for the school or its employees in exchange for the lender's placement on the school's list but would not prohibit a school from soliciting lenders for borrower benefits in exchange for placement on the school's list.

The school is required to disclose to prospective borrowers, as part of the list, the method and criteria the school used to select any lender that it recommends or suggests, to provide comparative information to prospective borrowers about interest rates and other benefits offered by the lenders, and to include a prominent statement, in any information related to its list of lenders, advising prospective borrowers that they are not required to use one of the school's recommended or suggested lenders. To assist schools, The Department is developing a model format that a school may use in providing comparative interest rate and benefit information as well as the method and criteria used to select lenders for the list.

Schools would also be prohibited from assigning, through award packaging or other methods, a lender to first-time borrowers and from delaying certification of a borrower's loan eligibility to a lender because that particular lender is not on the school's PLL.

Student Loan Sunshine Act passed May 9, 2007. Substitute bill for HR 890.

A preferred lender arrangement is defined as an arrangement or agreement between a school and a lender under which the lender makes educational loans (including private loans) to students attending the school and the school recommends, promotes, endorses or uses the lender's loans.

A lender is required to certify to the Secretary that its preferred lender arrangements comply with provisions of the Higher Education Act. The certification must be attested to by the lender's auditor.

A preferred lender may not make a private educational loan until the school has informed the student or parent of their remaining options for borrowing under title IV.

Preferred lenders cannot use school logos in their marketing.

The Department of Education is tasked with developing a model disclosure for use by schools and lenders in disclosing the terms of educational loans (including private educational loans) offered by the lender.

Model disclosure form should be:

- easy for students and parents to read and understand;
- will be easily usable by lenders, schools, guaranty agencies and servicers;
- will provide students and parents with the relevant information about terms and conditions for both Federal and private educational loans;
- developed in cooperation students, schools (FAA, Registrar, and Business), lenders, loan servicers, guaranty agencies;
- Interest rate of loan;
- Any fees;
- Repayment terms;
- Opportunity for deferment or forbearance in repayment;
- Any additional terms and conditions applied to the loan, including benefits contingent on the repayment behavior of the borrower;
- APR computed in manner required under section 107 of Truth in Lending Act;
- Average amount borrowed from the lender by students enrolled in the school for the preceding year;
- Average interest rate on such loans provided to students in the preceding year;
- Contact information for the lender;
- Any philanthropic contributions made by the lender to the school;
- For Private loans – method for determining the interest rate of the loan;
  - Early repayment without penalty
  - Late payment penalties

Lenders are required to submit a report with the required information to all schools with which they have a preferred lender arrangement, and schools are required to report this information for each preferred lender to the Department, together with an explanation of why the loans involved are beneficial for students. The report shall be made available to students and parents. Schools must also disclose on its website, and in materials that describe financial aid, that students are not required to use preferred lenders.

Schools that provide information on private educational loans to students must inform the students of their eligibility for title IV assistance, with a description of the terms of such private loans that are less favorable than title IV loans.

Schools are required to have codes of conduct to prohibit conflicts of interest.

Lenders, guarantors and servicers are prohibited from offering any gift to a school employee. A “gift” includes any gratuity, favor, discount, entertainment, hospitality or other item having more than a de minimus monetary value (refreshments at training sessions are excluded).

School employees are prohibited from receiving any financial benefit for advising a lender.

Lenders cannot pay referral fees or provide staffing assistance to schools.

So called “opportunity pools” are prohibited.

Employees of a school financial aid office are prohibited from participating with a lender advisory council.

The Department is granted enforcement authority.

Schools that maintain preferred lender list must list not less than 3 unaffiliated lenders and must disclose the process for selecting such lenders.

Private educational loan lenders must in every loan application and advertisement state that the borrower may qualify for title IV assistance, that the assistance may be more beneficial, and that the consumer can obtain information concerning such assistance from the Department’s website. The consumer must acknowledge that the disclosure has been read.

In addition, private loan lenders must make available the information on their private loans required to be provided by preferred lenders in the model report developed by the Department.

The Department is required to promote federal student financial assistance on its website.

**Mike Hawkes**  
**Agency Liaison Report**

**Summary of Activities**

Since the last Board meeting, the only activity has been preparation for the June Board meeting. This includes the standard requesting of reports from all of the agencies, notification of the State Presidents of these requests and follow up as needed.

