

	Legislative Relations <i>Action Item: EASFAA/SASFAA joint legislative effort</i>	Amy Berrier/Brad Barnett
	Newsletter <i>Action Item: Newsletter/Blog</i>	Lester McKenzie
	Electronic Services	Jane Moore
12:00 PM	Lunch (and board picture)	Joseph's Restaurant
1:30 PM	<u>Committee Reports</u> (cont'd) Budget and Finance <i>Action Item: 2011-2012 SASFAA Budget</i>	Marian Huffman
	<u>State Presidents' Reports</u> Alabama Florida Georgia Kentucky Mississippi	Vickie Adams Allison Beaver Nancy Ferguson Aaron Gabehart Dewey Knight
3:30 PM	<u>State Presidents' Reports</u> (cont'd) North Carolina South Carolina Tennessee Virginia	Kim Driggers Allison Sullivan Lester McKenzie Melissa Barnes
5:00 PM	Recess	
TBA PM	Dinner/Group Picture	Janet Nowicki's Home
<i>Sunday, August 7, 2011</i>		
8:30 AM	Breakfast	On Your Own
9:00 AM	Unfinished Business	
10:30 AM	New Business <i>Action Item: NASFAA Investment Strategy</i> <i>Action Item: Schedule November Meeting</i> <i>Action Item: Approval of Committees</i> (make sure everyone who submitted a volunteer form is on a committee) <i>Action Item: Declaring Financial Aid Day the 3rd Wednesday in October (EASFAA)</i>	
11:00 AM	Adjourn	

Safe Travels!

Friday, August 5, 2011

CALL TO ORDER

President Brad Barnett called the meeting to order at 3:10 pm . He welcomed everyone to the meeting.

Announcement of substitute voting: Nathan Basford for Allison Beaver, Dewey Knight for Seph Anderson

Action Item: The Chair declared a quorum.

North Carolina State President Kim Driggers welcomed everyone to North Carolina.

Nancy Garmroth

Voting Members Present: Brad Barnett, Jeff Dennis, Runan Pendergrast, Amy Berrier, Nancy Garmroth, Sandy Neel, Vickie Adams, Nathan Basford (for Allison Beaver), Nancy Ferguson, Aaron Gabehart, Kimberly Driggers, Allison Sullivan, Lester McKenzie, Melissa Barnes

Non-Voting Members Present: Shelley Park, Sharon Oliver, Jane Moore, Deborah Clark, Dewey Knight, Lisanne Masterson

Board members absent: Allison Beaver, Seph Anderson, Marian Huffman, Michael Poma, Ben Baker

Action Item: Sandy Neel moved that we approve the agenda with the president authorized to make adjustments to facilitate the flow of business. The motion was seconded by Jeff Dennis. The motion was approved unanimously.

REPORT OF OFFICERS

President, Brad Barnett

Brad reviewed his written report (see Attachment B)

FEDERAL UPDATE

David Bartnicki, Department of Education Trainer from Region IV, presented the SASFAA Board with a Federal Update.

REPORT OF OFFICERS CONT'D

Jeff Dennis, President-Elect

Jeff reviewed his written report (see Attachment B)

Discussion: (unitedscript.com) Jeff discussed working with unitedscript.com. The program allows individuals to purchase gift cards from certain vendors at face value along with a small processing fee. SASFAA would benefit from the purchase of gift cards by members by receiving a small percentage based on the amount of gift cards sold.

Would SASFAA members be interested in participating in special projects?

Brad – table the unitedscrip.com discussion under unfinished business.

Brad Barnett dismissed the group for the evening at 5:15 pm.

Saturday, August 6, 2011

Brad Barnett recovened the group for the day at 9:07 a.m.

REPORT OF OFFICERS CONT'D

Past President, Sandy Neel

Sandy reviewed her written report (see Attachment B)

Discussion: Sandy discussed the GAP committee, goals and objectives, and board reports. She reminded everyone to keep up with their reports throughout the year. When the year end reports are due, this will make it easier for board members to write them and forward them on to the President. The President will end up forwarding those to the Past President for use by the GAP committee.

Sandy also discussed the importance of Nominations and Elections and the upcoming Awards process. She also discussed NASFAA representation by Brad Barnett, Jeff Dennis, and Sandy Neel.

Runan Pendergrast, Vice President

Runan reviewed her written report (see Attachment B)

Action Item: FSA Debriefing/Webinar

Discussion: Runan discussed the three options for FSA Debriefing/Webinar. She recommends that we pursue the webinar option. The board agreed board agreed not to pursue the Debriefing after the FSA Conference.

Nathan Basford made a motion that we accepted the FSA Debriefing Option as presented for the Webinar Option. Nancy Garmroth seconded the motion. The motion passed unanimously. The proposal/motion is listed below.

Webinars:

The debriefing webinar could be offered three or four times on the three or four topics presented at the FSA Conference. The webinars could be offered twice a month for two months. The webinars would be open to SASFAA members. Attendees would register to attend the debriefing through conference registration. The webinar could be offered through AnyMeeting, which is meeting platform for giving presentations and sharing documents. It is free and time is unlimited. You can meet with up to 200 attendees. More information can be found online at <http://blog.anymeeting.com/>)

Cost to Association: Training facilitators
Split cost with facilitator(s) institution (travel and lodging).
Room rate: \$121.12/night (tax and fees included) if booked by Sept 11. $(\$121.12 \times 4) \times 2 = \485.00
Travel: Airfare: \$425 + Taxi: \$40 to and from airport/2 = \$465.00
Total Cost for facilitators: \$950.00

Action Item: June 2012 NAOW site

Discussion: New Aid Officers Workshop Sites – Runan indicated that a school for Georgia requested to submit a bid for NAOW. She requested that the Board table this discussion until the November meeting.

Action Item: New Aid Officers Workshop Staff

Discussion: Donna Taylor from Virginia will be returning for a one year contract only. Brad Honious has agreed to serve as Curriculum Coordinator. There will be four classrooms again.

Action Item: Code of Conduct for NAOW Staff

Discussion: Runan discussed the need for a code of conduct for the NAOW staff. These codes of conduct are discussed in the Vice-President's Report.

Addition – Personify professionalism befitting a financial aid representative – Suggest Code of Conduct for Curriculum Coordinator

Runan will correct her Vice-President's Report and submit it to the Secretary. Discussion took place regarding alcohol consumption as a NAOW Staff member. The Board discussed problems which took place during this past NAOW at Clemson. She also suggested an addition to the contract:

As a part of the contract all staff would sign this statement: *I have read and understand my responsibilities and know what is expected of me. I agree to abide by the conduct set forth in this contract. If I valueate this contract and/or code of conduct my honorarium may be revoked. I understand that contract and/or code of conduct valuations may be reported to institution where I work.*

Action Item: Lester McKenzie made a motion that we accept a code of conduct for the NAOW Staff. Kim Driggers seconded the motion. Motion passed unanimously.

Discussion: Brad – how we do handle the one or two individuals that have issues with alcohol etc.?

Site Selection, Lisanne Masterson

Lisanne reviewed her written report (see Attachment B)

Discussion: IMN bids on Site Selection Report – Lisanne discussed the pluses and minuses of both hotels that were at the top of the IMN list.

Action Item: 2013 Annual Conference Site

Dewey Knight made a motion that SASFAA's 2013 Conference be held at the Crowne Plaza Ravinia. Sandy Neel seconded the motion. The motion passed unanimously. The actual conference dates are Sunday February 10, 2013 through Wednesday February 13, 2013.

Discussion: Did IMN really benefit the Association? Should we continue to work with IMN?

Action Item: Lester McKenzie made a motion that we renegotiate a contract with IMN for the 2014 contract. Allison Sullivan seconded the motion. Motion passed unanimously. Sandy Neel voted no.

Action Item: June 2012 Transition Site

Discussion: June 7-9, 2012 dates for transition meeting

**Brad dismissed the group for a break at 10:27 am.
Brad reconvened the meeting at**

Secretary, Amy Berrier

Amy reviewed her written report (see Attachment B).

Action Item: Minutes were approved for historical record.

Action Item: Operational Calendar Update

Please continue to send changes for the operational calendar update.

Treasurer, Nancy Garmroth

Nancy reviewed her written report (see Attachment B)

Discussion: Jeff Dennis – new IRS law requires SASFAA to file a long form 990 which also doubles SASFAAs charges for the CPA. SASFAA is also required to pay state taxes on certain income.

COMMITTEE REPORTS

Conference, Shelley Park

Shelley reviewed her written report (see Attachment B).

Discussion: The person who won the conference registration cannot attend the 2012 conference. Can this individual give it to someone in their office? No formal vote needed – let the individual in the office use the comp registration.

Most likely we will have two lunches instead of a Tuesday night event. The NCASFSA Middle School Enrichment Scholarship will be the conference charity.

Sponsorship, Dewey Knight

Dewey reviewed his written report (see Attachment B)

Discussion: Dewey discussed his report and proposal for sponsorship for 2011-2012. Dewey may come up with different names for the packages which we will have to vote on.

Newsletter potential change – if we change to a blog, this would require some changes to the P and P regarding ads.

Membership, Deborah Clark

Deborah reviewed her written report (see Attachment B)

Discussion: Deborah reviewed her report – it was not included in the group sent out by the Secretary. Amy has requested that Deborah resend her report for distribution to the Board. The committee is working on a membership brochure.

2020, Sharon Oliver

Sharon reviewed her written report (see Attachment B)

Discussion: Focus on inclusiveness for 2011-2012

Legislative Relations, Michael Poma (by Brad Barnett and Amy Berrier)

Brad and Amy reviewed Michael's written report (see Attachment B).

Newsletter, Ben Baker

Lester reviewed Ben's written report (see Attachment B)

Discussion: Newsletter/Blog – decision needs to be made on whether or not SASFAA should move to a blog instead of a newsletter.

Brad Barnett reconvened at 1:35 p.m.

Action Item: Sandy Neel made a motion to have SASFAA move from a regular newsletter schedule to a SASFAA blog beginning with the 2011-2012 year. Runan Pendergrast seconded the motion. The motion passed unanimously.

Discussion: Names for the SASFAA blog: SASFAA Scoop, SASFAA 9 News, The SASFAA Scoop, The Southern Voices, The SASFAA Voice

Action Item: Nathan Basford made a motion that we name the blog SASFAA 9 News. Vickie Adams seconded the motion. Motion passed unanimously.

Action Item: Amy Berrier made a motion that we change the name of the Newsletter Committee to the Communications and Outreach Committee. Runan Pendergrast seconded the motion. Motion passed unanimously.

Action Item: Amy Berrier made a motion that the SASFAA Board authorize Dewey Knight and Ben Baker to make necessary changes to the Sponsorship and Communications Policies to present to the Board.

Discussion: Allow Jane Moore, Ben Baker and others to make the necessary recommendations for changes in the Policies and Procedures regarding access to the Blog

Electronic Services, Jane Moore

Jane reviewed her written report (see Attachment B)

Discussion: Jane will work with Brad on necessary credit card issues with setting up Wild Apricot. They will begin the process in September. The board agreed to formally let ATAC know.

Budget, Marian Huffman

Marian reviewed her written report (see Attachment B) via conference call beginning at 2 pm.

Discussion: Brad Barnett listed the big things we need to consider: 1) how big do we want to go for the transition? 2) November meeting 3) Add Saturday night back? The current proposed budget does not include a November face-to-face meeting.

Discussion: Dewey indicated that he felt the transition meeting was more important for individuals on the old board and new board to get to know each other. He suggested that we ease back into things, and add the Saturday night back to the transition meeting. Sandy said that we should consider a smaller hotel like Hampton Inn or Embassy Suites that offers a free breakfast. Amy discussed how important the November face-to-face meeting is for discussion purposes. Aaron asked Brad for a "history" lesson on the Saturday night stay at the transition meeting being covered by SASFAA.

Action Item: Dewey Knight made a motion to approve by moving the excess funds to the Executive Board line item in the 1112 budget. Nancy Ferguson seconded the motion. The motion passed unanimously.

Action item: Sandy Neel made a motion that we approve the 2011-2012 budget. Runan Pendergrast seconded the motion. The motion passed unanimously.

STATE REPORTS

Alabama, Vickie Adams

Vickie reviewed her written report (see Attachment B)

Florida, Allison Beaver

Nathan Basford reviewed Allison's written report (see Attachment B)

Georgia, Nancy Ferguson

Nancy reviewed her written report (see Attachment B)

Kentucky, Aaron Gabeheart

Dave reviewed his written report (see Attachment B)

Mississippi, Dewey Knight for Seph Anderson

Dewey reviewed Seph's written report (see Attachment B)

North Carolina, Kimberly Driggers

Kim reviewed her written report (see Attachment B)

South Carolina, Allison Sullivan

Allison reviewed her written report (see Attachment B)

Tennessee, Lester McKenzie

Lester reviewed his written report (see Attachment B)

Virginia, Melissa Barnes

Melissa reviewed her written report (see Attachment B)

**Brad Barnett dismissed the group for the evening at
Brad Barnett reconvened the meeting at**

Sunday, August 7, 2011

UNFINISHED BUSINESS

Action Item: unitedscrip.com vote – Brad will chat with Shelley about the Conference Committee using this to help with the Conference Charity

NEW BUSINESS

Discussion: NASFAA Investment Strategy – If we approve this, it will require some major changes to the Guide to Financial Management and the Policies and Procedures Manual. Sandy discussed some questions and answers that she had with Justin Draeger, the NASFAA President. It is a complete change in the SASFAA mindset. Brad said that we would have to be careful about who and when – pulling money out of the investment fund. Concerns were presented in investing money due to the unstable US economy

Action Item: Lester McKenzie made a motion that we invest funds with the NASFAA Investment Strategy. Melissa Barnes seconded the motion. The motion passed unanimously.

Discussion: Jeff Dennis – should we put another \$150,000 into an investment account? \$230,000 K plus \$80,000 in checking will still be available, while \$150,000 will be moved into the NASFAA Investment Strategy.

Action Item: Dewey Knight made a motion that we invest \$150,000 with NASFAA and \$150,000 into the FDIC Insured Suntrust or BB&T Investment Strategy. Nancy Garmroth seconded the motion. The motion passed unanimously.

Discussion: Declaring Financial Aid Day as the 3rd Wednesday in October (October 19th)

Action Item: Sandy Neel made a motion that we declare Financial Aid Day the 3rd Wednesday in October (October 19th). Vickie Adams seconded the motion. The motion passed unanimously.

Discussion: Legislative Affairs

Action Item: Lester McKenzie made a motion that the Legislative Affairs Chair be responsible for selecting the individuals to attend the October 19th event in Washington, DC. Dewey Knight seconded the motion. The motion passed unanimously.

Discussion: Approval of Committee Members

Action Item: Amy Berrier made a motion that we accept the New Aid committee list as proposed for 2011-2012. Nancy Ferguson seconded the motion. The motion passed unanimously.

Discussion: New Aid Officers Workshop

Action Item: Lester McKenzie made a motion that we accept the NAOW committee members as proposed by the committee chair. Nancy Garmroth seconded the motion. The motion passed unanimously.

Meeting adjourned at 5:20 pm.

	<i>Action Item: June 2012 Transition site</i>	
	Legislative Relations	Amy Berrier/Brad Barnett
	<i>Action Item: EASF/AA/SASF/AA joint legislative effort</i>	
	Newsletter	Lester McKenzie
	<i>Action Item: Newsletter/Blog</i>	
	Electronic Services	Jane Moore
12:00 PM	Lunch (and board picture)	Joseph's Restaurant
1:30 PM_	<u>Committee Reports</u> (cont'd)	
	Budget and Finance	Marian Huffman
	<i>Action Item: 2011-2012 SASF/AA Budget</i>	
	<u>State Presidents' Reports</u>	
	Alabama	Vickie Adams
	Florida	Allison Beaver
	Georgia	Nancy Ferguson
	Kentucky	Aaron Gabehart
	Mississippi	Dewey Knight
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	South Carolina	Allison Sullivan
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	<i>Action Item: Declaring Financial Aid Day the 3rd Wednesday in October (EASF/AA)</i>	
11:00 AM	Adjourn	

Safe Travels!

SASFAA Board Meeting

August 5, 2011

“Federal Update” – David Bartnicki

1. GE Programs:

- a. Disclosures required for each GE program on program webpages and promotional materials as of July 1, 2011
- b. Gather GE report data for each student in each GE program for October 1, 2011 submission
- c. GE program metrics effective July 1, 2012
 - i. Program Loan Repayment rate – at least 35%
 - ii. Program Loan Payment Ratio equal to or less than 30% (discretionary income) or 12% annual earnings
 - iii. Must meet at least one of the metrics to stay in good standing; if fall below 3 out of 4 FYs can lose program eligibility
 - iv. Information rates in 2012; first official rates out in 2013
- d. Must monitor IFAP GE webpage -
<http://www.ifap.ed.gov/GainfulEmploymentInfo/index.html>

2. SAP:

- a. Must specify when new SAP policy effective – no later than with first full payment period in 11/12 (allowed transition period for 2011 crossover period)
- b. Switching a student from the old to the new policy does NOT wipe the student’s slate clean; the school must still evaluate the student’s progress through their program on a cumulative basis.

3. Verification:

- a. Federal Register July 13, 2011 - verifiable items for 12/13 (DCL GEN-11-13)
 - i. Will not be individual item based in 12/13; if selected must verify all required elements

- b. All of the new verification requirements are effective with the beginning of the processing year for 12/13 (January 1, 2012); NOT for 11/12

4. Clock Hour Programs:

- a. Need to evaluate undergrad programs to see if meet ED's new definition of clock hour program (exemption from clock to credit conversion has NO bearing on whether a program is a clock hour program or not) – programs can be certificate or degree
- b. If meet definition, program now considered clock hour for all TIV purposes – payment periods, disbursements, R2T4, SAP, etc.

