

## Attachment A

### Brad Barnett, President

#### Summary of Activities

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: No terms needed to be adjusted this year, as it was determined they all meet this goal.

**GAP 3:** The President should ensure that all committees' goals and objectives for the year concur with the LRP and the recommendation of the most recent GAP report and that each committee chair reports on the progress being made toward fulfilling the goals and objectives.

Activity: This was a challenge as I was not involved any of the GAP discussions or meetings prior to taking office, so I knew very little about how GAP functioned. I recommend in future years that President-Elects be an active part of the GAP Committee the year before they take office as President. I admit I struggled in understanding what I needed to do with GAP this year. As a result, the committee report template that includes goals from GAP, LRP, and P&P were developed late. The majority of the year the board reports were conducted in paragraph form instead of the "GAP" form. Although, I should also note not having the GAP report format did not seem to hinder the board in accomplishing a great deal this year.

**GAP 5:** Conduct the November Board Meeting via teleconference.

Activity: Due to the efforts of prior boards SASFAA weathered the "lean" years well. We have also experienced an increase in sponsorship revenue, decrease in tax liability, and tax refunds from prior years. SASFAA's financial position is strong. As a result, the board voted to add back the in-person November board meeting that was held by conference call last year. Based on our financial position and the benefits of meeting in-person via electronic means, I feel this was appropriate.

**GAP 6:** Selects committee chairs and members prior to the transitional Board meeting using the volunteer form.

Activity: This was accomplished, but some committee members were added to committees following the transition board meeting as new volunteers were identified.

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: The board held conference call meetings in January and April, in addition to an e-meeting in October.

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: We did not conduct any major leadership activities this year, such as the Leadership Conference or Management Institute. I recommend that SASFAA look at adding these back in future years, on a rotational basis similar to what was done before the "lean" years.

**GAP 13:** Travel for the President-Elect and President of SASFAA should be encouraged to state conferences where financial resources are available. These individuals should be utilized during the conferences for sessions and networking opportunities.

Activity: At the recommendation of the Board at the June 2011 Transition Meeting, and the Long Range Planning Committee, this was added back in the budget when it was approved in August 2011. When I ran for office the President-Elect, the President was no longer traveling to each of the state conferences, so I was unaware this would be part of my role this year and I had a prior commitment (I teach a class at JMU that meets one day a week) that prevented me from being able to attend each conference. Additionally, there were two instances where states had conferences that overlapped with each other, making it impossible for one person to attend each of the nine state spring conferences. Since all but two SASFAA states now only have one annual conference, if it is a desire of the board for the President to attend each of these conferences in the future, then it will be necessary for the states to ensure that they do not schedule conferences at the same time as each other, requiring more coordination on the part of the states in selecting their meeting dates.

Between the four overlapping state conferences (two at a time) and the conflict with my JMU class, I was able to visit five state conferences. I want to thank Past President Sandy Neel and President Elect Jeff Dennis for attending the other four conferences in my place.

I thoroughly enjoyed attending the SASFAA state conferences in North Carolina, South Carolina, Alabama, Georgia, and Virginia. I appreciate everyone's hospitality and was very impressed with the conferences of each of these states.

I also appreciate the Honorary Admiral Award from Alabama. My wife found it very amusing as her father was a retired Navy Admiral. She was supposed to marry a military man, and now she can tell her mother she did.

**GAP 18:** SASFAA is the only region where the President (or his/her designee) does not attend the state meetings. Visibility of the SASFAA leadership at the state level is an important link from the states and a significant outreach effort to involvement on the regional level. The committee strongly encourages that this practice be re-instituted. Traditionally, this duty is split between the current President and President-Elect, with the President coordinating/assigning the visits.

Activity: This was added back this year.

**GAP 19:** Continue to timely post the president's year-end report on the web site.

Activity: The report will be posted by the appropriate time.

**GAP 40:** The treasurer should watch for expenditures that exceeds \$1000 and apprise the president.

Activity: There were no instances where this occurred.

**GAP 41:** If available, the president should have major contracts reviewed by legal counsel or other persons familiar with contracts.

Activity: Annual conference contracts were negotiated using IMN, and also reviewed by our Site Selection Chair, President, and other board members as needed.