The activities for the year are substantially the same. The only additions I would note are the following:

- Developed and presented a session on guaranty agency and lender issues at the SASFAA annual conference; and
- Attempted to include in the reports to the Board statutory and regulatory proposals that would have an impact on the guaranty agency community.

**Discussion**

Agency Liaison

Since the last report in February, the topics of preferred lender lists and prohibited inducements have dominated the public discussion regarding financial aid.



In large measure, guaranty agencies have not been cited in reports of “abuses” in the student loan industry. Nonetheless, the U.S. Department of Education has issued proposed regulations that would define activities that are allowable and those that are not for guarantors.

The proposed regulations follow four negotiated rulemaking sessions on loan issues where negotiators were unable to reach consensus. The proposed regulations draw a clear distinction between lenders and guarantors; some lender activities that would be prohibited would be allowable if conducted by guarantors. While the reporting on the “neg reg” sessions did not always draw a clear distinction between guarantors and lenders – articles frequently referred to comments made by lender negotiators that were actually advanced by guarantor negotiators – the proposed regulations would bring some additional clarity to guarantor and lender roles.

Guarantors continue to cooperate to provide students and families with information on attending and paying for college as part of the College Access Initiative. After conducting several focus groups with students, guarantors have retained a web design firm to make improvements to [www.going2college.org](http://www.going2college.org). This web site provides career planning, admissions and financial aid information on a state-by-state basis.

If you take the time to read the reports from the guarantors that follow, you might note that not one report references loan volume. Instead, the reports focus on activities such as promoting college access and awareness, training, default prevention and technology enhancements. This is an important consideration with a reauthorization of the *Higher Education Act* – or budget reconciliation similar to *HERA* – likely in 2007.

Submitted by: Mike Hawkes, Director, Government Affairs, ECMC Group  
National Association of State Student Grant and Aid Programs (NASSGAP)  
*No report submitted.*

National Council of Higher Education Loan Programs (NCHELP)  
*No report submitted.*

### **Alabama**

Alabama Commission on Higher Education

The Alabama Legislature ended the 2007 Regular Session on May 31, 2007. Both houses have passed unanimously the 2007-2008 Education Trust Fund budget. The budget has been submitted to the Governor for his approval. This budget includes a 158 percent increase in the Alabama Student Assistance Program, the state’s need-based grant aid program also, a 28 percent increase in the Alabama Student Grant Program. A new teacher recruitment incentive program, Teacher Education Scholarship Loan Program, has been funded for \$2.7 million. The program is designed to attract students into the teaching profession in critical needs areas.

Submitted by: Cheryl Newton, Student Assistance Administrator

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

### **Florida**

Florida Office of Student Financial Assistance, State Scholarship and Grant Programs  
*No report submitted.*

Florida Office of Student Financial Assistance, Federal Family Education Loan Programs  
*No report submitted.*

### **Georgia**

Georgia Student Finance Commission

### State Legislative Summary

The 2007 session of the Georgia General Assembly has ended, and Governor Sonny Perdue has finished signing – or vetoing – this year's bills. Several actions impacted GSFC programs.

The Fiscal Year 2008 budget includes enhancements to assist Georgia students pursuing education beyond high school, including:

- Additional nursing faculty service cancelable loans;
- Additional HERO Scholarships, available to members of the Georgia National Guard or U.S. Reserves who have served for a specified period in a combat zone; and
- An increase in the Tuition Equalization Grant (TEG) award from \$1,000 to \$1,100 per academic year. The grant is available to Georgia residents enrolled in undergraduate degree programs at eligible private colleges and universities in Georgia.

A number of bills were introduced that would have changed law governing the HOPE Scholarship program. At the end of the session, however, only minor changes were made to HOPE.

### Transcript Exchange

Some changes made to the HOPE law in 2004 revised the guidelines used to determine which high school graduates are eligible to receive the HOPE Scholarship. The new standard raises the bar academically and ensures greater equity in the administration of the program. The 2004 law also designates GSFC as the agency responsible for actually collecting the transcripts of all high school seniors to determine which students are eligible to receive HOPE as college freshmen.