5. Clock to Credit Conversion

- a. Must use new ratio (37.5 hours to one semester; 25 hours to one quarter) for those students enrolling or re-enrolling as of July 1, 2011 in certificate credit hour programs subject to the conversion
- b. Exception to continue to use old conversion rate (30:1; 20:1) if no credit hour deficiencies and analysis of outside work per course along with instructional hours still meet the 37.5:1 and 25:1 ratios.

6. E-APP Process:

- a. ED continuing to develop school process to submit new GE programs
 - i. June 1, 2011 electronic announcement
- b. ED developing school protocol to submit programs that now must be clock hour or now have new TIV credit hours due to the new clock to credit hour conversion formula

7. Training:

- a. Continuation of periodic GE Webinars
- b. Possible clock hour training webinars (regional; state)
- c. OPE (policy) to host a Q & A list dealing with the new Program Integrity Regulations on OPE's website (link from IFAP)
- d. Fiscal Officer Training to consist of a series of Webinars tentatively in November 2011

8. Open Q & A

Questions for Dave Bartnicki
SASFAA Board Meeting
August 5, 2011

Question 1:

Can you address the already time consuming process of getting programs approved - the problem has been the time required to get SACS approval to submit for documentation? Now we're adding GE requirements. The DOE is making it very difficult for schools to respond timely to employer/market needs. When can we award a student during this process?

Question 2:

Can you talk about the new R2T4 rules as it applies to modules? And, can you please explain how it would be implemented with these examples:

Example 1:

1st 4 week session

6 week session (2 weeks overlap with 1st 4 week session)

Student is enrolled in 3 hrs in both sessions Begins the 4 week class and withdraws 1 week into it What do we do?

Example 2:

1st 4 week session

6 week session (2 weeks overlap with 1st 4 week session)

Student is enrolled in 3 hrs in both sessions Completes the 4 week class and withdraws 1 week into the 6 week session.

What do we do?

If the student dropped the 6 week course before it started, then we would go back and recalculate the eligibility based on 3 hours in the 1st 4 week session.

Example 3:

1st 4 week session

2nd 4 week session (no overlap)

Student is enrolled in 3 hrs in both sessions Begins the 4 week class and withdraws 1 week into it What do we do?

Example 4:

1st 4 week session

2nd 4 week session (no overlap)

Student is enrolled in 3 hrs in both sessions Completes the 4 week class and withdraws 1 week into the 2nd 4 week session.

What do we do?

If the student dropped the 2nd 4 week course before it started, then we would go back and recalculate the eligibility based on 3 hours in the 1st 4 week session.

Example 5:

1st 4 week session

Student is enrolled in 6 hrs (3hrs each) Withdraws from one course after it started and completes the second.

What do we do?

Question 3:

Can you talk more about the Split Borrower issues with the servicing of loans owned by the Feds and those owned by non-fed agencies (e.g., FFELP servicers)? This includes the complexities of the law as it applies to assets owned by these two groups.

Question 4:

Can you address the consistency concern with interest capitalization for loans held by the various loan servicers? Where are things?

Question 5:

Can you give us a general update on where things are with state authorization?

Question 6:

Can you speak about the Verification changes that will take place in 2012-13 with schools no longer being able to accept to copies of tax returns?

Question 7:

Can you explain the Student Loan Conversion budget proposal for FY 2012? This includes the issues of the converted loans not being eligible for DL benefits even though they are being serviced by DL, and if these loans will be serviced by the same servicer as their currently own DL/FFELP loans?

Question 8:

Can you review some of the basic requirements of the SAP academic plan? Just a high level overview to make sure we are on track.

Question 9:

Can you explain how a parent goes about making a request to hold off on making Parent PLUS Loan payments until 6 months after the student stops attending on a half-time basis?

Question 10:

Can you give us any insight into how long it generally takes for loan disclosures to be sent to student and parent borrowers by the Loan Origination Center after we receive acknowledgements that the loans have been approved (in the case of PLUS), MPN's are on file, and Entrance Counseling has been done (in the case of sub and unsub)? We are receiving a lot of calls from parents for whom we have processed a PLUS and received an acknowledgement, but who have not received their disclosure yet.

President's Report
Brad Barnett

Summary of Activities

Activity:

Coordinated with Past President Neel to send two messages to the SASFAA listserv notifying the membership of the transition from the 2010-11 Board to the 2011-12 Board. Both messages were posted on the listserv on 7/20/11. The first message was from her in reference to the 2010-11 year. The second was from President Barnett highlight the beginning of the 2011-12 year. It reads as follows:

Welcome to the start of a new SASFAA year! Under the leadership of last year's president, Sandy Neel, the 2010-11 Executive Board SASFAA had a great year. I was proud to serve on the board under Sandy's leadership. Now, it's time for the 2011-12 to take the reigns and guide SASFAA through the next year.

You can go to the 'About SASFAA - Leadership' section of the SASFAA website to see your board members, which includes the SASFAA elected officers, nine state presidents, and the committee chairs. Feel free to contact any of these board members with questions or suggestions you have for SASFAA.

I am happy to say all of the committee chair positions are full and would like to sincerely thanks those who volunteered to serve in these positions. If you have an interest in being a part of any of these committees, please go to the 'Online Forms - SASFAA Needs You - Volunteer Now' section of the SASFAA website and submit a volunteer form.

You can also contact me or the committee chair if you have any questions about what it would entail to serve as a member of the respective committee. The board will be meeting August 5-7 for our first meeting of the year and will be approving committee members at that time, so please submit your form soon.

Some other items to keep in the back of your mind are:

SASFAA Board Meetings.

Please contact me or another board member if there are items you would like us to discuss at the meeting.

*August 5-7, 2011

*November, 2011 (date to be determined)

*February 24-26, 2012

*June, 2012 (date to be determined)

NASFAA Board Meetings.

Your SASFAA Past President, Sand Neel, and I serve as voting members of this board. Your current President-Elect, Jeff Dennis, serves as an observer on this board. Please contact Sandy or me if there are items you would like us to bring to NASFAA's attention.

*November 2011

*May 2012

SASFAA Annual Conference.

The 2012 Annual Conference will be held February 26-29 in Greensboro, NC. Keep checking the 'Conference' section of the SASFAA website for more details.

Keep an eye out for more updates throughout the year. In the meantime, please know your board is here to serve you, so don't hesitate to contact us if there are items you would like us to discuss.

Lastly, don't forget to renew your membership for the 2011-12 year. Now is the time!

Activity:

Legislative activity has been moving at a rapid pace, and it behooves SASFAA to be "at the table" in many of these discussions. Some of this takes place at the NASFAA Board Meeting with NASFAA staff, colleagues from across

the country, and Jeff Baker from the Department of Education. Other activities require more initiation on the part of our association.

At the suggestion of the SASFAA Legislative Chair, Michael Poma, President Barnett has been talking with EASFAA President, Rich Heath, Michael, and other EASFAA representatives about a joint EASFAA/SASFAA legislative effort. This is the brainstorm of Michael.

The idea is for EASFAA and SASFAA to have a joint Legislative Briefing Day on October 19, 2011, and a joint visit to The Hill on February 9, 2012. EASFAA will handle all of the coordination for the event. SASFAA just needs to determine if funds will be provided to send SASFAA individuals to one, or both, of these events.

SASFAA's ability to participate in this will in large part be determined once the budget is approved, as the Michael has included in his budget request funds for these events.

Activity:

President Barnett has been in conversations with Vice President Runan Pendergrast regarding two new initiatives.

The first is the possibility of holding some sort of "FSA Debriefing" in conjunction with the FSA Conference in 2011. This idea was presented to SASFAA by two SASFAA members, discussed at transition, and will be discussed in more detail at the August Board Meeting when Vice President Pendergrast submits a proposal for this event.

The second item is the creation of a Code of Conduct for SASFAA New Aid Officer's Workshop (NAOW) Staff. The staff's ability to receive the associated stipend for the workshop would be, in part, contingent on adherence to this code, which each person would be required to sign.

NAOW is an important event for SASFAA. The association is well known for the quality training provided at this event each year, and it is reasonable to expect the staff to act responsibly, in a manner that is consistent with the values of the association. Vice President Pendergrast will be presenting information on this topic for the board to consider at the August meeting.

Activity:

In addition to the 7/20/11 e-mail sent to the SASFAA listserv, President Barnett sent a request for volunteers to the SASFAA listserv on 7/25/11. As of the writing of this report 21 individuals have submitted volunteer forms. Each of these volunteers will be placed on a committee and contacted by President Barnett and/or the respective committee chair.

Activity:

At the June 2010 Transition Board Meeting the state presidents requested some time to get to know each a bit more, as many of them met for the first time at transition. As a result of this request, President Barnett scheduled the state presidents to have dinner separate from the rest of the board on Friday night of the August Board Meeting.

Activity:

For the past three years the SASFAA President has not traveled to the state conferences. Prior to that, the President tried to attend at least one conference from each state during his/her year (this was also during the time when most states had two conferences). However, due to the economic climate, this is one item prior boards felt should be put on hiatus...at least until things got better.

It has been clear over the past year or so that there are many who have begun expressing the desire to have the President travel to the states again, and this message was reinforced by some during the June 2010 Transition Meeting. So, we have been looking at the budget to see how we can make this work.

When President Barnett ran for the office of SASFAA President-Elect, the President was not visiting SASFAA states, and at that time there was no indication this would begin during his tenure as President. Now that it's back on the table, he has found himself with a conflict that will keep him from visiting some of states. President Barnett teaches a one day a week 3 credit class on Monday's in the fall and spring semesters. Since the class is just one day

a week and there are only 15 sessions, he does everything he can to not miss any classes. If he does have to miss, then he tries to keep it to one class only.

President Barnett is currently scheduled to miss one class in the Fall because of a NASFAA Board meeting and one class in the Spring for the SASFAA conference, so he cannot schedule himself out any more on Mondays. Unfortunately, some of the state conferences go over a Monday, which means as much as he would like to attend them, he cannot.

The good news is that President-Elect Jeff Dennis and Past President Sandy Neel have agreed to visit the states President Barnett cannot to ensure all of the states are covered. He expresses his sincere gratitude to them for doing that, and all three have included in their budget request funds to attending these conferences.

At the state conferences, President Barnett, President-Elect Dennis, and Past President Neel will be available to present a SASFAA Update, participate in any board meetings at the discretion of the state president, and/or present concurrent sessions at the request of the state conference committee.

Activity:

For the first time in probably 30 years, SASFAA does not have a contract for the June Transition Meeting. President Barnett has been in discussions with Site Selection Chair Lisanne Masterson about this, and consulted with other SASFAA Board Members and general members, to discuss possibilities for future sites.

The first effort to secure a site will be to go back to The Don and see if they are able to provide a significant reduction in cost that will make it more affordable to return. If not, then SASFAA will begin looking at other options. Part of the consideration in this process is to see if it will be financially feasible to add back Saturday night to the meeting, in order to provide more face-to-face time than we currently have as a result of canceling that part of the meeting a couple of years ago when things changed economically.

Another item that came about as a result of discussions at the June Transition Retreat is whether or not it's financially feasible to add back the November face-to-face Board Meeting instead of doing it via a conference.

Both of these items, along with the addition of the SASFAA President, or his/her designee, traveling to state conference, are items that were eliminated from the SASFAA budget during the economic downturn, but are items that people have expressed an interest in seeing if they can be reinstated.

Some of the issues to consider with this are:

- Can any of these items be reinstated without putting SASFAA at financial risk? In other words, can SASFAA remain financially stable if any of these are added back?
- Would adding any of these items back help the Board fulfill its mission to the members of the association more effectively?
- What compromises would have to be made to add back on some of these? For example, if it is not financially feasible to add back the Saturday night and remain at The Don for Transition, would it make more sense to find a new transition location that will provide us with the ability to add back the Saturday night?

Activity:

The Guide to Financial Management calls for a relatively conservative strategy in investing SASFAA monetary resources. Prior to the recent recession this worked effectively as SASFAA could purchase certificates of deposits in excess of 5%. Those days are long gone and SASFAA is evaluating its current investment strategy.

NASFAA has presented the regional associations with the option of "piggy backing" on their multi-million dollars investment portfolio for the purposes of our long term investments. As a result, Past President Sandy Neel, Budget & Finance Chair Marian Huffman, Treasurer Nancy Garmroth, President-Elect Jeff Dennis, and President Barnett have been evaluating this option in consultation with NASFAA. To date, the WASFAA association is the only regional association who has taken advantage of this opportunity.

Budget & Finance Chair Huffman will present more information regarding this at the August Board Meeting. President Barnett will seek an approval of the Board before implementing any of these proposed changes.

Activity:

President Barnett attended the 2011 NASFAA Annual Conference and Board Meeting July 16-20 in Boston, MA. Sent two messages to the listserv notifying them the following recognitions and awards bestowed to SASFAA members by NASFAA and NASFAA National Chair, Dr. Laurie Wolf:

Dr. Dave Mohning from Vanderbilt University in Tennessee received a Special Recognition Award for his work with NASFAA finances.

Brenda Brown from the University of Miami School of Law in Florida received a Special Recognition Award for her work with the Graduate and Professional Issues Committee.

Ron Day from Kennesaw State University in Georgia and Lisanne Masterson from Blue Ridge Community College in North Carolina were part of the Leadership Development & Professional Advancement Committee that received the Co-Committee of the Year Award.

Jo-Ann Craig from Cape Fear Community College in North Carolina was part of the Conference Committee that received the Co-Committee of the Year Award.

Dr. Dave Mohning from Vanderbilt University in Tennessee is the recipient of the NASFAA Regional Leadership Award for the SASFAA region. This award is given to one individual from each region who demonstrates high integrity and leadership, and who contributed to the goals of the association. This is a very high honor and I would like to congratulate Dave on being honored with this award.

Attended various conference sessions and co-presented a session at NASFAA entitled Personal Finance: It's Not Just for Business Majors. The conference also provided the opportunity to meet face-to-face with SASFAA officers and committee chairs to discuss items on the agenda for the August Board Meeting.

This is also the final NASFAA Board Meeting where President Barnett is in the "peanut gallery." The next NASFAA Board Meeting he will be a voting member of the Board, along with Past President Neel. Current SASFAA President-Elect, Jeff Dennis, will be a non-voting member of the Board in the "peanut gallery."

At NASFAA President Barnett also met with the EASFAA President, Rich Heath, to discuss the previously mentioned EASFAA/SASFAA joint legislative activities in October 2011 and February 2012.

Discussion

Although the 2011-12 SASFAA year is less than one month old, a lot is already going on and it is fantastic to see the dedication of so many of SASFAA committee chairs and members. President Barnett is looking forward to a great year, and would like to express his thanks to those who agreed to serve as committee chairs and run for SASFAA office.

President-Elect's Report
Jeff Dennis

Summary of Activities

LRP 3.5: Ensure that committee chair appointments, to the extent possible, reflect inclusiveness.

Activity: Committee Chair appointments for 2012-2013 are starting to take shape. There is no plan at this point to have any special appointee positions on the 2012-2013 Board, but the Board reserves the right to consider this depending on the needs of the association. This objective will be met when appointments are made.

LRP3.1: Assess the purpose and need of each committee when making committee chair/liaison appointments.

Activity: Committee Chair appointments are being done by the current President for 2011-2012. This objective will be met when appointments are made for 2012-2013.

LRP3.3: Consider whether all committee chairs should be in attendance at all Board of Directors meetings, keeping in mind the need to develop future leadership for the Association yet maintaining the ability to conduct business at reasonable cost.

Activity: There was discussion at the June 2011 transition meeting concerning attendance and the number of meetings needed to develop future leadership. I am confident that the Executive Board will monitor the cost of board meetings and make the proper decision on who should attend. All of the outgoing 2011-12 Board and incoming 2012-13 Board members are expected to be in attendance at the June 2012 transition meeting.

LRP3.4: Select an appropriate mix of returning and new committee chairs to ensure that continuity of Association business and the development of future leadership.

Activity: This objective has been met for 2011-12 with four committee chairs returning and five chairs are new. This objective will be met when appointments are made for 2012-2013.

LRP5.1: Identify and finance one individual annually, other than the President-elect or Treasurer, to attend the NASFAA Leadership Conference if never attended previously.

Activity: The President Elect is scheduled to attend the NASFAA Leadership Conference for 2011-2012, but it is unlikely that anyone else will be able to attend.

PP 5.31: Selects committee chairs and members prior to the transitional Board meeting using the volunteer form.

Activity: Committee Chairs will be selected prior to the transitional board meeting.

PP 5.32: Serves as the alternate voting representative to the NASFAA Board of Directors, provides reports of NASFAA activities to the SASFAA Board and publishes reports in the newsletter or on the Web site as appropriate.

Activity: This will be done.

PP 5.33: Represents SASFAA at selected SASFAA affiliated state meetings.

Activity: Due to the good year SASFAA had in 2010-2011 fiscally, we are planning to recommend that SASFAA representatives will be in attendance at the nine state conferences in 2011-2012.

PP 5.34: Consults with the Board and budget chair in developing future initiatives.

Activity: This has been done by the current President will be done by me as we move toward 2012-2013 and determine the revenues of the association.

PP 5.35: Reviews the Manual and makes recommendations for changes to the Board or the appropriate committee.

Activity: This will be done.

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

Activity: The location of the 2013 conference has not been established yet. I have started a list of ideas to incorporate into the program since we will be celebrating 50 years in 2013.

PP 5.37: Serves as parliamentarian to the Board.

Activity: This will be done as needed.

PP 5.38: Conducts an orientation session at the annual conference for state presidents-elect.

Activity: I am planning a state president-elect workshop at the 2012 annual conference in Greensboro. It may be a half day event as it was in Jacksonville 2011.

PP 5.39: Advises and counsels the president as needed.