**LRP 1.2:** Assess the purpose and need for each committee when making committee chair/liason appointments.

Activity: I believe this was successful based on the committee chairs in place the work that was accomplished this year. The Lender Liaison and Agency Liaison positions were consolidated with the Legislative Relations Chair position. The North Carolina State Representative position on the Conference Committee was held by the 2020 Chair.

**LRP 1.3:** 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 was accomplished.

**LRP 2.3:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: I have also communicated with the membership via the listserv and SASFAA Nine News, as well as at the 2012 Annual Conference.

**PP 5.2b:** Serves as a voting representative to the NASFAA Board of Directors

Activity: This was accomplished.

**PP5.2g:** Represents SASFAA at selected SASFAA affiliated state meetings.

Activity: This was accomplished, with Past President Sandy Neel and President Elect Jeff Dennis attending meetings I could not.

### **Discussion**

In March I worked with EASFAA on submitting a NASFAA Gold Star Award nomination for our joint legislative events that were held in October 2011 and February 2012.

It has been a fantastic year in SASFAA and I want to thank everyone for all of their hard work and dedication. My Year End SASFAA Annual Report is posted to the SASFAA website and contains a summary of all the accomplishments this year, as well as my gratitude towards all of the volunteers who made the year so successful.

SASFAA is in great hands next year with Jeff Dennis serving as your President.

**Summary of Activities**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**GAP 13:** Travel for the President-Elect and President of SASFAA should be encouraged to state conferences where financial resources are available. These individuals should be utilized during the conferences for sessions and networking opportunities.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.2g:** Represents SASFAA at selected SASFAA affiliated state meetings.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3a:** Serves as parliamentarian to the Board.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3b:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3e:** Conducts an orientation session at the annual conference for state presidents-elect.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3g:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3h:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 5.3i:** Fiscal integrity will be ensured.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**GAP 7:** Continue to provide the State Presidents-Elect Workshop at the conference and consider returning to a full-day schedule. The Conference Chair-Elect, and as many of the next year's Conference Committee members that have been finalized, should attend the post conference debriefing meeting.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**GAP 12:** Continue to send the President-Elect and others, when financially feasible, to the NASFAA Leadership Workshop. The Committee agrees that it is beneficial to send the SASFAA President-elect in the same year as the State Presidents-elect who will all serve on the SASFAA Board at the same time.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**PP 6.95:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted

**NASFAA Board Meeting May 6-7, 2012 Update**

- NASFAA is supporting a concept of having a depository of student loan information (possibly National Student Clearinghouse) including FFEL, Direct, and private loans.
- NASFAA University - \$199 per course, \$99 per test or \$250 if course and test are registered together
- NASFAA is doing well with Institutional memberships (up 2% over last year and this is an 11 year high)
- NASFAA President has been to 6 of our 9 nine state association meetings in the last two years. NASFAA's presence is impacting our region I believe.
- Justin Draeger said he is aware of the areas of concern of NASFAA trainers and the importance of their training and presentation skills. The NASFAA goal for next year is that each trainer's overall goal would be a minimum of 4.2 on their evaluations. NASFAA is taking steps toward enhancement.
- NASFAA has 3 SASFAA members serving as committee chairs in 2012-13. Dave Gelin on Awards, Lisanne Masterson on Leadership, and Bonnie Joerschke on Reauthorization Task Force.
- If you have not voted for NASFAA's by-law changes, do it today. One vote per institution. (June 10<sup>th</sup>)

- Finances are doing well for NASFAA
- We are not a manufacturing plant, we are a gym membership by Justin Draeger (Commentary can be provided by Brad)
- Award Letter Task Force presented the Core Elements for award letters:
  - Cost of Attendance (Direct and Indirect)
  - Scholarship and Grant Awards
  - Net costs after gift aid
  - Self-help options
  - Assumptions like enrollment status, housing, terms & conditions
  - Link to total loan debt
  - Link to Consumer Information Disclosures
  - Link to Glossary of standard terms & definitions
  - Contact information for F.A. Office
  - Deadlines and next steps

### **Runan Pendergrast, Vice-President**

#### ***Summary of Activities:***

GAP 50: Continue to provide outstanding training by experienced aid administrators at the NAOW at accessible and affordable sites/ LRP 12.1: Continue to provide an annual, comprehensive training workshop to provide new aid administrators with the basic framework of knowledge to administer student financial assistance programs/ PP6.144: Coordinate a workshop for new aid instructors.