To carry out its new responsibility, GSFC developed the Transcript Exchange (TrEx), and for the past two years we have worked in partnership with more than 600 Georgia high schools to implement the process. It's being done electronically, primarily using School Information Systems (SIS) and GAcollge411.org. This has involved months of planning by GSFC, followed by more months working closely with schools. With approximately 600 public and private high schools, 90,000 graduating seniors, 50 plus grading systems, and three dozen different SIS in use, the task of training school personnel and providing appropriate technology has been huge.

A preliminary uploading of transcripts and calculating of HOPE grade point averages (GPAs) was conducted February through mid-May, with 85 percent of Georgia high schools participating. At this writing in early June, final calculations are under way, and the list of new HOPE-eligible students will be posted during the summer. This has been a huge project for GSFC, and I am proud of our staff and all of our high school partners for working so hard to make TrEx a success.

### GAcollge411

In addition to being the vehicle for completing the HOPE GPA calculations, TrEx also will enable Georgia students to release their transcripts to Georgia colleges electronically when they apply to those colleges via GAcollge411.org. We hope this feature will be online and available next year. Meanwhile, usage of the site continues to soar. Since the initial launch in 2005:

- 111,000 online apps have been submitted
- 456,000 My411 personal accounts have been created
- More than 3.6 million total visits have been recorded

The website is continuously enhanced. The latest feature to be added is our Resume Builder, which assists students with creating resumes for careers and colleges. Other coming enhancements to the site include a Spanish translation of the site and a new section for students interested in enrolling in graduate school.

Submitted by: Tim Connell, President

### **Kentucky**

Kentucky Higher Education Assistance Authority

Student Aid

At the end of the third quarter of FY 2007, the Kentucky Higher Education Assistance Authority (KHEAA) had disbursed \$185.0 million (or 97 percent) of a \$190.9 million appropriation in 10 student financial aid programs.

The 2007-2008 Robert C. Byrd Honors Scholarship recipients have been selected from high school applicants. This federally-funded program provides scholarships to academically talented high school seniors and GED graduates who show promise of continued excellence in postsecondary education. Of the 567 applications received by KHEAA this year, 84 high school seniors were selected with 17 of them being first-generation college students. Six additional scholarships will be awarded to GED graduates in July.

#### Kentucky's Affordable Prepaid Tuition (KAPT)

From July through March, KAPT disbursed over \$2.7 million on behalf of 553 beneficiaries for the 2006-2007 academic year. As of March 31, KAPT held over \$133 million in assets for over 7,153 participants. Kentucky Education Savings Plan Trust (KESPT)

KHEAA announced during a news conference May 15 that its college savings plan has exceeded \$100 million in total assets, marking a significant milestone in the plan's history. KESPT's total assets have doubled in slightly more than two years.

From July through March, KESPT disbursed over \$2.7 million on behalf of 850 beneficiaries for the 2006-2007 academic year.

#### Online Training Videos

KHEAA is now offering a School Training Section at [www.kheaa.com](http://www.kheaa.com). The section features professionally produced training videos (in cooperation with the Center for Rural Development). A new video will be added each month. The topics for the first six months are:

May – Awarding Aid

June – Disbursing Aid

July– Leadership Skills – Secrets from Santa Claus

August – Generational Differences

September – Effectively Marketing College Access to Teens

October – Coping with Difficult People

To access the videos, click on the [school training](#) icon on the [kheaa.com](http://kheaa.com) home page.

#### High School Feedback Report Released

KHEAA worked closely with the Kentucky Council on Postsecondary Education (CPE) when it initiated the first in-house production of the Kentucky High School Feedback Reports.

The High School Feedback Report for the Class of 2004 was released in April and offers a broad range of information about college preparation and participation of Kentucky's 2004 high school graduates. Produced collaboratively with data collected by the Council, Kentucky Department of Education, KHEAA, ACT, Inc. and The College Board, the report examines students' performance during their first two years of college in Kentucky.

Statewide data included in the report shows 81 percent of students graduate high school and 51 percent enroll in a Kentucky college or university. Of those students that enroll in college, 95 percent attend full-time and 64 percent enter a bachelor's degree program.

The report also details how the class of 2004 performed in their first two years of college. Eighty-nine percent of students returned for a second semester, and the mean grade point average at the end of the first year was 2.3. Statewide findings show 79 percent returned for a second year.