Activity: This will be done as needed.

GAP 10: The President-Elect should attempt to select committee chairs prior to the first Board meeting. Where possible, these individuals should serve as their respective state representatives to the committee.

Activity: I will not have selected all committee chairs prior to the first board meeting. If possible, we will attempt to coordinate committee chairs and state representatives to the committee.

GAP 4: A form, which should include name, institution, state, institution type, whether new or returning, gender, and ethnicity, should be developed by the President-Elect and given to all Committee Chairs and distributed to all committee members prior to the first Board meeting of the Fall. The form will then be returned and provided to the Board in completed fashion prior to the next Board meeting

Activity: This has been accomplished and the form is on-line versus paper, in order to expedite the completion process and provide ease in compiling and archiving the data.

GAP 60: The President-elect should begin budget formulation after the annual conference and preliminary budget should be presented at the transitional Board meeting for discussion and review

Activity: At this point a site for the 2013 annual conference has not been selected, so the early stages of formulating the budget cannot take place.

GAP 7: Consider the possibility of starting some transition training at the annual conference.

Activity: This will be considered.

Discussion

- I would like to pursue scripzone.com and this program being a fund raiser for the association that will incorporate state participation by sharing the profits.
- I would like to look at a service oriented program that SASFAA will sponsor. I would like to discuss at the board meeting ideas that could be feasible and productive such as assisting during disasters.
- The 2013 annual conference will be special since we are celebrating 50 years and would like to pay special tributes.

**Vice President Report
Runan Pendergrast**

FSA Debriefing / Webinar: The purpose of the SASFAA FSA Debriefing Session / Webinar is offer a more intimate discuss on selected topics offered during the FSA conference. Facilitators would lead the discussions on “hot button” issues from the session presented during the FSA conference.

Option 1: **After FSA Conference:**

The debriefing would take place at the MGM Grand Conference Center following the closing session at the FSA Conference, Friday, Dec 2, 2011, 1:00 – 5:00. The session would cover three or four topics presented at the FSA Conference. The debriefing would be open to SASFAA members who attend the FSA Conference. Attendees would register to attend the debriefing on the SASFAA website. There would be no cost to attend. Attendees may have the cost of an additional hotel night stay if choose to say an extra night.

Cost to Association: Training facilitators, meeting space, and small break
Split cost with facilitator(s) institution (travel and lodging). The Association could cover room and meals for Dec 2.

Room rate: \$121.12/night (tax and fees included) if booked by Sept 11. $(\$121.12 \times 4)/2 + \$121.12 = \$728$.

Travel: Airfare: \$425 + Taxi: \$40 to and from airport/2 = \$465

Other Cost: Meeting room, and small break \$1,000

Total Cost for facilitators: \$2,193

Option 2: **Pre-Con at SASFAA Conference:**

The debriefing session would take place Sunday, prior to the conference opening session. 9 am -2pm. The session would cover three or four topics presented at the FSA Conference. A break would be provided . . . lunch on your own for participants. The debriefing would be open to SASFAA conference attendees. Attendees would register to attend the debriefing through conference registration. Attendees may have the cost of an additional hotel night stay if choose to arrive early.

Cost to Association: Training facilitators, meeting space, and small break
Split cost with facilitator(s) institution (travel and lodging).

Room rate: \$121.12/night (tax and fees included) if booked by Sept 11. $(\$121.12 \times 4) \times 2 = \485.00

Travel: Airfare: \$425 + Taxi: \$40 to and from airport/2 = \$465.00

Other Cost: Meeting room, and small break: \$1,000

Total Cost for facilitators: \$1,950.00

Options 3: **Webinars:**

The debriefing webinar could be offered three or four times on the three or four topics presented at the FSA Conference. The webinars could be offered twice a month for two months. The webinars would be open to SASFAA members. Attendees would register to attend the debriefing through conference registration. The webinar could be offered through AnyMeeting, which is meeting platform for giving presentations and sharing documents. It is free and time is unlimited. You can meet with up to 200 attendees. More information can be found online at <http://blog.anymeeting.com/>

Cost to Association: Training facilitators
Split cost with facilitator(s) institution (travel and lodging).
Room rate: \$121.12/night (tax and fees included) if booked by Sept 11. $(\$121.12 \times 4) \times 2 = \485.00
Travel: Airfare: \$425 + Taxi: \$40 to and from airport/2 = \$465.00
Total Cost for facilitators: \$950.00

Action Item: FSA Debriefing/Webinar

Facilitator(s):

Suggestion: Brent Tener and Sandy Neel

Selection: former NAOW Instructors, and/ or Curriculum Coordinator, and / or VP for Training

Action Item: FSA Debriefing/Webinar Facilitators

Sessions and Agenda: TBA: Work with facilitators on sessions.

New Aid Officers Workshop:

Site Selections: Site Selections email sent to SASFAA Listserve July 1 and July 19. As of June 27 two proposals have been received, Wesleyan College, Macon, Ga and Thomas More College, Crestview Hills, KY. A comparison of these two colleges is attached. I would suggest we table voting until our November Board Meeting, to request for additional proposals.

Action Item: NAOW Site Selections

Staff: Brad Honious, Valencia College, has agreed to serve as the Curriculum Coordinator. The returning instructors and returning development representatives have confirmed their intent to return. I am currently working on confirming new instructors, one additional new development representative, and two alternative returning instructors. All staff will be confirmed by the November board meeting.

Code of Conduct: A code of conduct can set standards describing the behavior we expect of our NAOW staff. The code doesn't change the basic nature of the workshop, but instead it articulates the way we strive to conduct ourselves as aid professional.

Suggest Code of Conduct for Curriculum Coordinator

As a NAOW Curriculum Coordinator I agree to adhere to the following code of conduct:

1. Possess the presentation skills and financial aid knowledge required to educate participants.
2. Conduct myself in a manner appropriate to SASFAA and the institution which I represent.
3. Demonstrate respect for colleagues, participants, and host institution.
4. Maintain ethical business practices.
5. Adhere to host institution Alcohol Policy at all times while on campus. When consuming alcoholic beverages as Curriculum Coordinator I am aware of my personal limit. Consuming alcoholic beverages shall not interfere with my ability to carry-out the commitment of this contract.

Suggest Code of Conduct for Site Director

As a NAOW Instructor I agree to adhere to the following code of conduct:

1. Possess the presentation skills and financial aid knowledge required to teach participants.
2. Conduct myself in a manner appropriate to SASFAA and the institution which I represent.
3. Demonstrate respect for colleagues, participants, and host institution.
4. Maintain ethical business practices.
5. Adhere to host institution Alcohol Policy at all times while on campus. When consuming alcoholic beverages as Curriculum Coordinator I am aware of my personal limit. Consuming alcoholic beverages shall not interfere with my ability to carry-out the commitment of this contract.

Suggest Code of Conduct for Site Director

As a NAOW Site Director I agree to adhere to the following code of conduct:

1. Possess the skills and knowledge required as site director.
2. Conduct myself in a manner appropriate to SASFAA and the institution which I represent.
3. Demonstrate respect for colleagues, participants, and host institution.
4. Maintain ethical business practices.
5. Adhere to host institution Alcohol Policy at all times while on campus. When consuming alcoholic beverages as Curriculum Coordinator I am aware of my personal limit. Consuming alcoholic beverages shall not interfere with my ability to carry-out the commitment of this contract.

Suggest Code of Conduct for Development Partner

As a NAOW Development Partner I agree to adhere to the following code of conduct:

1. Possess the skills and knowledge required as development partner.
2. Conduct myself in a manner appropriate to SASFAA and the institution which I represent.
3. Demonstrate respect for colleagues, participants, and host institution.
4. Maintain ethical business practices.
5. Adhere to host institution Alcohol Policy at all times while on campus. When consuming alcoholic beverages as Curriculum Coordinator I am aware of my personal limit. Consuming alcoholic beverages shall not interfere with my ability to carry-out the commitment of this contract.

As a part of the contract all staff would sign this statement: I have read and understand my responsibilities and know what is expected of me. I agree to abide by the conduct set forth in this contract. If I value this contract and/or code of conduct my honorarium may be revoked. I understand that contract and/or code of conduct valuations may be reported to institution where I work.

Copies of all contracts are attached.

Action Item: NAOW Development Partner Contract

Action Item: NAOW Staff Code of Conduct

**SASFAA Site Selection
2012 New Aid Officers Workshop**

Category							
City/State	Macon, GA	Crestview Hills, KY					
Institution Name	Wesleyan College	Thomas More College					
Contact	Lindsay Timms	Mary Givhan					
Available Dates	All June dates open at this time	June 10 - 17 or June 17 - 24					
Sleeping Room Items							
accommodate 125	Yes	Yes					
Sleeping Room Allotment-individual bedrooms/4 per bathroom	Standard dorm rooms (suites) sleep 2 and connect w/ another room via bathroom. 4 people /bathroom. Some private rooms	Murphy Hall is the College's newest addition to the residence hall system. Opened in 2002, this suite-style residence hall can house up to 160 students. Our 4 person suites are arranged with two people each having an individual bedroom. Each suite includes private bathroom facilities. Murphy Hall includes a large recreational area with a large screen TV, pool table, and public kitchenette. ADA accessible accommodations are also available. Rooms are carpeted and furnished with desks, chairs, beds, closets, and bureaus. Blinds are provided in all rooms. The bedroom's floor size is approximately 15' x 11'.					
Sleeping Room Rate per night	\$17.00 /night /person	\$27.00/night/person					
Room Deposit Required? If so, how much and when?	No	There is no room deposit required, but a contract deposit will be required					
Internet Access-Sleeping Rooms? Fee?	Yes (no fee)	Yes (no fee)					
Linen Service? Charges per person?	Yes (\$10/person)	Yes (\$10/person/day)(?)					

**SASFAA Site Selection
2012 New Aid Officers Workshop**

Category							
City/State	Macon, GA	Crestview Hills, KY					
Institution Name	Wesleyan College	Thomas More College					
Kitchen area available?	Yes on one floor of dorm, microwave on each floor	No There are no amenities in the room. In the main lobby there are two microwaves and a refrigerator.					
Microwaves and/or refridgerators in sleeping rooms?	No	No					
Room Cancellation policy	attached	There is no separate room cancelation policy, however all contractual arrangements including room requests, need to be made within 10 days of the workshop.					
Room Attrition policy	none						
Meeting Room Items							
Meeting Space- minimum 7 classrooms, one staff headquarter	Yes	Yes					
Meeting space charge	\$50	\$ 25 – 50 per meeting room per day					
Desks in classroom moveable or stationary	Yes both	Yes movable					
Auditorium	Yes	Yes					
Auditorium fee	\$300	\$300					
Auditorium AV	Yes (no fee)	Yes (no fee)					
Stage	Small, slated/riser	Yes					
Keys available for classrooms? If yes, is there a charge and what is it?	No	Yes (no fee)					

**SASFAA Site Selection
2012 New Aid Officers Workshop**

Category							
City/State	Macon, GA	Crestview Hills, KY					
Institution Name	Wesleyan College	Thomas More College					
Computer Lab available w/ 15-20 pcs? Is there a charge and how much?	Yes (\$50 fee)	Yes (no fee)					
AV equipment charge for each room	No	AV in each room at no charge					
Dining Hall facilities							
Meal charges per person per meal	\$5-6 per person 6 per meal	\$5- \$ 19.50 per day. What is the charge per meal? \$4.95 – Breakfast; \$6.50 – Lunch; \$8.05 Dinner.					
Banquet facility available? Charge?	Yes (no fee)	Yes (\$300 plus meal cost)					
Outdoor area for Cook-Out or Olympics?	Yes	Yes					
Outside caterers permitted?	No	No					
Food/Beverage Minimum	blank	No					
Special Items							
Registration Area Available	Yes	Yes					
Shuttle Services around campus	No	No					
Signage charges	No	No					
Copy Center available? Charges per page?	No	Yes (\$.03/page)					

**SASFAA Site Selection
2012 New Aid Officers Workshop**

Category							
City/State	Macon, GA	Crestview Hills, KY					
Institution Name	Wesleyan College	Thomas More College					
Campus Support? Student workers or Summer Conference Staff?	Yes	Yes					
Availability of computer usage for participants who don't bring laptops?	No, but possibly	blank					
Hospitality Room available near sleeping rooms? Any kitchen amenities?	Yes	Yes					
Alcohol policy?	approval for special	policy attached					
Luggage Carts available?	No	No					
Golf carts available? Charges?	No	\$ No charge. One cart definitely available; 2 if needed					
Area Attractions? Approximate Costs?	less than \$10	varies					
How close is grocery store? CVS/WalGreens/Wal- Mart?	less than 5 miles	within 10 min of campus					
Closest restaurants for early arrivals	less than 5 miles	within 10 min of campus					
Airlines Servicing City	Atlanta (60 miles)	within 15 min of campus					
Transportation to site from Airport available? Sample charges?	Yes (\$40 one way)	Taxi service only. \$20 for up to 4 persons.					
Sample Flight costs	\$250 - \$300	\$188 - \$228 (SASFAA states)					

**Secretary
Amy Berrier**

Summary of Activities

GAP31: Maintain the records of the Association.

Activity: The Secretary will keep documents in an electronic format, which will ensure records can be archived electronically at the end of the year.

GAP25: The membership of the Association should represent the composition of financial aid professionals in the region.

Activity: The membership database will be archived at year end in excel or some other format for ease of determining persistence and other membership statistics. The Secretary will coordinate this with the membership chair after June 30th.

LRP7.1 and LP7.4: Policies and procedures are accurate and complete in order to provide consistent Associational direction.

Activity: The most recently approved version of the SASF AA Policy and Procedures Manual is posted to the SASFAA website.

LRP8.2, LRP8.3, LRP 8.4, PP 5.61, and PP 5.62: Maintain the records of the Association.

Activity: The Secretary will review the current language in the SASF AA Policy and Procedure Manual has procedures regarding archives and provide suggested updates if necessary, periodically review the methods for maintaining accessibility, retrieval, security and the location for archival of records, record and distribute the proceedings of the Board and general business meetings, and prepare and submit meeting minutes with supporting documents and publications, including annual conference programs, special reports, and membership directories to archives.

PP 5.64: Orders and distributes the Association's official stationary.

Activity: This is not necessary, as the association's stationary is now electronic. An updated version of the stationary will be created by the Secretary and distributed to the appropriate individuals.

As of May 19, 2011, the stationary for 2011-2012 has been created and distributed.

PP 5.65: Sends appropriate cards and gifts to members and colleagues on behalf of the Association. Maintains the banner and seal.

The Secretary maintains the seal, but does not store the banner.

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

Activity: The Secretary will work with the President, Conference Chair, and Site Selection Chair to handle this.

PP 5.67: Prepares and distributes agendas in advance of Board meetings.

Activity: The President prepares the agenda and gives to the Secretary to distribute to the Board prior to each meeting.

PP 5.63 and PP 6.41: The By-Laws will reflect the mission, vision and purpose of the Association and support the viability of the organization.

Activity: The bylaws committee, chaired by the secretary, annually reviews bylaws governing the Association. The bylaws committee recommends necessary changes to the Board.

Sponsorship Chair's Report
Dewey Knight
August, 2011

Summary of Activities

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Incorporate the financial impact of vendor sponsorship in the budget planning process annually. I plan to continue to work closely with President, Budget/Finance Chair, Conference Chair, and Workshop Chairs to ensure adequate revenue is available to support conference, workshop, and ancillary services.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Determine the appropriateness of fees assessed for dues, the annual conference, workshops and ancillary services including vendors, at least once every five years. I plan to continue to work closely with President, Budget/Finance Chair, Conference Chair, and Workshop Chairs to ensure adequate revenue is available to support conference, workshop, and ancillary services.

Activity: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Develop materials and brochures for potential contributors. The Sponsorship section of SASFAA Web site will be updated. See discussion below.

Activity: The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities. Contract with a drayage company and design an exhibitor floor plan for the conference. Bids from potential drayage companies will be solicited via RFP process. The committee will work closely with Conference Chair and Site Selection Chair as well as conference hotel's event manager to ensure exhibit space at annual conference exceeds expectations. See discussion below.

Activity: Recognize publicly the contributions of all sponsors. We will stress the importance of our sponsor's support in terms of time, talent, and treasure, in all communications to membership and at all association events. Photographs of sponsors will be displayed during annual conference as well as recognition from the podium.

Activity: All sponsors will be recognized in the conference program for their contributions. To receive such recognition, a commitment for the sponsorship of the event must be made by the time the program is prepared for printing. We will work with Conference Chair to ensure all sponsors are duly recognized.

Activity: All sponsors will be listed and have a link to information about their organization on the Annual Conference Web site. I will, in collaboration with the President, Secretary and Conference Chair, ensure this task is executed in accordance with current regulations and the P&P.

Activity: A reception to honor the contributions of the sponsors will occur during the annual conference and will be coordinated by the sponsorship and conference chairs after consulting with the President.

Activity: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Special instructions regarding exhibit space and storage of materials will be mailed electronically to exhibitors in advance of the conference. See discussion below.

Activity: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner. Each sponsor will be provided with a directory of attendees. I will work with the Electronic Services Chair and Membership Chair to ensure accurate and timely information is available.

Activity: Policies and procedures are accurate and complete in order to provide consistent Associational direction. Review the policies affecting sponsorship and make recommendations when appropriate. I will execute as stated.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Identify activities and events for sponsorship opportunities including newsletter and directory advertisements, the annual conference, the New Aid Officers' Workshop, other training events and Board meetings. In collaboration with the President, Conference Chair, and Workshop Chairs, I will execute as stated.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Prepare and mail solicitations of sponsorship opportunities to potential sponsors. I will execute as stated and continue to aggressively seek expansion in the number and types of sponsors.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Review and recommend, with assistance from the finance and audit chair, the standard advertising rates as well as any discounts offered to sponsors. I will present a bundled group of sponsorship opportunities to ensure funding meets projected revenue budget. See discussion below.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Coordinate all vendor and sponsor activities and benefits. I will execute as stated.