Activity: Registration has ended for this year's workshop. We have 133 attendee registered. A fifth classroom has been added. This is the second year we have added a class, in the future I would suggest that we plan to have at least five classes each year. Dave Bartnicki will be our Federal Trainer, because of his schedule Dave will attend the workshop through Wednesday, June 20.

Activity: Pending approval from the site, we will be using JOINDIN for evaluations (<https://joind.in/>). Attendees can download a free app to their smart phone or go to the website to complete the workshop evaluation. Instructions on how to download the app will be in the workshop packet, and presented at the opening session. We are waiting approval of our event from the site host. This is a free online service. A paper evaluation may be posted the SASFAA website if response to JOINDIN is low.

LRP 12.10: Identify experiences members to serve as faculty for planning and conducting professional development programs for the Association.

Activity: Alternate instructor Cedric Trigg has agreed to teach this year. Tabatha McAllister had to resign as an alternate. Mandy Branch will teach in her place. Chester Priest will also be returning as a Development Partner.

Activity: A site meeting at NCCU was held on April 27. Committee members, Runan Pendergrast, Mandy Branch, Tamy Garofano, Jonathan Looney and Cythina Grant attended the meeting.

### **Sandy Neel, Past President**

#### **Summary of Activities**

**PP5.74** Ensure that the annual evaluation is completed and report made to the Board.

Activity: The Governance and Planning (GAP) Committee will review progress toward the goals as set forth in the Long Range Plan during the year and provide a year-end evaluation and recommendations. The committee met April 27-29 in Louisville. Brenda Burke and Jeff Dennis were unable to meet. The meeting minutes were posted to the SASFAA Website in April 2012.

Activity: The following members been approved to serve on the Governance and Planning (GAP) Committee: Returning member Brent Tener (TN) Three new members will be added Brenda McCafferty (MS), Brenda Burke (VA), Clark Aldridge (AL) and Jeff Dennis (SC) will participate in his capacity as President-Elect.

**PP5.67** Serve as a SASFAA voting representative to the NASFAA Board of Directors.

Activity: I attended the NASFAA Board meeting in Boston, MA July 15-16, 2011 and in Las Vegas, NV November 6-7, 2011, and Boca Raton, FL, May 6-7 as a regional voting member of the board. The final board meeting that I will attend will be in Chicago prior to the NASFAA conference.

**PP6.129, PP6.131, PP6.133, PP6.134, PP6.135** Present a slate of candidates in accordance with the election schedule or calendar for president-elect, secretary, treasurer and vice president to the Board.

Activity: The Nominations and Elections committee, consisting of the Immediate Past State Presidents (or designee) and the Past SASFAA President, met via conference call in October and presented a full slate Candidates to the board at the November meeting

The slate of candidates was presented and accepted by the Board at the November Board meeting. Several postings were sent to the SASFAA 9 News and the Candidates biographical information was placed on a specific location on the website for ease of viewing while voting. Voting began 10 days prior to the start of the conference on February 16, 2012 at 8:00 am est. and closed on Tuesday, February 28, 2012 promptly at 3:00 pm est. The Elected Officers for the 2012-13 year is as follows: Zita Barree, President-Elect, Mike Reynolds, Vice President and Sharon Oliver, Secretary.

**PP6.2** Solicit nominations for Association awards and present the recommendations to the Board for approval.

Activity: The Awards committee, consisting of the SASFAA Executive Committee, met at the November board meeting to approve nominees for SASFAA Awards. Information regarding the criteria for awards was posted on the SASFAA listserv when seeking nominations for the awards.

**PP6.23** Provide an appropriate plaque to be presented to the recipient(s) at the annual conference, including honorary membership when the recipient ceases to meet membership eligibility requirements.