KHEAA's participation in the report also provides information about the Kentucky Educational Excellence Scholarship (KEES) for the first time. The report shows Kentucky students earned an average KEES award of \$1,054.

To view the High School Feedback Report for the Class of 2004, visit the Council Web site at <http://www.cpe.ky.gov/news/reports/highschoolfeedback/>.

KHEAA and CPE are continuing their research collaboration by preparing to update the Kentucky Postsecondary Affordability Study originally released in 2005.

Submitted by: Crystal Dempsey-Gillum, Information Officer

### **Mississippi**

USA Funds, designated guarantor for Mississippi

Grant will assist Okolona Learning Community

USA Funds® announced the award of a total of \$900,000 in grants to six communities nationwide — including Okolona, Miss. — that are working to increase the number of youths who complete high school and successfully pursue postsecondary education. Funds from the grants will support key early awareness, preparation and motivational programs from USA Funds and from Scholarship America, one of the nation's largest nonprofit, private-sector scholarship and educational-support organizations.

Okolona School District is one of the communities involved in the Learning Communities Initiative. The grants will fund the delivery of USA Funds Unlock the Future®, an early awareness program that introduces middle-school students and their families to the many educational options available to them after high school. The funding also will support the implementation of Scholarship America's ScholarShop, ScholarShop Jr. and ParentShop programs that help upper-elementary, middle- and high-school students and their parents prepare for college.

USA Funds Scholars selected in Mississippi

USA Funds awarded \$315,000 in scholarships to 210 graduating high-school seniors in 11 states and the District of Columbia. The awards included 13 to Mississippi students — in Columbus, Fayette, Hattiesburg and Okolona.

Each USA Funds Scholar will receive a one-time award of \$1,500 for postsecondary studies.

Administrators of the students' high schools nominated the USA Funds Scholars based on academic performance, participation in extracurricular activities or community service, exemplary character and financial need.

USA Funds sponsors college-planning events

USA Funds for the fourth-consecutive year is providing funding for regional college fairs in Mississippi, presented by *Parents & Kids Magazine*, as well as college-planning materials to be distributed at the events. A grant of \$40,000 will support the fairs scheduled for Jackson, Tupelo, Greenwood and Hattiesburg beginning in September.

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

### **North Carolina**

North Carolina State Education Assistance Authority

FAFSA Day Sets Attendance Record

More than 3,000 students and their families at 52 locations across the state received help to complete and submit their Free Application for Federal Student Aid (FAFSA) forms. This program was successful due to the participation of more than 550 volunteers on the day of the program and the efforts of many NCASFSA members. We appreciate the assistance provided by all our colleagues involved in this year's program to help so many of the state's college-bound students secure the funding they need to achieve their educational goals.

North Carolina's Financial Aid Estimator is live on CFNC.org  
NC families now have a great new tool to figure out how much financial aid might be available to help pay for college. This new estimator at CFNC.org allows users to self-report income information or use actual FAFSA data (if they have completed) to find N.C. and federal aid program resources that may be available to them. The estimates are campus-specific and include the actual college cost and programs appropriate to the particular institution, two-year and four-year colleges, public and private.

The financial aid estimator is under the "Paying for College" tab. Select "Tools & Calculators" on the left-hand side of the screen and click "NC's Financial Aid Estimator" to access the calculator.

#### New Aid Administrator Training

In March, 35 new aid administrators in North Carolina attended a four-day training workshop on state and federal programs. Participants represented all sectors of higher education and received training from some of the state's leading financial aid administrators. The next training will be held in late September and is open to all new aid administrators working in North Carolina institutions.

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

#### **South Carolina**

South Carolina Tuition Grants Commission

The South Carolina Tuition Grants Commission met on January 11, 2007, in Columbia for its annual winter meeting. In addition to being updated on the 2006-2007 award year, the Commission received information on the 2007 South Carolina Legislative Session. As with all other state agencies and state-funded programs, the Commission awaits the decision of the Legislature with respect to final program funding which is expected around the 1<sup>st</sup> of June. However, based on 2006-2007 funding levels, and with the expectation that the Program will be funded at approximately those levels again in 2007-2008, at its January meeting the Commission approved awarding an initial maximum grant of \$3,100.