Activity: The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities. Serve as the liaison to the conference committee for sponsorship needs and effective use of exhibitor spaces. I will execute as stated. See discussion below.

Activity: The future financial stability of the Association is provided through careful and regular planning and evaluation. Incorporate the financial impact of vendor sponsorship in the budget planning process annually. In collaboration with Budget/Finance Chair, I will present a bundled group of sponsorship opportunities to ensure funding meets projected revenue budget. I will continue to aggressively seek expansion in the number and types of sponsors. See discussion below.

Discussion

The Sponsorship section of the SASFAA Web site will be updated once sponsorship opportunities are finalized. Until such time, an "Under Construction" type message will be displayed. I coordinated with Jane Moore to this end. The goal will be to have the 2011-2012 sponsorship information available on the Web site in September.

I have begun updating the sponsor/exhibitor prospect data base. We will continue to work to expand the number of prospective sponsors and exhibitors especially those who work with higher education institutions that are not in the education lending business. We must continue to diversify our sponsor base.

An RFP for drayage services at Annual Conference will be sent to prospective providers in September. I will be in communication with our conference chair and the event manager at the Sheraton in connection with this.

As I reported at the June, 2011 Transitional Board Meeting, at the 2011 Annual Conference in Jacksonville, there was confusion as to the division of labor (and subsequent double charging) for delivering and handling of sponsors' materials shipped directly to the hotel. Considerable ill will was generated with SASFAA being faulted for what was a communication breakdown between the Drayage Company, the hotel, and our exhibitors. This will be addressed with the Drayage Company selected for Greensboro Annual Conference and the hotel well in advance of the solicitation of exhibitors and sponsors for the Conference.

At the 2011 Annual Conference in Jacksonville, the location of the Exhibit Area (not in proximity of other conference activities) was not popular with Vendors and must be an item of high priority at future annual conferences. I will work with conference chair for 2012 Annual Conference to insure exhibitors are located in areas of high visibility and access to attendees.

Proposed

SASFAA Exhibitor/ Sponsorship Options for 2011-12

SASFAA Training Activities and Advertising Opportunities

Note: First-time exhibitors at the 2012 Conference shall receive a discount of 25% off the below Exhibitor Fees and Training Packages. Contact the Sponsorship Chair for more information.

Training Packages

Package I

\$6000

2 Conference Exhibit Booths
Priority Booth Location (by date)
On-line Conference Support Recognition
Web Banner Ad for Fiscal Year
1/2 Page Ad in All Newsletters
1/2 Page Ad in NAO Workshop Program
New Aid Officers Sponsorship
Mid-Level Workshop Recognition

By purchasing this package, you will save \$2400 on your total package versus sponsoring each item individually. All items listed in the package are training activities and/or advertising opportunities.

Package II

\$5000

Conference Exhibit Booth
On-line Conference Support Recognition
Web Banner Ad for Fiscal Year
1/2 Ad in All Newsletters
1/2 Ad in NAO Workshop Program
Mid-Level Workshop Recognition

By purchasing this package, you will save \$1400 on your total package versus sponsoring each item individually. All items listed in the package are training activities and/or advertising opportunities.

Package III

\$3500

Conference Exhibit Booth
On-line Conference Support Recognition
Web Banner Ad for Fiscal Year
1/4 Ad in Two Newsletters

By purchasing this package, you will save \$600 on your total package versus sponsoring each item individually. All items listed in the package are training activities and/or advertising opportunities.

Conference Sponsorship Opportunities

Our annual training conference will be held February 26 – 29, 2012, at the Sheraton Greensboro in Greensboro, NC. Information regarding room reservations may be found at the conference section of our Web site. Information about set-up times, shipping and drayage will be sent to the primary contact listed.

The annual training conference is open to all persons located within the SASFAA region or those doing business in the SASFAA region. The training conference is intended to provide topical discussions and training for financial aid professionals and those persons serving financial aid professionals.

Conference Exhibit Booth

\$2000

- Booth, location determined by vendor/sponsor chair, with notable exception outlined below in high visibility booth location policy.
- All exhibitors must register for and pay conference registration fees in order to exhibit and attend conference activities.
- Recognition of conference exhibitors will be listed in the conference program, alphabetical by company name and on the SASFAA website from the end of the conference to the end of the fiscal year. Exhibitors will be given the opportunity to opt out of this at their own discretion.

Priority Location

\$500

- Must be a conference exhibitor
- Entitles exhibitor to pre-select a booth location based on drayage company blue line layout
- High visibility booth locations will be honored by dollar amount contributed and then in order of date that web-based sponsor form is completed.

Extra Exhibit Booth \$500

- Must be a conference exhibitor
- Entitles exhibitor to a second booth contiguous to original booth,
- Additional booths may be purchased at the same rate as the second booth
- Double booths may be limited due to space availability
- Double booths will be honored in order of date that web-based sponsor form is completed.

External Marketers Booth \$500

- Exhibitors that do not have financial aid, post secondary education, or higher education at the core of their mission
- All External Marketers must be approved by the vendor/sponsor chair, who has the authority to determine if the organization meets the criteria for this category
- The SASFAA Board reserves the right to refuse an External Marketer's request to exhibit at the conference
- External Marketers are not permitted to be SASFAA members
- External Marketers may not attend conference functions without paying an additional fee, which will be determined by the board
- Booth location will be at the discretion of the vendor/sponsor chair, with priority consideration being given to exhibitors with financial aid, post secondary education, or higher education at the core of their mission
- External Marketers are responsible for any costs associated with vending
- Exceptions to this policy must be approved by the vendor/sponsor chair and president

[] Non-Exhibit Conference Support \$1500

- All conference supporters who wish to attend the conference must register for and pay conference registration fees in order to exhibit and attend conference activities.
 - Recognition of conference supporters will be listed in the conference program, alphabetical by company name and on the SASFAA website from the end of the conference to the end of the fiscal year. Supporters will be given the opportunity to opt out of this at their own discretion.

[] On-line Conference Support Recognition \$500.00

Listed alphabetically on conference on-line registration Web page with hyperlink to supporter's Web site. Must be an Exhibitor or Non-Exhibit Conference Supporter to qualify for this recognition.

Non Conference Training Activities

- New Aid Officers Workshop \$1000

Recognition of conference supporters will be listed in the training program, alphabetical by company name. Supporters will be given the opportunity to opt out of this at their own discretion.

- Mid-Level Workshop \$1000

Recognition of conference supporters will be listed in the training program, alphabetical by company name. Supporters will be given the opportunity to opt out of this at their own discretion.

Advertising Opportunities

- New Aid Officer Workshop Ad \$500 Half Page

- Ads will be black and white and content is provided by advertiser
- Placement of ads will be at the discretion of the Vice President
- Ads may be limited due to space and will be honored in order of date web-based sponsor form is completed

News letter Ads

- Ads will be in color and content is provided by advertiser
- Placement of ads will be at the discretion of the Newsletter Editor
- Ads may be limited due to space and will be honored in order of date web-based sponsor form is completed
- Ad Copy should be sent to the Newsletter Editor by the 10th day of the month preceding the publication date.

- Full Page Newsletter Ads \$500/ Issue

- Fall Issue
- Winter Issue
- Spring Issue
- Summer Issue

- Half Page Newsletter Ads \$300/ Issue

- Fall Issue
- Winter Issue
- Spring Issue
- Summer Issue

- Quarter Page Newsletter Ads \$200/ Issue

- Fall Issue
- Winter Issue
- Spring Issue
- Summer Issue

Newsletter Editor

Please send digital ad copy and web link to:

Ben Baker
Director, Student Financial Services
University of North Alabama
UNA Box 5014
Florence, AL 35632
(256) 765-4279 (Office)
(256) 765-4920 (FAX)
bjbaker@una.edu

Web Banner Ad \$1200 for Fiscal Year

- Ads will be in color and content is provided by advertiser
- Placement of ads will be at the discretion of the Electronic Services Chair

SASFAA Board Report
August 5, 2011
Conference Committee

2012 Conference Committee Members:

Chair – Shelley Park
Alabama Rep—Amanda Sharp
Florida Rep—Nathan Basford
Georgia Rep—Jody Darby
Kentucky Rep—Jennifer Priest
Mississippi Rep—Cindy May
North Carolina Rep—Sharon Oliver
South Carolina Rep—Emily Staggs
Tennessee Rep—Sandra Rockett
Virginia Rep—Biz Daniel
Local Arrangement Co- Chair- Patty Bowman and Janet Nowicki
Chair Elect—TBD

Location: Greensboro, NC - Sheraton Greensboro Hotel at Four Seasons
Date: February 26-29, 2012
Conference Theme—Focusing on What's Best for Our Students
Charity— North Carolina Middle School Enrichment Program
Opening Key Note Speaker—Tentatively NASCAR Driver Joe Gibbs

Due to continue popularity there will be Bingo.

Business casual attire for the conference.

2020 Committee Report
August 5, 2011
Sharon Oliver

The 2020 Committee Chair received great support from the State Presidents to appoint representatives to serve on this committee. The committee members have received a welcome email, contact information sheet, dues reminder and 2020 summary. Our first conference call will be held in September.

Recommendations: The 2020 Committee Chair recommends Board approval of the following committee members:

Nathan Basford, Florida State University (FL)
Nadine Ford, St. Augustine College (NC)
Summer Judd, Freed-Hardeman University(TN)
Wendy Hutchins, Sallie Mae (MS)
Vera Riddick, Old Dominion University (VA)

The 2020 Committee will work closely with the Conference Committee to develop engaging sessions and exciting presenters.

Site Selection
Lisanne Masterson
August 2011

Activities

Philip Hawkins (GASFAA President-elect) and I met with representatives of the Crowne Plaza Ravinia, Sheraton Atlanta and Westin Peachtree Plaza on Friday, July 8, 2011. In addition, Philip is visiting the Loews Hotel in Nashville on July 28th. You may review our comments on the three hotels already visited in the “Pertinent Information” column on the attached IMN Conference Options Summary 2013 spreadsheet. My first recommendation is that we choose the Atlanta area for the 2013 Conference, specifically due to it being our 50th Anniversary. Those hotels and surrounding area would provide a more special atmosphere, as well as being the most central location within the region (i.e. higher attendance). Both the Sheraton and Crowne Plaza would be good to work with our organization, with each providing a different atmosphere. My personal preference would be the Crowne Plaza.

I am currently in process of securing bid information for the June 2012 Transition Board Meeting from four sites, including the Don Cesar. The request is asking for information based on room nights for June 7th-9th, based on shared vs. non-shared rooms and if SASFAA covers Saturday night. Information will be presented at the board meeting.



**SASFAA ANNUAL CONFERENCE 2013
MEETING**

Date	Hotel:	City:	Dates available:	Rates:	Annual Increase	Resort Fee	Notes:	Pertinent Information	SASFAA Site Selection Chair Recommendation	Hotel's website:
	Colonial Williamsburg Hotels	Williamsburg	2/21 - 2/26/13	\$139 / \$189	no	no	No F & B Minimum, requests 20% attrition but has agreed to make the language workable for SASFAA; will offer \$5,000 'voucher' toward hotel expenses		No	colonialwilliamsburg.com/hotels
	Winfrey Hotel	Birmingham	2/7 - 2/13/13	\$159	no	no	Requests F & B minimum with 15% attrition		No	http://wynfrey-px.trivclick.com/index.cfm
	Sheraton Birmingham	Birmingham	2/7 - 2/13/13	\$139	no	no	Hotel has agreed to use the IMN contract with no attrition, F&B minimum or meeting room rental		Consider (Top 3)	www.sheraton.com/birmingham
	Loews Vanderbilt Hotel	Nashville	three sets of dates	\$165	no	no	Requests F & B minimum, no meeting room rental and 10% F&B, AV and 1 per 30 Complimentary meeting space <input type="checkbox"/> Free local calls <input type="checkbox"/> Free internet in sleeping rooms <input type="checkbox"/> Uniquely local beverage station at your reception or welcome area <input type="checkbox"/> \$15 self-parking <input type="checkbox"/> 10% of guest rooms upgraded with complimentary welcome amenities <input type="checkbox"/> 10% off of food & beverage <input type="checkbox"/> 10% off of audiovisual <input type="checkbox"/> 1 per 30 complimentary rooms		No (too small; higher room rate; F&B minimum)	www.loewsvanderbilt.com
	Gaylord Opryland Hotel	Nashville	two sets of dates	\$179	no	no	Attrition, F&B minimum apply - will not waive		No (higher room rate; F&B minimum)	
	Crowne Plaza Ravinia	Atlanta	2/7 - 2/13	\$139	no	no	Has agreed to use the IMN contract with no attrition, F&B minimum or rental CONCESSIONS: • Complimentary covered self-parking • 1/50 earned comp rooms (Can be credited to the Master account) • Meeting planner points (3 points per \$1 spent) • Group rate will be honored 3 days prior and 3 days after the main group dates, based on availability. • Complimentary shuttle service within 2 miles to local shopping, restaurants, and the MARTA train station that connects directly to Hartsfield-Jackson Int'l Airport • Complimentary use of 24 hr business center • Complimentary use of in house fitness center and pool • 15% discount on AV and Banquet Food and Beverage prices • No lower rate clause	Outskirts of Atlanta; Near metro/mall/dining; Only group on site; Nice atmosphere - green, open; Nice staff; Free covered parking; Will offer free internet in sleeping rooms;	Consider (Top 3)	http://www.crowneplaza.com/h/d/cp/1/en/hotel/ATLCP?&siteTrackingid=162518657&siteCreative=5618097440&dp=true&siteContent=0&siteClientid=1863&cm_guid=1- - 10000000000180730885- - 5618097440&cm_mmc=Google-PS-CrownePlaza- -G+B-AmericasEast- -GA-Atlanta-ATLCP- - crowne+plaza+ravinia&qclid=CMak_PbkhKkCFQkFbAod8Sr2pA&externalHotelDetailHit=true
	Marriott Atlanta Buckhead Hotel	Atlanta	three sets of dates	\$159	no	no	Requests F & B minimum with room rental and 20% attrition.		No (higher room rate; F&B minimum)	http://marriottbuckhead-px.rtrk.com/

Grand Hyatt Atlanta Buckhead	Atlanta	2/14 - 2/19	\$169	no	no	Requests F & B minimum, 10% attrition with discounts on F&B and AV		No (higher room rate; F&B minimum)	www.grandhyattatlanta.com
Westin Peachtree Plaza	Atlanta	2/21 - 2/27	\$139	no	no	The Westin has agreed to use the IMN contract with no attrition, F&B minimum • One (1) complimentary Presidential Suite for President <ul style="list-style-type: none"> • One (1) complimentary Suite • Two (2) complimentary Junior Suites • Eleven (11) upgrades at the group rate to Concierge Level or Corner Room • Fifteen (15) complimentary VIP welcome amenities will be extended to individuals designated by EASFAA • Complimentary health club passes will be extended for the duration of the program • Complimentary Meeting rooms and Exhibit Hall rental • A discount of 12.5% on confirmed food and beverage charges to be confirmed using 2010 menu and prices. • A fifteen percent (15%) discount will be extended on AV Price List • One (2) Planning Meetings of two (2) days will be extended at any time preceding the convention, subject to hotel availability, with complimentary meeting space for 10 people conference style and a reduced group room rate of \$145.00 • One (1) Board Meeting of three (3) days will be extended at any time preceding the convention, subject to hotel availability, with complimentary meeting space for 35 people conference style and a reduced group room rate of \$145.00 • Complimentary in-room internet will be 	Bad vibes; Concrete interior; Rooms too disjointed	NO	
Sheraton Atlanta Hotel	Atlanta	three sets of dates	\$135	no	no	They have agreed to use the IMN contract with no attrition, F&B minimum or meeting room rental SPECIAL CONCESSIONS <ul style="list-style-type: none"> • 5 – Staff rated rooms at \$99.00 rate • 4 –one-bedroom suite upgrades • 10 – Room upgrades to Club Level at the group rate • 4 – Complimentary amenities • Discounted hotel self parking to \$ 9.00 (discounted from \$21.00) & 10 complimentary parking passes 	Okay downtown location; Metro 2 blocks; Nice staff; Will offer free internet in sleeping rooms ; Not only group there, but contained mostly to one level; formal registration area; comp package handling; 30-50% discount on AV	Consider (Top 3)	www.sheratonatlantahotel.com
Loews Atlanta Hotel	Atlanta	2/7 - 2/13	\$159	no	no	Requests F & B minimum with 80% attrition Discount on AV		No (higher room rate; F&B minimum)	http://www.loewshotels.com/en/Atlanta-Hotel

Hyatt Regency Atlanta	Atlanta	2/7, 2/13	\$179	no	no	<p>2nd option for meeting -CONCESSIONS- We are happy to offer the following concessions for your group based on 90% guest room pick up.</p> <ul style="list-style-type: none"> <input type="checkbox"/> One (1) complimentary Presidential Suite for President. <input type="checkbox"/> One (1) complimentary Governors Suite <input type="checkbox"/> Two (2) complimentary Executive Suites <input type="checkbox"/> Eleven (11) upgrades at the group rate to Concierge Level or Corner Room <input type="checkbox"/> Fifteen (15) complimentary VIP welcome amenities will be extended to individuals designated by group <input type="checkbox"/> Complimentary health club passes will be extended for the duration of the program <input type="checkbox"/> Complimentary Meeting Room and Exhibit Hall rental with the F&B minimum of \$50,000 dollars <input type="checkbox"/> A discount of 12.5% on confirmed food and beverage charges to be confirmed using 2011 menu and prices <input type="checkbox"/> A fifteen percent (15%) discount will be extended on AV Price List (provided the selection of PSAV as provider) <input type="checkbox"/> One (2) Planning Meetings of two (2) days will be extended at any time preceding the convention, subject to hotel availability, with complimentary meeting space for 10 people conference style and honoring negotiated group rate <input type="checkbox"/> One (1) Board Meeting of three (3) days will be extended at any time preceding the convention, subject to hotel availability, with 	No (higher room rate; F&B minimum)	http://atlantaregency.hyatt.com
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Hotels unable to offer availability:

Hotel	Reason for Decline
Sheraton Nashville Downtown	not available - offered Feb 28 start
Hilton Atlanta	Space not available
Embassy Suites Nashville	Insufficient Space
Hyatt Nashville	Insufficient Space

To: SASFAA executive board
From: Michael Poma, Legislative Relations chair
Date: July 28, 2011

The “new” Legislative Relations committee has begun communication internally with committee members and also SASFAA membership. We have already met via conference call, had a few email discussions regarding areas of concern and discussed our goals for the year.