Activity: The Distinguished Service Award was presented to David Bartnicki and an Honorary Membership Award was presented to Karen Fooks a past President of SASFAA. Karen was not at the Annual Meeting so Sandy will be presenting the award to her at the Florida Conference in May. All outgoing officers were presented their service plaques at the luncheon at the annual conference.

## DISCUSSION

### **Nominations and Elections: Policy and Procedure 6.13.1**

*The chair shall receive and submit candidates' biographical information and other pertinent data. The suggested format includes Name, Institution and/or Organization, Work Experience, Education, Professional Involvement/Activities and Candidate Statement. This information shall be submitted to the SASFAA Newsletter Editor or Electronic Services chair to be posted on the website.*

With the SASFAA Nine News blog being different than the Newsletter, it is my opinion that we dedicate a place on the website as was done this year for the Nominations and Elections Candidate biographical information.

**Voting:** I think we need to re-examine the voting process. There are two options I believe SASFAA should think about. 1. Vote before the conference begins and announce the winners at the opening session 2. Vote only during the conference time and bring back the speeches to give new members of SASFAA a way to get to know the candidates a little better before casting their vote. There is a disadvantage to a candidate who may not be as visible at the conference as one who is currently serving on the Board or who is on the Conference Committee.

If we decide to keep the voting process the way it is, then reexamine the voting polls. Are they really necessary? If we determine they are, then make sure the Past State Presidents who are responsible for the polls do not have duties at the conference that will prevent them from fulfilling their Nominations and Elections duties.

Also if we decide to keep voting as it is, then we need to make sure we have a venue on Tuesday night to announce the Elected Officers.

**Policy and Procedure 6.13.3** *The past president (chair) shall submit the recommendation of candidates to the Board in advance of the annual conference to allow notification to the membership at least thirty (30) days prior to the opening of electronic voting. The general election shall commence ten (10) calendar days prior to the initial business meeting and close at 3 pm (local time) on the last full day of the conference. The slate of candidates will be presented during the opening session. Each candidate is then introduced. Access to electronic voting will be available on-site during posted times. SASFAA members will, after verification of membership status, be provided an opportunity to vote. Each paid member will have access to an electronic ballot containing the names of the candidates running for office. Provisions for write-in candidates will be available. The electronic voting site shall be staffed continuously by members or designees of the nominations and elections committee during the posted times. The nominations and elections committee shall verify the election results. The secretary shall be in attendance except in the event that that individual is on the ballot or otherwise unavailable. If that occurs, the president shall designate a substitute. The nominations and elections chair shall report the results of the election at a business session following completion of voting. Prior to that time, however, the president and each candidate will be contacted and informed of the election results.*

On a personal note, I am not sure what I am going to do with myself without being closely involved with SASFAA. I have served on the Board in some capacity since 2000-2001. I started out as a state President, was asked to do the Newsletter and from there went on to serve in many different roles on the Board either as an elected Board member or as a Committee Chair. I never thought anyone would elect me to an Office on a regional Board because I didn't think I knew that many people but lo and behold they elected me and it has been such great fun the majority of the time. Being really involved in your "ASFAA" whether it is SASFAA or your state organization not only benefits you professionally but also personally. The Friendships I have gained through my involvement with SASFAA is priceless to me. I can truly say I have friends all over the U.S. I have seen colleagues and friends' children grow up, divorces and weddings; we have shared tears of joy and tears of pain. When I first started in SASFAA my son Cody was 10 and my daughter Kelli was just graduating from high school. Cody will be 22 in August and Kelli is now 30. They both think they are SASFAA members. Professionally, I am not sure I would have been able to stay in Financial Aid all these years without the guidance and knowledge gained from ASFAA's.

I hope each of you continue to stay involved with SASFAA as I know you will enjoy the experience too. I am truly honored to be involved in such a wonderful organization. Best wishes are extended to next year's Board as I know you guys will keep doing all the good things for which SASFAA is known!

**Amy Berrier, Secretary**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: No terms needed to be adjusted this year, as it was determined they all meet this goal.

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: The board held conference call meetings in January and April, in addition to an e-meeting in October.

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: Answering members questions, support all activities at the conference, attend board functions, interact with new members and new aid officers.

**PP 6.0:** Maintain the records of the Association.

Activity: Store documents received electronically on the Secretary's USB drive.