In January the South Carolina Tuition Grants Commission completed processing all fall term Enrollment Reports for disbursement of 2006-2007 Tuition Grants. For the second consecutive year, about 11,900 students are receiving Tuition Grants. As this "Update" goes to press, the Commission staff is busy processing spring disbursements. Because the Commission increased award levels last summer prior to the start of the fall term, for the first time in several years there will be no mid-year adjustment to awards this year.

As this update is being written, 2007-2008 applications are being received daily and the first award letters started going out to students in early February. The 2007-2008 Award Year marks the third year of the Commission's very successful collaboration with the South Carolina Educational Assistance Authority and the South Carolina Student Loan Corporation to send out award letters electronically via e-mail to all applicants listing a valid e-mail address on their FAFSA. In 2006-2007, about 85% of awardees received their award notification via e-mail and similar success is expected this year.

The 2007 session of the SC General Assembly is winding down. Senate bill 484 that adds Bob Jones University as a participating institution in the SC Tuition Grants Program has passed the Senate and the House and is awaiting the Governor's signature. \$2.480 million has been added to the SCTG budget to cover the eligible SC students attending Bone Jones University.

Upcoming South Carolina Tuition Grants Commission meetings are set for 10:00 AM on June 7, 2007, and January 10, 2008. Also, the Commission's Annual Fall Financial Aid Administrators Meeting is tentatively scheduled for October 2nd from 10:00 to 12:00 at Spring Valley Country Club.

Submitted by: Edward M. Shannon, III, Executive Director

South Carolina Student Loan Corporation, designated guarantor for South Carolina

In spite of the scandals, budget proposals and regulations swirling around in Washington, South Carolina Student Loan has continued to press on with our mission and message of making higher education possible for the students of South Carolina. In fact, this has been one of our busiest springs on record. Here's just a sampling of our activities:

- Provided sponsorship and presented at the University of South Carolina's TRIO programs Empowerment Conference
- Provided sponsorship, attended and presented at the Southeastern Association of Educational Opportunity Programs Personnel
- Attended and presented at the South Carolina Council for Educational Opportunity Programs Personnel
- Participated in 'Finding Money for College' an annual television show explaining the basics of financial aid.
- Partnered with SCASFAA to provide 'Paying for College Day', at four locations across the state.
- Visited high schools across the state to:
  - Provide 'Financial Aid Nights'
  - Speak with those interested in the teaching profession
  - Train guidance counselors on the use of the SC College and Career Planning system
  - Conduct seminars on 'Money Management'
  - Participate in 'Career Days'
  - Talk about the transition from high school to college
- Provided the keynote speech for the TRIO Awards Banquet at Piedmont Technical College's Awards Banquet
- Visited several South Carolina Colleges to:
  - Participate in 'Financial Aid Fairs'
  - Provide Exit Interviews
  - Conduct seminars on 'Money Management'
- Presented at South Carolina State's 'College Summit' for first generation college-bound students.
- Presented at SCASFAA's Guidance Counselor Training workshop

As you can see, we refuse to allow the distractions of the moment to deter us from fulfilling our goal of providing financial assistance to enable students and parents to pursue and obtain their educational goals. We continue to administer these programs with the highest degree of professionalism, fiscal integrity, administrative accountability and excellent service.

Submitted by: David Roupe, Vice President of Guaranty Services

South Carolina Commission on Higher Education

Budget Update:

The Budget Conference Committee will meet on Monday, June 4. Once the committee concludes its work, the bill will be returned to the House and Senate for approval before being sent to the Governor for consideration. Last week, the Senate passed and sent to the House, S.787, a concurrent resolution, to extend Sine Die adjournment and enable the General Assembly to meet June 19 through June 21. The House did not act on this resolution during the week and adjourned debate until June 5. The joint resolution, S.784, to enable the 2006 Appropriations Act to continue to remain in effect until the 2007-08 Appropriations Act passed was also passed by the House.

In the House

The House began debating H.3964 which would enable concealed weapon permit holders to carry concealed weapons on educational facilities, but did not take any action on this bill. Debate was adjourned until June 6.

The House received from the Senate with amendments H.3379 relating to S.C. residents who have attended high schools in another state and eligibility for Palmetto Fellows and LIFE scholarship programs. The

House further amended the bill to include the provisions for math/science incentives for scholarship recipients as had been passed earlier in the session by the House as H.3170. The bill now awaits Senate consideration.