Currently we see a few issues on Capitol Hill:

1. Debt Ceiling
2. Pell Grant
3. Verification changes
4. Subsidy cuts
5. Grad PLUS changes
6. Perkins

As a committee we will continue to monitor these areas and communicate with the board and membership as necessary.

In addition, in my previous role as the Chair (President) of Tri-State and as a member of EASFAA council, SASFAA will be able to collaborate on joint events the upcoming year.

1. **Legislative Briefing:** Tri-State has held this event the last two years and the event has been successful. Education Committee members/aides, NASFAA, NCHELP, and local Representatives have been invited to this event. The events goal is to open the communication lines between the Associations and Congress and to educate Congress on issues relating to Higher Education. EASFAA, SASFAA and Tri-State will collaborate on this event. The date is Wednesday, October 19. EASFAA is waiting from Senator Mikulski, MD, to sponsor the event (this sponsor gets as a free room on Capitol Hill). With our collaboration, more Representatives will be invited to the event.
 - a. Amy Berrier will be attending out of the NCASFAA budget. Bonnie and Nancy from UGA will also be attending from their UGA budget. GASFAA is considering sending a third person. This is an Open event, all are invited. I am requesting funds to send individuals from SASFAA to attend the event.
2. **Hill Visits:** EASFAA will be doing Capitol Hill visits February 9, 2012. These will coincide with the winter EASFAA board meeting. These will be a joint effort as well. Brad Barnett will be attending and other Legislative Affairs members are hoping to attend. I am requesting funds to send individuals from SASFAA to this event.

Myself and the EASFAA chairs feel with the numbers between EASFAA and SASFAA, we can make a larger impact in our meetings with Representatives. We believe by saying XX schools and XX students are affected will make a larger impact in our meetings.

To date, we have sent out four listserv messages:

1. Federal Register Information showing acceptable verification documentation
2. Save Pell Day information
3. Effects of Debt Ceiling, Inside Higher Ed article
4. Vote planned for Debt Ceiling

Committee members:

GA:	Bonnie Joerschke Tracy Ireland
VA	Donna Taylor
FL	Marguerite Jacobs
SC	Ken Cole
NC	Amy Berrier
MS	Joe Statuto
AL	Kelly D'Eath
KY	
TN	Ron Gambill

Agency notes:

TG:

TG has requested SASFAA consider adding FAB sessions at the conference. They feel, and I agree, having the ability to present on a product/solution is beneficial to a company and the membership. I forwarded this request to Dewey Knight.

KHEAA:

- **At the end of the third quarter, the Student Aid Branch has disbursed \$194.1 million, or 96.3%, of the \$201.6 million in available funds for FY 2011.** This includes: the KEES Program, the College Access Program Grant, the Kentucky Tuition Grant, the National Guard Tuition Award, the Osteopathic Medicine Scholarship, the Early Childhood Development Scholarship, the Robert C. Byrd Scholarship, the Mary Jo Young Scholarship, the KHEAA Work-Study Program, the Teacher Scholarship (to renewal recipients and/or Best In Class program repayment), the Go Higher Grant, and the Drive the Dream Scholarship.
- **New cohort default management services to be offered to colleges and universities.** KHEAA understands the importance for schools to be proactive in managing their cohort default rates. KHEAA will offer services later this summer to assist schools in managing their cohort default rates through a combination of default management plan development, early intervention, and multiple borrower contact options. Our cohort default management platform allows for services to be provided for all loan types, including FFEL, FDSL, Perkins, HEAL, and even private loans. The services will be fully supported by KHEAA on behalf of the school, although self-service options will also be available. There will be a range

of pricing alternatives to allow institutions to select costs and services that best meet their unique needs. Our Cohort Default Management services are designed to create flexible solutions, including contact with borrowers early in the process upon separation from school, during their repayment period, and during various stages of delinquency. The services are customized and can vary by different categories of students depending on the needs of the institution. Targeting students who drop to less than half-time status or withdraw before completing degree requirements can encourage them to re-enroll or provide early financial counseling to prevent their delinquency and subsequent default.

- ***Getting In delivered.*** Copies of a revised edition of *Getting In*, KHEAA's premier college planning book, have been delivered to high school counselors around the state for free distribution to this year's juniors. Students who will be juniors during the 2011-2012 school year will receive their copies of an updated *Getting In* early in 2012. The new version lists the majors offered by each college and university with the school rather than in a separate section, as has been done in the past. And, in response to comments from counselors across the state, *Getting In* once more includes an Areas of Study section that lists schools that offer particular majors. A student interested in studying history, for example, can now find a list of all schools offering history as a major instead of having to search through each school's list of majors.
- **Edward Cunningham, CEO, Executive Director, to serve as vice-chair of the Education Finance Council (EFC) Board of Directors.** Cunningham was re-elected to the Board at the EFC's annual meeting in Seattle, Washington, March 10-11. Mr. Cunningham was also chosen the organization's vice-chair. He will serve a three-year term on the EFC board and a one-year term as vice-chair. The EFC is the association focused on representing America's nonprofit and state-based student loan providers. These public-purpose organizations are dedicated to the single purpose of making college more affordable.

Highlights of State Scholarship and Grant Programs:

Overview

The Office of Student Financial Assistance (OSFA) State Programs, within the Florida Department of Education, administers a variety of postsecondary educational state-funded grants and scholarships, and provides information to students, parents, and high school and postsecondary professionals in the State of Florida.

Legislative Update

The 2011 Florida Legislative Session ended May 6, 2011, and Governor Scott signed bills that affect 2011-12 high school seniors who wish to earn a Florida Bright Futures Scholarship. The Office of Student Financial Assistance (OSFA) [website](#) will reflect these changes as of July 1, 2011. You may access any session bills via the Florida Legislature [website](#).

SB2150 – Senate Conforming Bill

- Requires all Bright Futures students to file a FAFSA prior to receiving funding in the 2011-12 academic year. The Florida Department of Education (FDOE), OSFA will continue to determine the student's academic eligibility for a Florida Bright Futures Scholarship. The postsecondary institution will determine (along with residency and citizenship), whether or not the student has submitted his annual FAFSA before funding Bright Futures. The FAFSA must be complete and error-free, but does not have to indicate financial need. Notifications have been sent to initial and renewal students.
- Expands Bright Futures initial eligibility community service hours for all three scholarship levels beginning with 2011-12 high school graduates:
 - Florida Academic Scholars – increases from 75 to 100 hours
 - Florida Medallion Scholars – new requirement of 75 hours
 - Florida Gold Seal Vocational Scholars – new requirement of 30 hours
- Increases for the 2013-14 high school graduates, the Florida Medallion Scholars initial eligibility test score requirement from 1050 SAT to 1170, and 23 ACT to 26.
- Created a pilot program at the University of Florida to provide for a Bright Futures cohort of initial students whose program funding will be limited to spring and summer on-campus classes.
 - OSFA will work with UF regarding all administrative requirements and processes for their initial cohort of 2012-13.

CS/HB7151 (K-20 Innovation Subcommittee)

- Requires the Department of Education to approve home education community service hours for Bright Futures initial eligibility. This means OSFA (not the public school district or a private high school administrator) will determine the policy for acceptable community service for home educated applicants and review their documentation of completed community service hours. This policy will be included on the Bright Futures website for home educated applicants beginning July 1.

The Robert C. Byrd Honors Scholarship – not funded for the 2011-12 year; therefore, no initial or renewal awards will be made. Notifications have been sent to all Byrd applicants and renewing students.

Resources

The OSFA [website](#) provides a wealth of information about state scholarship and grant programs. Select State Grants, Scholarships & Applications to access valuable resources.

Highlights of OSFA’s Outreach Team:

Overview

The Florida Department of Education (FDOE), Office of Student Financial Assistance (OSFA) Outreach Team assists assigned postsecondary educational institutions (and other program participants), located within a defined geographical area of Florida, with communications and operations related to student financial aid. The Outreach Team represents the Federal Family Education Loan Program and Florida state scholarship and grant programs.

Statistics

To date during the 2011 calendar year, the Outreach Team made over 20,000 contacts to assigned Florida postsecondary educational institutions. Additionally, the Outreach Team conducted 429 financial literacy workshops at 379 institutions reaching a total of 23,782 students. The Team has reached nearly the same amount of students during the first six months of 2011 as they did during the 2010 calendar year.

Each of the eight Outreach Representatives serves as a point of contact among individual institutions (and other program participants) in their area. The Outreach Team is responsible for:

- Conducting on-site visits and evaluations of postsecondary institution’s financial aid programs.
- Providing technical assistance and services to support financial aid programs.
- Providing training and educational assistance regarding:
 - Florida’s scholarship and grant programs.
 - Default prevention and default aversion.
 - Financial literacy.

The Outreach Team has already begun working with the Training Team to plan and present National Training for Counselors and Mentors (NT4CM) at five locations throughout the state of Florida. For Counselors and Mentors that are unable to travel, the Teams’ will be presenting the material via Webinar in Spring 2012. For more information, contact a member of the Outreach Team on the NyFF [website](#) under the “Contact Us” link.

Resources

The OSFA Outreach Team features “Navigating Your Financial Future” (NyFF), a comprehensive default prevention program. Utilized as an educational tool, NyFF offers comprehensive services and educational resources for students so they can learn to manage student loan debt successfully. View the latest resources on the NyFF [website](#).

What's new for your students in 2011?

Good news!

There are several new features available on Wells Fargo private student loans this year:

Reduced interest rate for Wells Fargo customers

Current Wells Fargo customers will now receive an up-front interest rate discount¹ on all Wells Fargo private student loans.

Fixed rate option

Borrowers now have a choice between a fixed or variable interest rate on the following private student loans:

- *Wells Fargo Collegiate*[®] Loan
- Wells Fargo Student Loan for Parents
- Wells Fargo Student Loan for Career and Community Colleges
- *Wells Fargo Private Consolidation*SM Loan

E-sign self-certification forms

We've simplified things for the borrower, giving the option to e-sign their self-certification form.

Loan forgiveness

Should the unthinkable happen, Wells Fargo now offers borrowers peace of mind with loan forgiveness in the event of death or disability.²



Questions?

Come see us at the Wells Fargo booth to learn more about these new features.

Or contact your Wells Fargo account executive or call our Client Services team at 1-877-699-5444.

Together we'll go far



¹ You may qualify for an interest rate discount if you or your cosigner has any of the following Wells Fargo products at the time of application: a Wells Fargo *PMA*[®] package — 0.50% discount; a qualifying Wells Fargo deposit account — 0.25% discount; a prior federal or private student loan made by Wells Fargo — 0.25% discount. Only one qualifying relationship discount will apply. You will automatically receive the highest applicable discount. For variable interest rate loans, if the relationship ends, the interest rate may be reset to reflect removal of the discount. Deposit products offered by Wells Fargo Bank, N.A., Member FDIC.

² Loan forgiveness does not apply to the Wells Fargo Private ConsolidationSM Loan.

Newsletter Editor Report
Ben J. Baker
August 2011 Board Meeting

The Ad Hoc Newsletter Committee appointed by President Bard Barnett at the June 2011 Transition Meeting has drafted an operational plan to establish a SASFAA Blog. The purpose of the blog is to offer an easier, quicker vehicle of communication to the SASFAA membership. There have been quite a number of legislative changes in the past 3 years that needed to be disseminated to the SASFAA membership quicker than the newsletter is designed to do. The newsletter format is very static in form and the material submitted for publication can become outdated before the newsletter is published.

The plan developed by the ad hoc committee includes establishing the blog website, developing a schedule for regular posting of pertinent material by all members of the SASFAA Executive Board, and monitoring by the current committee chair (Ben Baker) that executive board members are posting reports and pertinent news instead of submitting reportings for newsletter publication.

The members of the ad hoc committee are: Sandra Rockett, Doug Tanner, Jeff Holiday, Paul Coscia, Seph Anderson, Lester McKenzie, and Ben Baker. These persons are being submitted to the SASFAA Executive Board for service to the new committee for 2011-2012. A new name for the committee is in order.

The proposal for the establishment of the SASFAA Blog is included in a separate Word document to be included with this report to the SASFAA Secretary.

EXISTING POLICIES AND PROCEDURES HI-LITED IN BLUE CAME FROM THE SASFAA WEBSITE

Section 6: Duties and Responsibilities of Committees and Liaisons

6.12 Newsletter

The newsletter editor coordinates the quarterly production of the SASFAA newsletter that contains information on activities and issues important to the membership. Four issues are produced annually with on-line availability for October, December, April and June. Production and distribution of the newsletter must comply with fiscal year and bylaws requirements. To produce the newsletter, the editor will:

- a. 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;
- b. review state newsletters for articles appropriate for reprinting in the SASFAA newsletter;
- c. coordinate newsletter advertising with the vendor/sponsor chair and assist in projecting revenues for the budget and finance committee;
- d. collect the newsletter sponsorship ads and/or logos from sponsors;
- e. send an e-mail announcement of the newsletter's on-line availability to the SASFAA president and board along with committee chairs, regional association presidents and presidents-elect, the NASFAA national chair and chair-elect and to the SASFAA membership;
- f. work with the budget and finance chair to review and recommend the rates for advertisements, including applicable discounts, on an annual basis;
- g. use an editorial board to review the contents of articles as well as the proofing of the contents prior to publication;
- h. develop a production schedule that addresses any provisions set out in the bylaws, such as the distribution of nominations and elections materials; and
- i. forward the finished version of the newsletter to the SASFAA Webmaster for posting to the SASFAA Web site.

Section 8: Communications

8.1 Editorial and Publication Standards

8.1.1 Newsletter

The primary purpose of the newsletter is to disseminate information that may be of interest to the financial aid community. Generally, the newsletter shall be published in October, December, April and June. Each newsletter should include news of interest to student aid administrators including professional development information and events pertaining to aid administrators in the SASFAA region. The newsletter editor shall compile the newsletter. The newsletter editor shall be appointed by the president and approved by the Board. An editorial board shall be formed each year to review and edit the content of submissions, assist in the solicitation and/or writing of articles, and help proof newsletters prior to publication.

Each issue of the newsletter should include the following statement:

“The newsletter is published quarterly. Articles submitted by any person, company, or organization to the editor of the newsletter are subject to final acceptance by the editorial board prior to publication. The editorial board reserves the right to reject or edit for content or length any article or information submitted. Articles must be intended for the benefit of SASFAA members and not for marketing or promotional purposes.”

Editors are discouraged from including as articles in the newsletter unsolicited material that promotes goods or services from a vendor. Such promotional materials should be included as paid advertisements and noted as such in the newsletter.

The exception to this policy would be articles promoting goods or services offered through the state associations in the SASFAA region, or other state, regional or national associations representing student financial aid interests.

Each newsletter shall include a calendar of training and development activities in the region. State associations, the SASFAA vice president, the U.S. Department of Education, guarantors, and state agencies should provide information for the calendar.

Additional information may include, but should not be limited to:

- ☐ Board meeting highlights;
- ☐ message from the president;
- ☐ treasurer’s report;
- ☐ committee reports; and
- ☐ state reports.

An email is sent to all regional association presidents and presidents-elect, the NASFAA Director of Communications, and the NASFAA National Chair, National Chair-elect and Immediate Past Chair notifying them of the availability of the Newsletter on the web.

8.3 Electronic Communications

SASFAA utilizes various forms of communications to report information, programs, and services to the membership and its affiliated institutions, agencies, and constituencies.

1. List-serv. The primary purpose of the SASFAA List-serv is to facilitate communication by and between SASFAA members regarding topics related to the administration of student financial aid. When communicating through the List-serv, ethical behavior should be observed at all times, and no behavior should take place over the List-serv that would be considered inappropriate for a face-to-face meeting. Failure to adhere to this standard of conduct may result in loss of access to the List-serv or more severe action, depending on the circumstances.

The SASFAA List-serv is not to be used to advertise, market, or to otherwise promote products or services. For advertising and other marketing opportunities, please follow the Sponsorship link on www.SASFAA.org The SASFAA List-serv may be used for announcements of job changes, but such announcements must be informational only (e.g. new company, title, new phone/fax number(s), new e-mail address) and should not include any additional information, promotional or otherwise about the hiring entity.

The use of the SASFAA List-serv for announcement of employment opportunities for financial aid professionals is permitted. Such postings should be informational only, and should not include promotional information about the institution or company.

Any List-serv communication that could lead to the unnecessary congestion of the network or that might otherwise interfere with the work of others is not permitted. Examples of such communications include virus warnings, email scam warnings, and “chain” letters.

Exceptions to this policy can only be approved by the SASFAA Board. The Board and committee chairs shall use this type of communication to provide information to Board members and other committee chairs included on the List-serv. The chair of the electronic services committee maintains the List-serv. The ongoing maintenance of this List-serv should have as much continuity as possible and movement of the responsibility should be kept to a minimum. There should be a backup person assigned to assist or to assume responsibility for the maintenance of the List-serv.