**LRP 1.1:** The By-Laws will reflect the mission, vision and purpose of the Association and support the viability of the organization.

Activity: Communicate with committee to review bylaws and P and P for necessary changes.

**LRP 1.7:** Policies and procedures are accurate and complete in order to provide consistent Associational direction.

Activity: Review and update necessary P and P changes voted upon at each board meeting and/or conference call, or e-meeting. Forward updated P and P to Electronic Services Chair for posting on website.

**LRP 1.8:** Maintain the records of the Association

Activity: Record minutes at each in person meeting, conference call, or e-meeting. Distribute to board immediately. After 2 week time period, minutes are considered to be approved. Approved minutes are posted to website.

**PP 5.6(1):** Maintain the records of the Association

Activity: Documents are stored on a USB drive. This electronic format is passed to each incoming Secretary.

**PP 5.6(2):** Maintain the records of the Association

Activity: Updates are made to the P and P manual after every meeting of the Board. The updated P and P version is forwarded to the Electronic Services Chair for posting to the website.

**PP 5.6b:** Maintain the records of the Association

Activity: Updates are made to the P and P manual after every meeting of the Board. The updated P and P version is forwarded to the Electronic Services Chair for posting to the website.

**PP 5.6f:** The By-Laws will reflect the mission, vision and purpose of the Association and support the viability of the organization.

Activity: Communicate with committee to review bylaws and P and P for necessary changes.

**PP 5.6h:** Maintain the records of the Association.

Activity: Minutes are recorded at each meeting. The minutes are then distributed to the Board and/or membership. There is a 2 week response deadline. After 2 weeks, minutes are approved and posted to the website. Other documents are stored electronically on the Secretary's jump drive.

**PP 5.6j:** Distributes agendas developed by the President in advance of Board meetings

Activity: Agenda is provided by the President and sent to the Secretary. Prior to any in person meeting or conference call, the Secretary distributes the agenda and other pertinent items to the Board.

**PP 5.6k:** Sends appropriate cards and gifts to members and colleagues on behalf of the Association. maintains the banner and seal.

Activity: Cards are sent to members and colleagues on behalf of the Association. The Seal is maintained by the Secretary.

## **Nancy Garmroth**

### **Summary of Activities**

**GAP 33:** Recommend continued use of outside CPA firm for tax preparation.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 35:** Continue periodic review of the Guide to Financial Management.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 34:** Continue to send quarterly reports to officers and committee chairs with budgetary responsibilities.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 40:** The treasurer should watch for expenditures that exceed \$1000 and apprise the president.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5a:** Fiscal integrity will be ensured. Receives and disburses monies of the Association.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5b:** Maintain the records of the Association. Maintains adequate and appropriate records of receipts and expenditures.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5c:** Fiscal integrity will be ensured. Pays the bills of the Association within thirty (30) days.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5d:** Fiscal integrity will be ensured. Pays reimbursements to the members within fourteen (14) days; receives all payments to the Association including meeting registrations, membership dues, and sponsorship/exhibitor payments.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5e:** Fiscal integrity will be ensured. Submits financial reports to the Board at each meeting and the annual business meeting.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5f:** Maintain the records of the Association. Prepares annual year-end financial statements as of June 30.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5g:** Fiscal integrity will be ensured. Arranges in coordination with the finance and audit chair for an annual independent audit of the financial records.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5h:** Fiscal integrity will be ensured. Files IRS form 990 for the fiscal year by the prescribed deadline, currently October 15, and all financial reports in a proper and timely manner.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5i:** Fiscal integrity will be ensured. Sets up master accounts and obtains credit for the Association as appropriate.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

## **Discussion**

1. Treasurer and B&F Chair need to review processing. What can be streamlined and/or consolidated to ensure integrity of records but eliminate duplicative data entry and processing?
2. Need to review short and long term investment vehicles.
3. How to record sponsorship revenue?

## **Recommended changes:**

## **Guide to Financial Management**

### **5.2.1 Music Contracts**

Public performance of copyrighted music requires permission from copyright owners or their licensing agents. To legally cover the Association from copyright infringements and liabilities for the use of live or recorded music, the Treasurer, on behalf of the Association, will submit licensing agreements and fees as required by the American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music, Inc. (BMI).