S.213 which is legislation to enact the "Prevention of Underage Drinking and Access to Alcohol Act of 2007" was considered by the House this week. Before being passed by the House and returned to the Senate, S.213 was further amended. It continues to include changes in current statutory provisions as to when Palmetto Fellows, LIFE and HOPE scholarships, Tuition Grants and Need-based Grants are lost based on convictions of felony and alcohol and drug offenses. The provisions adopted by the House would cause recipients to lose these awards upon any felony conviction or upon any second or subsequent alcohol or drug related offenses. A bill, H.4197, was introduced that would use funds collected for unlawfully passing a stopped school bus for the purposes of establishing scholarships to train medical students in trauma medicine at MUSC and USC School of Medicine.

#### In the Senate

H.3170 which would provide incentives for state scholarship recipients pursuing math and science remains on the Senate calendar awaiting its second reading. As a reminder, the Education Committee had voted to amend the bill by striking the language approved by the House and replacing it with language from S.291 with additional amendments to the language as passed previously which would create a loan repayment program for math, science and education majors who are recipients of Palmetto Fellows or LIFE scholarships and in their last two years of college.

The Senate amended the House amendments on S.243, the Hydrogen Infrastructure Development Fund Act, and returned the bill to the House.

For the Commission on Higher Education budget and legislative updates, go to:

<http://www.che.sc.gov/InfoCntr/CHELegislativeUpdates.htm>

Legislation listing [http://www.che.sc.gov/InfoCntr/Legisl/HigherEd\\_Legis\\_List.xls](http://www.che.sc.gov/InfoCntr/Legisl/HigherEd_Legis_List.xls)

#### Other

Several bills were ratified and now await action by the Governor including: S.657 which is a bill to enact the S.C. Critical Needs Nursing Initiative Act; S.666 relating to Winthrop University's Board of Trustees membership; S.322 that creates a college tuition assistance program for National Guard members and closes the National Guard Loan Repayment program to new participants; S.459, the Jessica Horton Act; S.484 relating to the Tuition Grant program and eligible institutions; and H.4029 relating to the Horry County Higher Education Commission.

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

#### **Tennessee**

Tennessee Student Assistance Corporation

#### Grants and Scholarships Division

The legislative session of the Tennessee General Assembly is winding down and many changes are still being proposed to Tennessee's HOPE Scholarship. There are two different omnibus bills in the House and Senate. It is likely that the differences between the two bills will have to be reconciled through a joint conference committee. Some common proposals in both omnibus bills include increasing award amounts, increasing the adjusted gross income for recipients of the HOPE Access program, and providing greater access for non-traditional students.

Another proposal gaining momentum is to provide additional funds from lottery interest earnings to Tennessee's need-based program, the Tennessee Student Assistance Award (TSAA). Legislative proposals recommend providing a range of anywhere from \$10,000,000 to \$11,900,000 to the program. If passed, approximately 5,000-6,000 students would benefit by receiving awards.

Awards have been made for the new Graduate Nursing Loan Forgiveness Program for the 2007-08 academic year. This program is designed to encourage nurses to become teachers and administrators in nursing education programs. To date, over \$500,000 has been awarded to almost 100 students.

#### Loan Division

TSAC continues to develop ongoing initiatives to improve our Default Prevention services. Within the past six months, we've created a Default Prevention Advisory Council and implemented three of the five major initiatives that schools wanted to concentrate on during this academic cycle. We look forward to completing our next two major initiatives within the next three to five months.

As most in the industry, TSAC has been very involved in reacting to inducement issues with Tennessee. TSAC has taken a lead position, along with other state agencies, in assisting schools in their responses and improving their internal practices. Among other projects and initiatives, TSAC contacted all financial aid partners and each school president/chancellor and provided guidelines and suggestions to improve practices and or prepare for inquiries dealing with inducements.

#### Compliance Division

TSAC is continuing its partnership with the Tennessee Association of Student Financial Aid Administrators (TASFAA) to provide an opportunity for high school counselors to participate in the High School Counselor Internship Program. This program is offered in the summer and provides a training workshop for the counselors prior to their participation in the summer internship at local institutions in their areas. This NASFAA award-winning program continues to be well received by everyone involved.