2. Website. SASFAA shall maintain a website to provide informational materials pertaining to the association such as its programs, activities, services, meetings, workshops, and conferences.

Content should reflect the association’s mission and goals. The useful life span of the content should be a maximum of two years and older materials should be archived with the ability to retrieve them as needed.

8.4 Advertising

Advertising offers businesses and vendors an opportunity to market products and services to the membership. The association gains operating funds through fees paid by businesses and/or vendors. It is incumbent upon the Board to establish guidelines to ensure that the quality, quantity and content of advertisements complement the mission of the association.

8.4.5.1 Newsletter

The Vendor sponsor chair solicits ads no later than August 1 and instructs the advertiser to send payment to the treasurer. The ad should be sent to the newsletter editor.

PROPOSAL for SASFAA NEWSLETTER/COMMUNICATIONS COMMITTEE

Social media outlets are revolutionizing how people communicate and get news. Instead of producing four (4) newsletters during the year, the Newsletter/Blog/Communications Committee proposes to establish a schedule from which different SASFAA elected officers or State Presidents or SASFAA appointed committee chairpersons submit an article via the "SASFAA Blog."

We have 9 State Presidents, 6 elected officers, and 10 committees (excluding Professional Development which is handled by the VP, By-Laws which is handled by the Secretary, and Governance and Planning handled by the Past President). Using the blog format, most members of the SASFAA Executive Board would submit articles only 2 times per year versus the 4 times per year as the newsletter format follows.

We might want to consider doing something like having a couple of people responsible for a blog each month. The key would be try and time when the blog is used for some of them to coincide with the work of their committee/office. In this format each person would only write one or two blogs a year instead of a full newsletter, and things could be posted more frequently as needed...this would just be a guideline for minimum usage. Having a timetable would help keep this moving in the future as SASFAA learns new way to communicate with members. I'm guessing it would look something like this (I tried to think of some of the committee's peak work times when developing this format):

August – President, Membership
September – Site Selection, Electronic Services, Alabama
October – Legislative Relations, 2020, Florida
November – Past President, President Elect, Secretary, Georgia
December – Conference, Vendor Sponsor
January – Past President, Conference, Secretary
February – Past President, Conference, Secretary, Kentucky
March – Newsletter, Vendor Sponsor, Mississippi
April – Vice President, Treasurer, North Carolina
May - Vice President, President Elect, South Carolina
June – Vice President, Tennessee
July – Budget & Finance, Virginia

This is just a thought.

The blog might feature upcoming events, conference updates, association news, pictures, movers and shakers, profiles of Board and Committee members, urgent legislative news and updates. The blog could serve as the communications vehicle for the SASFAA President to extend a call to action during times of elevated legislative activity. The SASFAA List-serv could also be used for such a call to action.

The blog should allow for a regular, steady stream of news coming from the SASFAA leadership if the SASFAA Executive Board members will diligently follow the reporting schedule. I believe this format of communicating will be less structured and a more FUN way to provide news, create and/or maintain relationships, learn more about each other, and keep in touch.

Proposal for a Blog Concept of Communication

Operational Considerations of the Blog:

- The ability to post a blog will be limited to the six (6) elected SASFAA officers, the nine (9) elected state presidents, the ten (10) appointed committee chairpersons, and any other Special Appointee chosen and/or so designated by the SASFAA President.
- If a SASFAA member who is not currently serving on the SASFAA Executive Board wishes to submit a blog, the SASFAA member may submit the article to the Newsletter/Communications Chairperson for review. If the article is appropriate for dissemination to the SASFAA membership, the Newsletter/Communications Chair will post the article for the good of the association.
- The SASFAA Listserv will remain available to all current dues-paying SASFAA members for delivery of news of importance to the SASFAA membership.
- Contributors to the SASFAA Blog should refrain from including as articles in the blog unsolicited material that promotes goods or services from a vendor. Such promotional materials should be included as paid advertisements and noted as such in the blog.
- The Blog/Communications Chair should send an email through the SASFAA List-serv to advise the SASFAA membership when there is timely, urgent, information that has been posted to the blog. Some SASFAA members might not be checking the blog regularly as compared to their email.
- The Newsletter/Communications Chair should serve as the monitor to ensure that members of the SASFAA Executive Board are posting periodic reports according to a schedule approved by the SASFAA Executive Board.
- Any member of the SASFAA Executive Board may send their report or article to the Newsletter/Communications Chair for posting to the blog on his/her behalf if the board member so desires.
- The committee chair should edit articles for accuracy, quality and appropriate length and incorporate photographs and graphics when needed for those board members who submit such articles and reports to the Newsletter/Communications Chair.
- All members of the SASFAA Executive Board may post at any time urgent articles of importance pertaining to the financial aid industry.
- All of the following are acceptable for posting to the blog: Committee Reports, Board Meeting Highlights, State Reports, Financial Aid News Articles, Industry Announcements, Special Person Recognitions, Workshop Announcements, Conference News and Announcements, President's Report and Message, Treasurer's Report.
- The blog may be used to provide a continuing calendar of upcoming events.
- Photos are acceptable for being included in blog announcements and reports.
- The Newsletter/Communications Chair should continue to function as a "monitor" of industry events and announcements to ensure timely postings of news worthy of submission to the SASFAA membership via the blog and/or the SASFAA List-serv. Any and all other SASFAA Executive Board members may post industry news and announcements at any time to assist the Newsletter/Communications Chair in keeping the SASFAA membership notified of such news.
- The Newsletter/Communications Chair will solicit and collect sponsorship ads and/or logos from sponsors.
- A suggested schedule of posting reports might be:

August – President, Membership
September – Site Selection, Electronic Services, Alabama
October – Legislative Relations, 2020, Florida
November – Past President, President Elect, Secretary, Georgia
December – Conference, Vendor Sponsor
January – Past President, Conference, Secretary
February – Past President, Conference, Secretary, Kentucky
March – Newsletter, Vendor Sponsor, Mississippi
April – Vice President, Treasurer, North Carolina
May - Vice President, President Elect, South Carolina
June – Vice President, Tennessee
July – Budget & Finance, Virginia

- The Newsletter/Communications Chair should send the SASFAA board and committee chairs reminders of upcoming report due dates for their scheduled blog submission.
- The committee chair should assist the SASFAA Nominations and Elections Committee in notifying the membership of candidates running for SASFAA elective office by posting statements of candidacy and dates for electronic voting.
- The committee chair should ensure that critical industry and association announcements posted on the SASFAA blog are distributed to national, regional, and state financial aid leaders.
- The committee chair will post appropriate articles submitted by NASFAA for posting to the SASFAA Blog.
- SASFAA will not accept paid advertising of business opportunities, job openings, or other employment related information to the blog. Job postings and employment opportunities should be disseminated through the SASFAA List-serv and not through the SASFAA blog.

Will we continue to run advertisements, i.e., such as Banner ads if we go to the “blog” format?

The Banner ads currently run for a 3 month period of time in the newsletter. Shall we run the ads on the blog for 3 months?

We may eventually need a new name for the “Newsletter” committee. However, I do not see this item as an immediate requirement. If someone wishes to propose a new name for the committee, please come forward with your suggestion(s). The SASFAA Board may wish to give the committee a new name at the August 2011 meeting. OK with me.

RMASFAA is the only regional association which currently has a blog. The homepage of the RMASFAA blog is: <http://rmasfaa.wordpress.com/>

You might go to the RMASFAA blog website and take a look. They have a lot of variety and photos.

We will need a name for the SASFAA blog website. I like the idea of having nothing more than the words "SASFAA" and "NEWS" in our blog address. I like something as follows: SASFAANews.com, SASFAAEnews.com, ENewsSASFAA.com, NewsSASFAA.com

HOWEVER, Jane Moore can figure out whatever is appropriate and necessary for the address. I will be flexible and adaptable.

POLICIES AND PROCEDURES HI-LITED IN MAJENTA CAME FROM THE RMASFAA WEBSITE

FROM THE RMASFAA POLICIES AND PROCEDURES MANUAL

5.3 ASSOCIATION NEWS COMMITTEE

5.3.1 Purpose

The purpose of the Association News Committee is to coordinate the preparation and presentation of Association news.

5.3.2 Duties

- Review the General Policies in Section 6.
- Hold an organizational meeting to plan the strategy for fulfilling the purposes of the committee and to establish specific deadlines for submission of articles and establish presentation deadlines. During the organizational meeting, review and update the calendar of committee activities.
- Develop and manage a budget, which stays within the limits approved by the Board, to support the activities of the committee.
- Solicit articles, photographs, and informational items; prepare and edit the newsletter and other publications; and make these publications available to the membership in the most appropriate format.
- Designate the editor of the *Rocky Mountain Exchange*. The chair appoints the editor with the approval of the President and is responsible for the oversight of the newsletter production. The chair will also coordinate with the Electronic Initiatives Committee for the electronic publication of the newsletter.
- Receive, review, select and prepare material to be published in the newsletter. Articles may include, but are not limited to:
 - o Board of Directors' meeting highlights
 - o Message from the President
 - o Treasurer's Report
 - o State Reports
 - o Associate Member Delegate Report
 - o RMASFAA Updates
 - o Quarterly calendar of events
- Work with the Corporate Development Committee chair to propose advertising rates to the Board of Directors for approval.
- Publish the *Rocky Mountain Exchange* generally four times a year but more frequently as news and activities warrant and as budget allows.
- Determine what additional activities are appropriate for the Committee to pursue for the year (e.g. *Reflections*, RMASFAA Calendar, monographs, etc.)
- Perform other duties as assigned by the President or the Board of Directors.

FROM THE RMASFAA POLICIES AND PROCEDURES MANUAL

5.7 ELECTRONIC INITIATIVES COMMITTEE

5.7.1 Purpose

The Electronic Initiatives Committee is responsible for managing electronic communications among Association members and for making recommendations to the Board and membership regarding enhanced electronic services. The Committee will also make recommendations to the Board regarding the most effective use of electronic communications.

5.7.2 Duties

- Review the General Policies in Section 6.
- Develop and manage a budget, which stays within the limits approved by the Board, to support the activities of the committee.
- Manage WWW.RMASFAA.ORG, the association's website, by serving as liaison between the website provider and the Board and committee chairs.
- Manage RMASFAA-L, the Association e-mail list, in conjunction with the Membership Committee.
- Examine the feasibility and mechanisms for delivering selected services electronically.
- Assess the training needs for implementing a new electronic service, when necessary.
- Post a calendar of events on the website and update it as required.
- Serve as a liaison with other state, regional and national electronic initiatives committees, when necessary.

FROM THE RMASFAA POLICIES AND PROCEDURES MANUAL

6. GENERAL POLICIES

6.1 ADVERTISING

- Corporate entities serving the aid profession will be actively invited to advertise products and services on the RMASFAA web site and in any printed publications except programs for the Annual Conference and Summer Institute.
- Paid advertising is not permitted in the Annual Conference Agenda/Program or the Summer Institute Agenda/Program.
- Advertising/**corporate support**/exhibitor information will be available to the membership during December of each year.
- The Association News Chair, the Corporate Development Chair, and the Electronic Initiatives Chair, with the final approval of the Board, will establish rates and benefits.
- Any advertisement must be approved by the chair of the relevant committee prior to publication.
- Each chair reserves the right to authorize a refund for any money paid and to reject any offer to advertise if the advertisement is inappropriate or inconsistent with the Association's mission, or if RMASFAA is unable to accommodate it.
- RMASFAA does not accept paid advertising of business opportunities, job openings, or other employment related information.
- Advertising may be considered unrelated business income to the association, and, as such, may be subject to corporate income tax.

6.1.1 Web Advertising

- Web advertisements for a portion of the calendar year will not be pro-rated.
- Different costs and benefits will be established for web advertising to allow access for both large and small advertisers.
- Web advertising will be for the calendar year, and payment is due by February 1 of that year.
- Any changes to the initial ad will be at the expense of the advertiser.
- New web advertisements will not be posted until paid in full.

- Renewal advertisers who have not renewed their ads and paid for the new year's ad by February 15 will have their ads removed from the web site as of February 15.

6.1.2 Association Publications. The goal for allowing advertising in **association publications** is to provide an opportunity for **corporate support** without overwhelming the publications with ads.

FROM THE RMAFFAA POLICIES AND PROCEDURES MANUAL

6.17 ELECTRONIC COMMUNICATIONS

Revised: 22 Feb. 04 V1 34

6.17.1 Electronic Mail Distribution Lists

RMAFFAAxx-OFFICERS, RMAFFAAxx-COMMITTEE, RMAFFAAxx-STATE, RMAFFAAxx-BOARD (Note the xx in the electronic mail list address is designated year of the distribution list):

- Once a new Board has been finalized, the names and email addresses of Board members should be organized by sub-lists and sent to the EIC chair to coordinate the creation of new Board lists for that year.
- The new Board lists should become active three months prior to when the new Board is seated.
- The prior-year Board lists should remain active until the Immediate Past President asks that they be deactivated or for one additional year, whichever occurs first.
- Voting members of the Board may conduct business using these lists.
- There is currently no hosting cost to the association for these lists.

6.17.2 RMAFFAA-L List-serv

- When a new member is entered into the membership database, the chair of the Membership Committee should subscribe the member or forward that name and email address to the EIC chair for subscription to the list.
- There is currently no hosting cost to the association for this list.

6.17.3 Website WWW.RMAFFAA.ORG

- The EIC manages the costs associated with publishing Association web pages.
- The EIC chair determines and requests the annual budget for electronic communications using the association's website.
- A cost and usage analysis of website activities, organized by committee, is maintained on a monthly basis for presentation to officers and committee chairs at Board meetings.
 - o Usage statistics are provided by the website provider.
 - o The monthly invoice is provided by the website provider to the EIC chair and the Treasurer.
 - _ The invoice is used to determine what costs are to be assigned (for EIC budget purposes) to a particular committee.
 - _ Monthly maintenance costs are always listed as an EIC expense.
 - o The EIC maintains an annual calendar of key website publication activities, by committee, to assist committee chairs in planning upcoming website publication dates.
 - Web site content:

Although the committee serves as the manager of the website and may make suggestions to the Board regarding look or content of the website or serve as consultant to committee chairs regarding the look or content of individual web pages, the EIC is ultimately **not** responsible for website content.

Occasionally, the website provider and/or the EIC chair may have to make layout decisions to allow successful publication of a particular document or graphic. The website provider and/or EIC chair may

also correct misspellings. The committee chair responsible for the document or graphic will be notified if any changes or corrections need to be made.

Electronic Services Report – July 2011
Jane Moore

Summary of Activities

Activity: Performed annual board transition updates. Updated website with new forms.

Activity: Submitted request to ATAC to change/activate membership form for the 2011-2012 year. Updated credit card payment page to allow payment of 2011-2012 membership dues.

Activity: Redefined online Committee Member Form using SASFAA's Form Site account. The form collects important data on potential committee members. Committee chairs can use the data to ensure a diverse representation on their committee. As of July 28th, 7 potential committee members had completed the form.

Activity: Sent out User Manual to Board Members and Committee Chairs on uploading reports to the SASFAA website.

SASFAA Financial Historical Review

**2011-2012
Proposal**

		Final 10-11	Final 09-10	Final 08-09	Final 07-08	Final 06-07	Final 05-06
INCOME							
Membership Dues	31,500.00	36,810.00	24,290.00	28,675.00	38,510.00	39,060.03	36,082.39
Professional Development	60,000.00	74,645.00	65,295.00	57,625.00	77,569.00	97,770.96	100,770.95
Annual Meeting	100,000.00	115,200.00	86,200.00	90,505.00	132,015.00	154,734.70	141,664.29
Vendor/Sponsors/Patrons	55,000.00	54,019.95	52,447.78	78,451.67	131,165.00	148,211.57	179,757.01
Advertising	20,000.00	18,630.05	17,452.22	25,547.33	30,380.00	46,540.00	52,035.63
Interest Income	8,500.00	8,632.98	14,277.92	26,507.81	30,190.52	28,868.03	22,170.47
Miscellaneous Income		3,651.94	0.28	7,638.33	3,480.07	12,809.69	2,042.19
Balance Forward		0.00				-	-
Deposit of Funds from Reserve						-	25,000.00
Total Income	\$ 275,000.00	\$311,589.92	\$ 259,963.20	314,950.14	443,309.59	527,994.98	559,522.93

EXPENSES

President	7,000	6190.84	7,571.80	12,631.30	9,498.09	9,067.71	8,993.60
President-Elect	7,500	5560.91	7,314.43	9,511.35	10,474.96	8,310.74	4,587.03
Vice President	3,800	2061.37	1,609.27	2,341.95	2,860.76	4,332.57	1,182.25
Secretary	3,000	2243.65	4,104.82	4,391.53	4,029.53	3,437.73	3,164.79
Treasurer	3,750	2302.82	2,429.03	4,679.08	2,784.85	4,530.32	5,713.33
Past President	6,500	5228.75	8,366.59	7,400.59	7,306.88	6,714.89	2,717.20
Membership	3,000	2998.74	3,075.57	4,188.35	5,664.42	3,131.80	2,915.67
Electronic Services	9,300	7911.70	9,430.02	9,466.26	12,202.53	7,349.63	7,728.72
Professional Adv	60,000	53839.69	53,467.13	68,858.68	97,703.66	105,438.32	98,865.83
Newsletter	1,500	835.92	1,775.88	2,290.23	2,904.74	1,715.19	1,946.42
Budget and Finance	4,000	2527.66	5,480.47	4,648.91	6,525.06	3,336.52	1,738.41
Annual Meeting Program	100,000	82470.40	178,011.07	159,985.87	279,902.29	218,793.44	192,743.77
Site Selection	2,200	1173.62	2,092.93	2,055.66	1,137.04	711.91	1,085.10
Nominations and Elections	0	0.00		-	-	4,764.16	4,156.95
Executive Board	25,000	20668.30	37,292.60	34,211.89	46,323.92	40,384.24	35,929.63
President's Contingency	1,000	502.00	967.57	1,149.00	2,500.46	3,401.45	1,198.44
Lender/Agency Liaison	0	292.54					

Advance Program Planning	500	111.36	309.09	676.71	3,817.55	139.68	44.09
Diversity Issues	2,300	90.80	2,423.50	4,428.79	1,824.44	12,554.44	8,829.56
Prior Administration Bills	250	0.00	219.41	-	754.00	9,474.57	6,360.44
Legislative Relations	4,250	317.50	1,765.11	2,094.73	2,777.43	2,215.56	2,717.77
Long Range Planning (includes GA	2,150	695.79	7,832.40	2,024.04	1,982.64	2,666.42	33,029.22
Vendor/Sponsor/Patrons	2,200	1337.04	1,863.02	3,127.89	3,929.15	4,491.42	2,970.46
Special Projects	0	565.64		34,600.93	13,619.70	34,006.20	2,997.25
Computer Hardware/Software	0			-	-	710.80	437.74
Purchase of CD	0			-	-	-	25,000.00
Leadership Development	0			-	-	5,049.99	-
Accounting Fees and Taxes	8,500	3560.00	4,441.00	3,477.00	7,175.67	18,107.87	
Contractual Obligations ***	0	0.00	41,343.17				
Online Payment Processing Fees	2,500	2071.61	1,829.25	1,904.27	2,407.01	-	-
Sub-total Expense	\$260,200.00	\$ 205,558.65	\$ 385,015.13	380,145.01	530,106.78	514,837.57	457,053.67
Net Income	14,800.00	106,031.27	-125,051.93	-65,194.87	-86,797.19	13,157.41	102,469.26
Assets							
Checking			4,758.97	4,758.97	21,408.63	20,605.40	
Savings			22,472.80	63,859.85	65,499.39	150,509.91	
Investments			452,941.62	555,000.00	600,000.00	600,000.00	525,000.00
Total Assets		586,204.66	480,173.39	623,618.82	686,908.02	771,115.31	525,000.00

**SASFAA Investment Research/Plan
(July 27, 2011)**

The following is a summary of discussions between Sandy Neel, Jeff Dennis, Nancy Garmroth, Marian Huffman, and Brad Barnett to be presented for the Board's consideration during the August Board Meeting.