For BMI, the report for all events in the prior calendar year is filed in January. After receiving the report, BMI will issue an invoice for all events in the prior calendar year.

For ASCAP, if the Association has 4 or less events, the report with payment is due 30 days after each event. If the Association has 5 or more events, the report with payment is due quarterly.

Information and/or agreements from ASCAP or BMI can be obtained by calling or visiting:

ASCAP 1-800-505-4052 [www.ascap.com](http://www.ascap.com)  
BMI 1-877-264-2137 [www.bmi.com/tradeshov](http://www.bmi.com/tradeshov)

The Association is responsible for paying fees to ASCAP and BMI whenever a function/event is held and either mechanical or live music is used for entertainment. Different rates apply to mechanical and live music for each entity. Rate information is contained in the agreements or in an addendum to the agreement. Both ASCAP and BMI have a minimum fee schedule for each event.

### **5.6 Corporate Registration**

Change address to: 1348 Foster Manning Road  
Summerville, GA 30747  
(404) 992-0529  
Chattooga County

### **6.2 Investments**

(Who should retain statements?)

### **6.4 Imaging of Records**

(Imaging of Treasurer records is not being done.)



## **Policies & Procedures**

### **10.4.3 Equipment Coverage**

(Was policy written?)

### **10.2 Conference, Events and Workshop Fees**

(Do or should we have refund policy on registration forms?)

### **10.6.2 Annual Conference/Preceding Board Meeting Travel Reimbursements and Honoraria**

Guidelines cover allowable reimbursable expenses incurred related to attending the annual conference. The following expenses shall be paid by SASFAA and charged against that claimant's budget, if one exists; otherwise expenses are charged against the annual meeting budget.

1. Travel and other qualified expenses excluding the annual conference fee of the SASFAA elected officers. An exception to this policy is found in Section 10.9.
2. Travel and other qualified expenses of the SASFAA conference and membership chair.
3. **For committee chairs and State Presidents, lodging for Friday and Saturday nights and meals during the board meeting preceding the annual conference. Reimbursement for meals will go through lunch on Sunday.**
4. Travel and other qualified expenses of speakers and presenters not affiliated with SASFAA, as recommended by the conference chair and approved by the president and treasurer prior to the event.
5. Honoraria to speakers and presenters upon recommendation of the conference chair and approved by the president and the treasurer.
6. Other qualified expenses recommended by the conference chair and approved by the president and treasurer.

## **Kim Driggers, North Carolina**

### **North Carolina – Kim Driggers**

NCASFAA Executive Board Meeting

- Held April 15, 2012 at Holiday Inn Resort in Wrightsville Beach, NC
- 45<sup>th</sup> Anniversary
- Theme: Catching the Regulatory Wave, 45 Years of Navigating the Currents
- Federal Trainer was Michael Roberts
- Sessions began at 9:00am on Monday morning instead of after the luncheon.
- Team building exercises late Monday afternoon.
- President's reception around the pool on Monday night
- Charity, Nourish NC (local non-profit organization, Nourish NC's mission is to strengthen community resources that connect children to healthy food and reduce food insecurity. "We empower children to succeed in the classroom and community alike." We will hold a silent auction. Raised over \$1600
- Sessions all day Tuesday beginning at 8:00am
- SC President, Allison Sullivan did a Jeopardy presentation on Verification
- Brad Barnett, SASFAA update; Ron Day, NASFAA update and a session on Washington update with Amy Berrier
- Wonderful evaluations and comments

Final NCASFAA Newsletter – I want to incorporate pictures from the Fall and Spring conferences as well as comments from the evaluations. Will be published on the website around mid June 2012.

The following officers were elected:

1. President-Elect  
Rachel Cavanaugh, Cape Fear Community College
2. Vice President  
Joel Trogden, Randolph Community College
3. Nominations & Elections rep. – Proprietary school

Laurie Pluck, ITT Tech.

4. Nominations & Elections rep. – Two year Public  
Victoria Lenderman, Forsyth Tech CC

On May 18<sup>th</sup> I was informed that NCASFAA won a NASFAA Award for our PTSD brochure!!!!  
The award will be given during a luncheon at the NASFAA conference in Chicago, July 2012.