#### Business Affairs

Long-time TSAC employee, Daniel E. Lee, the Associate Executive Director for Business Affairs, retired as of May 31<sup>st</sup>. Mr. Lee had worked for TSAC for 15 years and acquired 30 years of experience in accounting overall. Dr. Robert Ruble has appointed Mason Ball as his replacement. Mason is a CPA and previously served as TSAC's Internal Auditor.

#### Communication Services

With the final stages of interviewing for our newly approved Outreach Specialist positions almost complete, TSAC looks forward to opening two more regional offices in the very near future. Jason Seay, formerly the Outreach Specialist for Middle Tennessee, has been promoted to Director of Outreach and Janice Maddox, formerly the Outreach Specialist for West Tennessee, has been promoted to Director of Counselor Services. These proven professionals have earned the respect of their colleagues and will do well in their new roles as TSAC focuses on customer satisfaction and other parent and student focused outreach initiatives.

Submitted by: Robert Ruble, Executive Director

#### **Virginia**

State Council of Higher Education for Virginia (SCHEV)

The 2007 session of the Virginia General Assembly resulted in a \$13.7 million increase to need-based aid for students attending a public institution and a \$10 million increase in resident grants for students attending a private institution. Overall, financial aid funding increases from 2006-07 to 2007-08 totaled over \$24 million.

A new program was created to provide an incentive for students to attend a Virginia two-year college with the Two Year College Transfer Grant program that will provide eligible students with a \$1,000 grant when attending a Virginia four-year institution and an additional \$1,000 for those who enroll into a specified degree program. Eligible students must be a first-time freshman enrolling as of this fall 2007.

Dependents of military members killed or disabled in action will have their educational benefits increased in 2007-08. In addition to the current waiver of tuition and fees, students will now receive a \$1,500 per year stipend to apply towards other educational costs at a public institution.



Finally, dependents of current military members had their eligibility for in-state tuition improved last year. This year the active duty members were addressed by allowing eligible students to have their tuition charges tied to the maximum available military Tuition Assistance program. The tuition charge is in-state tuition or the value of the Tuition Assistance, whichever is greater.

Also discussed but not passed during the session were programs that targeted students enrolled in Science, Technology, Engineering, and Mathematics programs; Early Graduation; children of public institution employees; and a program that would have enabled SCHEV to enter into contract agreements with private institutions to create more enrollment capacity.

Submitted by: Lee Andes, Assistant Director for Financial Aid

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

#### Training Activities

In March and April, ECMC conducted a series of training workshops in Virginia, North Carolina, Tennessee and Oregon. Topics at these sessions included negotiated rulemaking, proposed legislation, Consolidation loan issues and default prevention. These sessions also introduced ECMC's new publications and training programs that focus on financial literacy.

#### Assistance to LOFSA

On April 23, the Louisiana Office of Student Financial Assistance announced a temporary arrangement for ECMC to provide LOFSA financial and administrative support. This arrangement, authorized by the U.S. Department of Education, is expected to continue through September 30, 2009.

This arrangement is designed to address financial and operational issues related to the unprecedented volume of student loan default claims brought about by the impact of Hurricanes Katrina and Rita. LOSFA will continue to receive and review claims, but payment will be managed by ECMC. There will be no change in LOSFA's processing and administration of new FFELP loan guarantees as those activities are unaffected by the burden being experienced in the claims area.

#### PERSIST

ECMC Foundation's newest initiative is PERSIST: *A Comprehensive Guide for Student Success in Higher Education*. Currently, only 38 percent of first-time postsecondary students at two-year institutions, and 65 percent of those at four-year institutions, graduate within six years, and low-income students are less than half as likely to ever earn a bachelor degree as higher-income students.

PERSIST encourages administrators at community colleges and four-year universities alike to assess their retention rates, set new targets, and plan retention-focused programs. The guide's materials will help colleges help students adjust to college life, focus on their goals, overcome financial barriers, and succeed in higher education.

The PERSIST toolkit is available in three different formats and is free of charge. Additional information, including ordering instructions, is available at [www.ecmcfoundation.org](http://www.ecmcfoundation.org).

Submitted by: Mike Hawkes, Director, Government Affairs