1. Marian will present the NASFAA long term investment option to the Board in August. The purpose will be for the Board to agree on the plan to move ahead with this if everything lines up (based on what we get from NASFAA). We should have a vote to proceed with this contingent on what we get from NASFAA and revisions to the applicable SASFAA documents. The financial breakdown of our investments (see INVESTMENT PLAN below) will be presented as a suggestion for how to divide/invest our funds.

INVESTMENT PLAN:

- Have \$444,000 with SunTrust of which \$175,000 are in CDs which none mature before March 2012)
 - Have \$86,000 with BB&T in Savings
 - Have \$80,000 with BB&T in Checking
 - Leave the Checking alone and it can be a cushion for any potential issue during 2011-2012. That leaves us \$355,000 to decide what to do with now.
 - Invest \$150,000 with NASFAA (long term investments)
 - Consider investing \$150,000 with SunTrust's FDIC insured instrument but earnings is tied to the market.
 - Put \$55,000 into CDs.
 - Summary:
 - That would give us \$300,000 in long term investments, \$230,000 in short term investments (with a degree of liquidity) and \$80,000 (BB&T Checking) for immediate liquidity.
 - 49% in long term
 - 38% in short term
 - 13% immediate liquidity
2. The Budget & Finance committee is meeting in October. They will make revisions to the Guide to Financial Management and P&P at that time to account for the change in investment philosophy. Marian will present this to us at the November Board Meeting for consideration. She will also try to have the representative from SunTrust join their October meeting to discuss the conservative account recommendation to the committee so Marian can present more detail about that to us at the November meeting.
 3. If the Board approves this in November we will move forward with making these investment changes.
 4. Sandy contacted Justin to follow up with some questions about the logistics of this arrangement between NASFAA and the associations. The following is a result of that the July 25, 2011 e-mail transaction:

Sandy - Would there be some sort of formal written agreement between NASFAA/SASFAA outlining what Justin explained in an earlier email, including that we would be following the Long Term Fund investment strategy outline in the NASFAA Investment Policy Guidelines and be notified should NASFAA change this policy?

Justin - The agreement would give NASFAA trading authority so that any changes we make in our investment portfolio could be reflected in the regional subaccounts, although some funds/strategies may require substitutes or slightly higher fee share classes based on minimums or if a fund has closed to new investors. Lepercq Lynx will attempt to replicate the investment experience of the regions to that of NASFAA, but it will be slightly different in most cases for the reasons mentioned.

Sandy - Will there be something in the agreement that addresses any minimum requirements for deposit amounts and/or restrictions on our ability to access any funds we put into this account?

Justin – We ask that associations limit the transactions to a minimal amount – say four per year – as this should not be considered a liquid account. Obviously extenuating circumstances – on an exceptional basis may require regions – to deviate from that standard once in a while. We can accommodate as needed within reason.

Sandy - Will NASFAA provide something that will address SASFAA's ability to "pull out" at our discretion?

Justin - Regions that want to pull out all of their funds are free to do so. These funds are not comingled with any other region or with NASFAA's funds. The regions should be aware that some, but not all, funds may carry a short-term redemption fee, but this will not prevent a complete withdrawal of the assets if necessary.

Sandy - Any other items that we might need in writing before we do this?

Justin - Everything is actually standardized with each region. The only other region who is taking steps to implement at this time is WASFAA. All regions will have the same agreement with NASFAA. If we change an agreement with one region, we would change it with all.

Also see Justin's June 7, 2011 e-mail comments below for more information about the investment plan.

To get the ball rolling, our investment advisors (Lepercq Lynx Investment Advisory, LLC) would need the following list of information to create/open your account:

- *SASFAA's Articles of Incorporation*
- *IRS letter re: 501c3 status, which they believe is the same form that lists the region's separate tax ID #.*

You can send these directly to us and we would pass them along to Lynx for you. As a reminder, SASFAA's funds would not pass through NASFAA, but would be wired directly to/from Schwab by your region. SASFAA would receive its own monthly statement, but could rely on quarterly reports provided to NASFAA for portfolio analysis.

Finally, since we first discussed this in the fall, one of NASFAA's funds, the Arbitrage Fund, has closed to new investors. Therefore, the tracking/matching would be less exact than previously discussed. All

of our other funds can be replicated, albeit with possibly different share classes based on minimum requirements. Lepercq Lynx would do their best to track them as closely as possible. SASFAA would also have to give NASFAA trading authority so that when we authorize a trade in or out of any fund, Lynx could do the same in all of the subaccounts.

Your fee would be the same percentage fee as NASFAA's and Lepercq Lynch would withdraw any fee automatically from the account on a quarterly basis.

ALABAMA STATE REPORT
Vickie Adams State President

AASF AA held the 2011-2012 Transition Board Meeting on the campus of Samford University in Birmingham, Alabama June 15, 2011.

We will continue to hold a one-day drive-in workshop for our AASF AA members in the fall. Our fall workshop will be held October 14, 2011 on the campus of Auburn University, Montgomery. We will have a federal trainer on site and the topic(s) has not yet been decided.

The 2011-2012 AASF AA Spring conference will again be held at Lake Guntersville State Park in Guntersville, Alabama, April 10-13, 2012. This will be the 3rd year to hold the conference at this location. We will continue to get the same room rates each year at Lake Guntersville if we choose to hold the conference at the Lodge. The folks are awesome to work with.

There were several items discussed at the Budget Committee meeting for the 2011-2012 year. There will be no increase in annual membership dues and we will keep the cost of vendors at the same rate as 2010-11. All registrations for conferences and workshops will be online.

During my term as President, my goal is to increase our membership and encourage members to get plugged in and volunteer. This, I believe, could be accomplished by asking current Committee Chairs to reach out and ask "new" members to co-chair with them. This, I believe could be an asset to our organization and get members motivated to step forward and volunteer without being "scared" or intimidated.

FASF AA Board Report
Allison Beaver
August 6, 2011
Greensboro, NC

It is a pleasure to have the opportunity to serve on the SASFAA Executive Board this year. We all work in an ever-changing environment; what was once simple is now more complex. We as Financial Aid Administrators must begin to examine the interaction of financial aid among other financial aid professionals, student and parents. Because of this, we must begin:

"Reimagining Financial Aid"

This next year the Executive Board will continue to focus on the importance of training for all levels of financial aid administrators and ensure that there is ample training opportunities available. We want to ensure that FASF AA continues to be recognized through the state, not just in colleges, but in high schools, elementary schools and in the home. We as financial aid professionals are here for the students, and it is important to make sure that our students know what FASF AA has to offer – from scholarship to outreach opportunities.

Goals:

- Changing the FASF AA Logo
- Strengthening the brand name of FASF AA within communities
- Increase the Early Awareness/Outreach activities throughout the state
- Build upon our Cultural/Diversity relationships throughout the state
- Multiple Training opportunities throughout the year
- Establishing new partnerships with sponsors
- Apply for the College Goal Sunday Grant – will happen after July 2011 when the process opens

Upcoming events:

- July 28th – Transition Meeting /Clearwater, FL
- July 29th – 1st Executive Board Meeting/Clearwater, FL
- May 29 – June 2, 2012 – FASF AA Annual Conference/Orlando, FL

State Report: Georgia

Respectfully Submitted by: Nancy Ferguson

The 2011-2012 awarding year has brought many challenges to financial aid offices across the State of Georgia. In late April the Georgia General Assembly made major changes to the Georgia HOPE Scholarship and Grant Programs allowing only a small window of time for aid offices to implement these changes. Aid offices are also tasked with explaining these changes to students and their parents who are upset and confused by the reduction in funding. This has kept our membership very busy.

GASFAA held its transitional board meeting on June 29, 2011 at the University of Georgia. We had an energetic, productive meeting and made a lot of great plans for the upcoming year. We voted on the contract for the 2013 conference which will be held at the Classic Center in Athens, GA. Holding the conference at a convention center vs. a hotel will save us from a food and beverage minimum and hotels in Athens-Clarke county do not charge room attrition. We feel that we will be able to hold a nice yet cost effective conference. The Professional Development committee has already held their first meeting and has a lot of timely, informative workshops planned for the Fall and Winter periods. They have invited a representative from the Dept of Education to do a session on Gainful Employment and have purchased NASFAA CORE Training materials to host a New Aid Officers workshop.

I attended the NASFAA conference in Boston July 2011 on behalf of GASFAA. It was a great conference and I enjoyed seeing some of the other SASFAA state presidents at the state president breakfast.

Kentucky President's Report
Aaron Gabehart
August 6, 2011

Summer Transition Meeting

KASF AA's summer transition meeting took place on Thursday, June 9 at KHEAA in Frankfort, KY. Items discussed included expense reimbursement, travel, parliamentary procedure, and goals for 2011-2012. There was also time allotted to train the outgoing and incoming officer or committee chair.

GOALS for 2011-2012

- Add a KASF AA committee service requirement to the New Aid Officer Workshop scholarship winner
- Add a mid level training workshop within our association
- Reach out to those that have been in financial aid for several years that are not involved in KASF AA

July Program Committee and Board Meeting

KASF AA's July Program Committee and Board met on Thursday and Friday, July 7 and 8, at the Ramada Plaza in Louisville, KY. The fall conference theme will be Navigating thru the Financial Aid Galaxy and will have an outer space theme. The fall conference will be held Wednesday – Friday, October 12-14, 2011. Dave Bartnicki is scheduled to be the Federal trainer.

High School Counselor Workshops

Each fall KASF AA offers a free, one-day financial aid workshop to high school guidance counselors. This year the workshops will be held at 10 locations across the state between October 31 and November 16. Vice President for Training Kristie Hughes and committee co-chairs Kate Ware and Jessica Cook are doing a wonderful job coordinating this training.

Nominations

Past President Dave Cecil is soliciting nominations for the following KASF AA offices: President-elect, Vice President for Training, Secretary, 2-year Public School Representative and Proprietary Representative. It seems to be growing increasingly difficult to find willing and qualified candidates to run for KASF AA offices, however Dave will make every effort to present a full dual slate of candidates to the board in December. KASF AA's online election will be held in early February.

College Goal Sunday

Plans are well underway for College Goal Sunday Kentucky, to be held on January 29, 2011 at various locations across the state.

Upcoming Meetings

The KASF AA Program Committee will meet on Thursday, December 8 and the board meeting on Friday, December 9, 2011 in order to plan for the Spring 2012 conference in northern KY. The location of the December meeting has not been set until it can be determined if meeting at a more central location will save money. KASF AA's spring conference will be held April 11-13, 2012 in Erlanger, KY, which is just south of Cincinnati.

Mississippi (MASFAA) Report
SASFAA Board Meeting
Greensboro, North Carolina
August 2-4, 2011

2011 Conference Review

We held our annual conference June 15-17, 2011 at The Hollywood Casino in Bay St. Louis, Mississippi. The conference was very well-received, under the conference theme of "Everyone's a Winner in MASFAA, Come and Play." Conference attendees were treated to several general sessions conducted by federal trainer David Bartnicki, as well as twelve unique interest sessions ranging from "Serving Millennial Students and Their Families" to "Being Prepared for a Program Review." During closing session, it was announced to the membership that The Inn at Ole Miss will play host to the 2012 MASFAA conference, May 23-25, 2012. Moreover, the 2012 conference will mark the first time that an institution of higher learning will host a MASFAA conference.

2012 Conference Committee Meeting (June 23, 2011)

News & Notes

Theme: Team Mississippi

Date: May 23-25, 2012, The Inn at Ole Miss, Oxford, MS

Facilities: No room block; No food obligation; Free hot buffet breakfast for hotel guests; Free shuttle to historic Oxford Square each night; Discounted fee for facilities through Ole Miss; President's Suite booked for hospitality room during conference; Room rates, standard, \$94 and two bed suites, \$119.

Attire: More casual; Everyone will be encouraged to wear their school attire, except for the President's Reception, which will be business casual.

T-Shirts: Conference committee will have royal blue shirts and the rest of the membership will have gray; Katie Tompkins, committee member from Ole Miss, is checking around Oxford about prices.

Wednesday "Night on Your Own:" Have each person to sign-up for a place to eat when they register: Also, have Ole Miss folks list their favorite places to eat and place information around pre-function area.

Thursday luncheon: Ole Miss Head Football Coach Houston Nutt will serve as keynote speaker.

Thursday President's Reception: Happy Hour will be in the lobby of the Alumni House for an hour before dinner. Dinner will take place in the ballroom: Former Mississippi State University Director of Financial Aid, Bruce Crain, will bring his band "Swing Shift" to play during the reception.

Charity: Ideas are still being researched for the charity: Some that were discussed were Ronald McDonald House, Grief Camp for Children (Moyer Foundation), etc; The board decided to let the conference committee decide on the final charity selection.

Fees: Conference registration fees will remain at \$150 per registrant. We decided to open registration on February 1, 2012 and those that register between February 1 and February 29 would be placed in a drawing to win one of three free nights at The Inn at Ole Miss during the conference.

Decorations: Possible decorations that were discussed: school pennants, magnolia flowers, and mason jars; The committee will be thinking of other inexpensive items that are representative of Mississippi.

Opening Session: Committee decided to run opening session from around 3:30pm-5:30pm; We will only have a short break in between the board meeting, opening session, and the federal update.

Possible session topics: COD Issues, Verification, SAP Requirements, Various Roundtable discussions, Pell Issues, Direct Loans Examined, VA Benefits in Today's World, Getting Involved in MASFAA, etc;

We will continue to think of additional topics by polling the listserv and directors during the year.

President of NASFAA, Justin Draeger: He has agreed to attend the conference as our opening speaker.

Next Meeting: We will more than likely have a conference call for our next meeting; Additionally, we may try to meet for an hour or two before or after our fall training event.

Executive Board Meeting (June 24, 2011)

The 11-12 board kicked off our term in office with a board meeting in Oxford, MS at The Inn at Ole Miss, on June 24. We felt it fitting to hold our first board meeting at the same site we will conclude our 11-12 year with our annual conference. One of the major goals and initiatives of our board will be to bring the original mission of MASFAA back to the front and center of the association.

MASFAA Mission Statement

The Mississippi Association of Student Financial Aid Administrators, Inc. was founded to establish a financial aid community that encourages the exchange of ideas and professional expertise to effectively and ethically promote access to higher education by meeting the diverse needs of our constituents (students, parents, and institutions).

To achieve our mission, MASFAA provides training opportunities for financial aid professionals, provides an atmosphere to develop networking and professional relationships, serves as liaison between federal and state authorities and the financial aid community regarding student financial assistance and educational access, and enhances public awareness of student financial aid assistance.

Among important talking points discussed during the meeting were the following:

New High School Counselor Initiative

We have designated five regional MASFAA representatives to serve as regional points-of-contact for high school counselors throughout Mississippi. The goal of this initiative is to allow high school counselors to have a single point of contact regarding various financial aid questions and concerns among their students. While a pilot program, we feel it is an initiative that can have a far-reaching impact in Mississippi.

Bolster Quality & Frequency of MASFAA-L Usage

While the MASFAA listserv has been used in good fashion over the years, a goal this year is to truly increase both the quality and frequency of newsworthy information disbursed to our membership. Among many ways we plan to implement this strategy, specifically legislative chair Joe Statuto plans to send at least a bi-monthly legislative updates to keep our members abreast of federal and state student aid news.