#### **Events Calendar:**

- June 22, 2012 NCASFAA Board Transition Retreat at CFI in Raleigh, NC
- June 7 – 10, 2012 SASFAA Board Transition Retreat, Hilton, St. Petersburg, FL

#### **Allison Sullivan, South Carolina**

I have really enjoyed being SCASFAA President for the 2011-2012 year and it has been a very busy and exciting year! We have had many challenges this year with the SCASFAA Board – we lost 6 people on the Board - some of our elected members declined to fulfill their duties and some members could not fulfill their duties because they lost their job but we had other members who stepped up to help shape our year with some amazing accomplishments.

March Madness webinars were offered to SCASFAA members via a March Madness Calendar:

[http://www.keepandshare.com/calendar/show\\_month.php?i=2034311&cat=&fclick=y](http://www.keepandshare.com/calendar/show_month.php?i=2034311&cat=&fclick=y)

Department of Education Business Officer Q & A Webinar discussion on March 6<sup>th</sup> 2012.

COD Training and Direct Loan Update March 8<sup>th</sup> 2012.

Fundamentals of Title IV Administration Training Workshop March 19<sup>th</sup> 2012.

R2T4 and the Treatment of Modules March 21<sup>st</sup> 2012

Our Annual SCASFAA Conference was held April 1-4, 2012 at the Embassy Suites in North Charleston with a basketball theme 'SCASFAA - A Full Court Press to Excellence'.

We had 129 in attendance including 11 vendors and it was a great success due to the hard work of our Conference Committee – we gave away 2 - ½ off Conference Fee prizes if members signed up within a certain time frame which helped increase membership to over 400 members this year which is a big increase from the past few years!

The SCASFAA Conference included sessions from NASFAA trainer Eunice Powell, Federal trainers David Bartnicki and Wood Mason, Greg Peoples from the Office of the Inspector General as well as our SASFAA President Brad Barnett. NASFAA President Justin Draeger gave us a NASFAA/Washington update via Skype!

SCASFAA raised over \$2,000 at the conference for our charity The Navy Seals Foundation through our silent auction and raffle of a basketball game.

We awarded the following SCASFAA Awards at the conference:

Emerging Leader Award - Miss Donna Quick

Individuals nominated for the SCASFAA Emerging Leader Award shall be practicing student financial aid professionals who are current members of the South Carolina Association of Student Financial Aid Administrators and who have made outstanding contributions to SCASFAA through their leadership and/or involvement in the Association and who have been members of SCASFAA for not more than seven years. Currently elected officers of the Association can be nominated for this award.

Achiever Award – Mr. Jeff Dennis

Individuals nominated for the SCASFAA Achiever Award shall be practicing student financial aid professionals who are current members of the South Carolina Association of Student Financial Aid Administrators and who have made outstanding contributions to SCASFAA through their leadership and/or involvement in the Association and who have been members of SCASFAA for more than seven years, but no longer than 25 years. Currently elected officers of the Association can be nominated for this award.

Fearless 9 Award - Mrs. Elizabeth Milam

Individuals nominated for the Fearless Nine Service to SCASFAA Award shall be practicing student financial aid professionals who are current members of the South Carolina Association of Student Financial Aid Administrators and who have made outstanding, significant, and meritorious contributions to SCASFAA through their leadership, activities, and/or research in financial aid over an extended period of professional involvement, not a single event or activity. Current Elected Officers of the Association cannot be nominated for this award.

#### Distinguished Service Award:

Individuals nominated for the Distinguished Service Award shall have made outstanding, significant, and meritorious contributions to the advancement of student financial aid. They shall not be current members of SCASFAA.

The SCASFAA Board has chosen 2 recipients of the Distinguished Service Award this year:

John Courson, Chair of the Senate Education Committee, and Chair of the subcommittee on higher education (part of the senate finance committee)

Representative Chip Limehouse, 1st vice-chair of the House Ways & Means Committee, and Chair of the W&M subcommittee on higher education.

Both of these legislators have been champions of higher education funding, including merit and need-based aid for students, even during the past few years as other areas have been cut drastically. They have been instrumental in maintaining funding for student aid in our state.