Continuation of Facebook Growth

In early March of this year, I created a MASFAA facebook page, and it's been an overwhelming success. The one challenge we face is getting more non-traditional internet users to join the facebook movement. The most recent use of our facebook page came during our 2011 annual conference, where attendees were reminded of various event locations and times. Additionally, all MASFAA members on facebook were able to see pictures from the conference in real-time as they were posted during the conference.

Fall & Spring Training

Our board selected dates for both our fall and spring training events. The events will cost a member \$35 and a non-member \$50 (ideally a business officer). The fall training event will be held on October 12, 2011 in Meridian, MS, while the spring training event will be held on February 2, 2012. We felt it necessary to notify both the membership and directors of financial aid across Mississippi about the exact dates and costs of our training events to allow them plenty of time to prepare budgets for 2011-2012.

MASFAA Budget

After lengthy discussions during the board meeting, a final draft budget was created and submitted to Treasurer Brett Barefoot from Ole Miss. Brett will work on the budget in the coming weeks, before ultimately having a final budget voted upon by the executive board. However, we feel very comfortable that we will have an operating budget that will fully allow us to accomplish our annual goals.

Consideration of Website Options

While initially considering moving from ATAC to Wild Apricot, an examination of the fee structure from ATAC provided the board insight as to potential ways to simply cut costs without having to completely start fresh with Wild Apricot. Namely, we will be bringing the newsletter in-house and moving the online election to ballotbin.com. With these changes, MASFAA expects to save around \$1300 for the year.

11-12 Committee Chairs

- 11-12 Archives (**Brenda Pittman**, William Carey University)
- 11-12 Audit/Finance (**Bob Walker**, Itawamba Community College)
- 11-12 Conference (**Nicole Patrick**, Mississippi University for Women)
- 11-12 Electronic Services (**LaShanda Chamberlain**, Mississippi Gulf Coast Community College)
- 11-12 High School Relations (**Greg Windham**, Northeast Mississippi Community College)
- 11-12 Legislative (**Joe Statuto**, Wells Fargo)
- 11-12 Newsletter (**Cindy May**, The University of Mississippi)
- 11-12 Nominations/Planning (**Donna O'Quinn**, Pearl River Community College)
- 11-12 Site Selection (**Wendy Hutchins**, Sallie Mae)
- 11-12 State Aid (**Jennifer Rogers**, Mississippi Institutions of Higher Learning)
- 11-12 Training (**Greg Windham**, Northeast Mississippi Community College)
- 11-12 Vendor Sponsor (**Wendy Hutchins**, Sallie Mae)

11-12 Executive Board Members

- 11-12 President (**Seph Anderson**, The University of Mississippi)
- 11-12 President-Elect (**Cindy May**, The University of Mississippi)
- 11-12 Past-President (**Donna O'Quinn**, Pearl River Community College)
- 11-12 Vice-President (**Greg Windham**, Northeast Mississippi Community College)
- 11-12 Secretary (**Brenda Pittman**, William Carey University)
- 11-12 Treasurer (**Brett Barefoot**, The University of Mississippi)
- 11-12 Member-at-Large (**LaShanda Chamberlain**, Mississippi Gulf Coast Community College)
- 11-12 Director (**Bob Walker**, Itawamba Community College)
- 11-12 Director (**Ann Margaret Mullins**, Delta State University)
- 11-12 Director (**Searcy Taylor**, Mississippi Gulf Coast Community College)

North Carolina State Report
Kim Driggers

Summary:

The Executive Board met on Thursday, July 28th at St. Andrews Presbyterian College for our first board meeting of the year. We have a very diverse group of individuals who are eager and ready to dig in and get the job done. We were able to prepare a balanced budget for 2011-2012 that was voted on and unanimously approved. While we had to balance our budget using money from our checking account, we hope to make that amount up during the year by adding additional members, conference attendees, and professional affiliates. At the same time we will discuss at our next meeting whether or not to purchase another CD with the excess money in our checking account.

As for our training efforts we will continue to provide webinars throughout the year to our members as well as holding two conferences that will include pre-conference events for new and intermediate aid professionals. The Conference dates are as follows: Fall Conference, November 7-9, 2011 in Greensboro, NC and Spring Conference, April 16-18, 2012 in Wrightsville Beach, NC.

We remain committed to reaching out to the younger population by continuing our Middle School Enrichment Scholarship Program. This program affords low income students the chance to attend a week long educational summer camp at our expense. Generally we offer up to six scholarships per year.

Our State Agency Liaison, Bill Cox reported on issues going on with the state.

- NCSEAA will conduct the 22nd "New" FAA Training Workshop October 25 – 27 at CFI in Raleigh. This workshop has educated a total of 661 participants since 2003
- NC colleges and universities as well as some State Employee Credit Unions will continue to host FAFSA Day Sites all over the state on February 18, 2012. Last year over 4800 students received help filing their FAFSA's.
- Major cuts are being applied to the majority of our state grants. Funding has been eliminated for some in 2012-2013 while others are being combined to form one. Our Lottery scholarship financially is in great shape and is fully sustained by the lottery proceeds collected.

Events Calendar:

- June 3, 2011- June 5, 2011 - SASFAA Transition Board Meeting, Don CeSar, St. Pete Beach, FL
- June 16, 2011 - June 17, 2011 – NCASFAA Executive Board Transition Retreat - Great Wolf Lodge, Concord, NC
- July 17, 2011 – July 20, 2011 – NASFAA Conference – Hynes Convention Center, Boston, Massachusetts
- August 5 – 7, 2011 SASFAA Executive Board Meeting & Local Arrangements meeting, Four Seasons Hotel, Greensboro, NC
- August 7 – 8, 2011 SASFAA Conference Committee Meeting, Sheraton Four Seasons Hotel, Greensboro, NC
- September 23, 2011, NCASFAA Executive Board Meeting, Embassy Suites, Greensboro, NC
- November 6, 2011, NCASFAA Executive Board Meeting, Embassy Suites, Greensboro, NC
- November 7-9, 2011, NCASFAA Fall Conference, Embassy Suites, Greensboro, NC
- November 29 – December 2, 2011 FSA Conference, Las Vegas, NV
- February 17, 2012 - NCASFAA Executive Board Meeting, Randolph Community College, Asheboro, NC
- February 25-26, 2012 – SASFAA Executive Board Meeting, Sheraton Four Seasons Hotel, Greensboro, NC,
- February 26-29, 2012 – SASFAA Conference, Hyatt Four Seasons Hotel, Greensboro, NC,
- April 15, 2012 - NCASFAA Executive Board Meeting, Holiday Inn Sunspree, Wrightsville Beach, NC
- April 16-18, 2012 – Annual Spring Conference, Holiday Inn Sunspree, Wrightsville Beach, NC
- June 2012 NCASFAA Board Transition Retreat
- June 2012 SASFAA Board Transition Retreat

SCASFAA

President's Report

Allison Sullivan

07/28/11

South Carolina was proud to host the SASFAA New Aid Officers Workshop this year at Clemson University and it was a great success!!

Our SCASFAA Transitional Board Meeting was held June 9th and 10th at the SC Student Loan Corporation in Columbia. The new Board members are as follows:

President:	Allison Sullivan
President Elect:	Sarah Dowd
Vice President:	Carolyn Sparks
Secretary:	Katie Harrison
Treasurer:	Missy Lutz
Treasurer- Elect:	Violette Hunter
Member-at-Large:	Kevin Perry
Past President:	Jeff Holliday
Consumer Relations:	Carol Parker
Counselor Relations:	Rosalind Stevenson
Diversity:	Tamy Garofano
Electronic Services:	Ken Bernard and Kevin Delp
Legislative Relations:	Ken Cole
Newsletter:	Janet Sain
Peer Support:	Vickie Sutton
Program:	Jennifer Williams and Ellen Chiles
SCASFAA Advisory to CHE:	Donna Quick

Site Selection: Sandra Rhyne

Sponsorship: Jayme Smith

At the Board Meeting I went through my expectations for each Committee to include having each Committee Chair present at all of the Board meetings if possible and if not to send someone from their Committee to attend the meeting. It is very important for our Association that they are involved and attending the meetings to accomplish our goals this year.

One of our goals is to possibly change the Newsletter Committee to be part of the Electronic Services Committee and presenting the Newsletter as a blog. We are also thinking about changing from ATAC to Wild Apricot for our website servicer which is why I have a co- chair for the Electronic Services Committee to help with the additional duties of getting a proposal together for the Board meeting in October so we can decide if we will transition to Wild Apricot.

Our State Conference will be April 1-3rd in Charleston SC and the Conference theme is "SCASFAA: A Full Court Press to Excellence" and we are building the theme around basketball and teamwork. I have co chairs for this Committee as well since it is such a big task and we want it to be a great conference!

There are some restructuring I would like to accomplish this year with some of the Committees such as the Peer Support which has not been very active in the past. We need to use this group to connect new members so that they can network.

Our Board Meetings will be October 7th, January 20th, and April 1st at the State Conference. I am very excited about this upcoming year as SCASFAA President and hope to increase our membership in the Association.

Respectfully Submitted,

Allison Sullivan

Allison Sullivan

SCASFAA President

Tennessee Report

Lester McKenzie, TASFAA President

TASFAA has concluded another sound and fiscally solvent year under the expert leadership of Sandra Rockett. As President-Elect one of my goals was to reach out to past TASFAA Presidents for words of advice and wisdom so as to continue the success of TASFAA. I got some of both and have been advised wisely and candidly and will rely on that as President. Three key words came across that communication by a majority of our former leaders – Gratitude, Trust and Delegate.

So as my first official post on our newly designed website I posted the following:

Let me take a minute to thank and tell you how grateful I am, we are, for the 2010/11 Executive Board under the phenomenal leadership and care of Ms. Sandra Rockett. Sandra is an inspiration for her patience and compassion. To all members of the 2010/11 Board, Thank you. I pray that I learned from each of you.

Trust is a commitment by two people who share differing opinions and concerns yet are compassionate and respectful about the differences. I trust the members of the 2011/12 Board to take their role as leaders with the trust of the association. I also trust that each member of the association will feel compelled to volunteer, help out in whatever way you are able and that we as an association move forward. As President of TASFAA, I will trust your collective judgment, your collective voice and hope that I will earn your individual trust as well.

Finally, it is time to delegate. What I have learned is that we have a tremendous association supported by an unparalleled group of agency liaisons, lenders, servicers and friends. This is the time for me to be grateful for the opportunity to serve, trust in the association and delegate to the Board. I wish each of you a peaceful summer with short lines, no phone messages and happy faces greeting you each morning. Short of that, just pray!

TASFAA had elections in late 2011 and the results were:

President-Elect	John Brandt, Union University
Treasurer	Amy Collins, East Tennessee State University
Secretary	Donna Price, Austin Peay State University
Member at Large	Janie Burns, Bethel University
Private Sector Rep	Richard Brand, Maryville College
Proprietary Sector Rep	Chris Farris, National College *
Public 2 Year Sector Rep	Leah Louallen, Nashville State Comm College

Public 4 Year Sector Rep Celena Tuloss, University of Tennessee
TN Technology Ctr Sector Rep Owetha Hunter, TTC Whiteville

*Sandy Davidson, South College was voted to replace Mr. Farris upon his resignation

Not elected but serving 2nd and 3rd years in terms as voting members of the Board
President Lester McKenzie, Tenn Tech University
Immediate Past President Sandra Rockett, Dyersburg State Comm Coll

The following TASFAA volunteers rounded out the Board by serving as Committee Chairs:

Association Governance	Jeff Gerkin, University of Tennessee
Awards	Sara Jackson, Chattanooga State Comm College
Budget/Finance	Marian Huffman, Lee University
Conference	Celena Tuloss, University of Tennessee
Diversity	Summer Judd, Freed Hardeman University
Electronic Services	Ryan Smith, Bryan College
Governmental Relations	Ron Gambill, Edsouth
Historical	Naomi Derryberry, TSAC
Membership	Sonja McMullen, Sallie Mae
Mentorship	Leah Louallen, Nashville State Comm College
Public Relations/ Blog	Debbie Nuchols, SunTrust
Site Selection	Joanie Walker, Consultant
Sponsorship	Janie Burns, Bethel University
State Programs	Jane Pennington, TSAC
Training	Brenda DiSorbo, Cleveland State Comm College

The 2011/12 TASFAA Board met by conference call on Tuesday, July 5, 2011 to replace Chris Farris on the Board due to his resignation. MS. Sandy Davidson was duly elected to replace Mr. Farris as Proprietary Sector Rep.

The TASFAA transitional meeting was held on July 7-8, 2011 at the Cool Springs Marriott in Franklin Tennessee. The 2010/11 and 2011/12 Boards met to exchange ideas and conduct business by passing a zero-based budget and making the transition from a newsletter to a blog. We developed a Blog Calendar to assist the Public Relations chair in coordinating blogs from committee chairs and elected reps. We conducted a Get-To-Know-You BINGO with prizes for completing your BINGO card with your new and old Board members characteristics.

As President of TASFAA, I was able to attend the 2011 NASFAA Conference in Boston. At the conference we decided that due to travel restrictions in our State and many TASFAA members unable to attend, we purchased the conference CD and will post the sessions and PowerPoint presentations on our website for those who could not attend. The cost was \$250 and came out of the President's discretionary fund.

On Tuesday, July 26, 2011 I represented TASFAA at the Tennessee Student Assistance Corp (TSAC) Board meeting to vote on new state lottery regulations. The TASFAA President serves

as a voting member on the TSAC Board and I look forward to working with my colleagues at TSAC in this role.

Dates for future TASFAA events are as follows:

November 11, 2011	TASFAA Board Meeting
January 2012	TASFAA Conference Committee Meeting
April 22-25, 2012	TASFAA Conference/ Board Meeting

I am truly thankful for being given the opportunity to serve in this capacity and serve on the SAFSAA Board and look forward to working with everyone in 2011/12.



Virginia (VASFAA) Report
SASFAA Board Meeting
Greensboro, NC
August 5-7, 2011

Submitted by Melissa J. Barnes

VASFAA Mission Statement

VASFAA is an organization of individuals who administer financial aid or are otherwise active in a financial aid-related profession. Our mission is to maintain an organization that promotes the professional growth and collaboration of our members in order to serve fairly the needs of students, families, and institutions in matters related to financial and informational resources that support students' postsecondary education goals. Our organization, with over 400 committed and dedicated members, is determined to "keep the light shining" in order to help students pursue and attain their educational goals.

2011 VASFAA Transitional Board Meeting

June 20-21, 2011

The VASFAA Transitional Board Meeting was held at the Norfolk Sheraton Hotel in Norfolk, VA. The 2011-12 VASFAA Theme is "Magnifying the Power of VASFAA Through Leadership, Development, Training, and Volunteer Services".

2011-12 Goals & Objectives

- Work to strengthen VASFAA as the recognized professional association for individuals working in higher education funding and post-secondary education preparation.
- Continue to ensure that students, their families, and citizens of the Commonwealth of Virginia are provided technical application and practice guidance from knowledgeable professionals as they seek help in understanding federal and state financial aid processes.
- Continue to partner with SCHEV, VCAN, and other entities in support of assisting college students and their families with understanding financial aid principles and processes.
- Promote professional growth and development by affording our members with opportunities to participate in leadership development sessions throughout the year and during the annual conference.
- Broaden VASFAA's development partners by looking beyond private loan lender support and reaching out to other entities that offer services to higher education institutions.

- Develop a structural mechanism to assure continuity and training for leadership that will foster the overall goals and objectives of VASFAA.
- Promote mentoring and volunteerism within the association.
- Continue to offer High School Guidance Counselor workshops such that high school guidance counselors will remain abreast of changes in federal and state regulations.
- Develop a financial literacy component to our organizational structure (i.e. Sector recognition) as the new major component of the financial aid operation.
- Represent VASFAA on the SASFAA Board and in any other capacity as might be deemed necessary and appropriate.
- Develop legislative initiatives (as needed and appropriate) to keep our state and federal legislatures informed of critical issues that are facing financial aid administrators.
- Plan and provide for a successful 2012 annual VASFAA conference that will be hosted in Norfolk, VA

Conference Date: May 20-23, 2012 at the Norfolk Sheraton Hotel in Norfolk, VA.

2011-12 VASFAA Executive Board Members

President	Melissa Barnes	Norfolk State University
President-Elect	Margaret Murphy	Emory & Henry College
Past-President	Heather Hollandsworth	Ferrum College
Secretary	Ashley Reich	Liberty University
Treasurer	John Brandt	Southern Virginia University
Treasurer-Elect	Lisa Tumer	James Madison University
Rep-At-Large/Development	Vera Riddick	Old Dominion University
Rep-At-Large/Outreach Services	Stephanie Clements	Virginia Tech
Rep-At-Large/Information Systems	Tarik Boyd	ECPI
Rep-At-Large/Organizational Services	Paul Farrar	Southwest Virginia Higher Education Center

2011-12 VASFAA Committee Chairs

Archives	Holly Rison	Randolph-Macon College
Awareness	Linda Woodley	SCHEV
Budget & Finance	Bobby Clemmer	Blue Ridge Community College
Conference	Kerrie Roth	Old Dominion University
Development Partners	Michael Poma	SunTrust
Electronic Services	Jane Moore	George Mason University
FOCUS	Mike O'Grady	Financial Aid Services
Government Relations	Donna Taylor	Virginia Tech
Membership	Carla Dailey	Old Dominion University
Newsletter	Kylie Kennedy	Liberty University
New Century/President Council	Brenda Burke	VCU
Non-Conference Training	Biz Daniels	Great Lakes Educational Loans Services, Inc.
Public Relations	Anita Aymer	Wytheville Community College

SCHEV Liaison
Secondary School Relations
Special Appointee
Strategic Planning

Lee Andes
Pamela Rambo
Jeanne Holmes
Randy Craig

SCHEV
Rambo Research
SunTrust
Chase