SCASFAA's better half award was given to Christy Bartnicki – Federal Trainer David Bartnicki's wife and the inscription on the crystal plate stated "Behind Every Good Man Is A Great Woman".

#### RETIREEES:

The Jerseys we will retired at our SCASFAA Conference this year included Bill Whitlock, Toni Cave, Glenn Shumpert, Chris Baker and Arlene Mathis – surprisingly none of them were in attendance at the conference this year I am sure they are busy with other things that retired people do whatever that is maybe gardening, hunting and playing golf ☺ - along with their shirts they received a certificate of appreciation for their excellent service to SCASFAA.

#### 25 YEARS OF SERVICE:

We had one person who has been a member of SCASFAA for 25 years and that was Mr. Keith Reeves. He was awarded a certificate and a 25 year pin. He regretted that he was not able to attend the conference this year and told me that this is only his 2<sup>nd</sup> SCASFAA he has ever missed.

SCASFAA gave 2 scholarships to those members institutions that were drawn from the list of those who served and volunteered on committees this year the winners were:

Jennifer Williams – Diversity Committee member – Clemson University \$1000 SCASFAA Scholarship goes to a student of their choice.

Allison Sullivan – Diversity Committee member – USC Upstate \$1000 SCASFAA Scholarship goes to a student of their choice.

The results of our SCASFAA ELECTIONS for the 2012-2013 year were as follows:

President Elect - Katie Harrison - SC Tuition Grants Commission

Vice President - Missy Lutz - Newberry College

Secretary - Ellen Chiles - Greenville Technical College

Treasurer - Deborah Williams - Piedmont Technical College

Member at Large - Alicia Hugee – USC Aiken

Upcoming 2012 SCASFAA events:

Leadership training – rotates between mid-level and upper level – this year SCASFAA will have Director Level training is scheduled for May 31, 2012.

SCASFAA transition Board meeting is planned for June 4<sup>th</sup>-5<sup>th</sup>, 2012.

#### **Marian Huffman for Lester McKenzie, Tennessee**

##### **President**

Lester McKenzie

TASFAA has been active with regional training, conference planning and beginning the first phases of transition to new leadership.

##### Regional Training

We held three workshops across the state using NASFAA's presentation material on Satisfactory Academic Progress. Two trainers, Brent Tener of Vanderbilt University and Michelle Baird of Lincoln Memorial School of Law, expertly presented the material in all three locations. In addition to SAP, TASFAA also enlisted the services of two federal trainers, Wood Mason and Robert Berry, to cover changes in COD and the Direct Loan Reconciliation process.

Information about the sites:

Union University, Jackson, Tennessee  
November 9, 2011  
46 Attendees Registered, 43 Attended and Paid

Lipscomb University, Nashville, Tennessee  
November 14, 2011  
63 Registered, 57 Attended and Paid

South College, Knoxville, Tennessee  
November 15, 2011  
74 Registered, 71 Attended and Paid

Workshop fees were increased from \$35 to \$65 this year and registration numbers lowered slightly. In 2010, we had 210 register, 205 attended and paid compared to 2011 with 183 register, 171 attended and paid. The revenue generated in 2010 was \$7175 compared to 2011 at \$11,115. The costs for the workshop were largely paid for with support by the Tennessee Student Assistance Corp. Our thanks to that organization for proving once again they are solidly dedicated to our association and the profession of financial aid.

TASF AA partnering with SASFAA/EASFAA sent two representatives to Washington DC to speak to legislators. Ms. Sara Jackson, Chattanooga State Community College, and Ms. Amy Collins, East Tennessee State University, were selected as attendees. Ms. Jackson and Ms. Collins were provided a legislative briefing by TASF AA legislative liaison Ron Gambill, Edsouth. Mr. Gambill covered everything from legislative protocol and "what to expect" from legislative meetings.

Following the meeting, I received a kind email from Ms. Collins and Ms. Jackson, thanking TASF AA for the opportunity. I am pleased to announce that both ladies are either running or currently serving in leadership roles in TASF AA!

#### Conference Planning

Under the expert guidance of Ms. Celena Tulloss, University of Tennessee, the conference committee met at Tennessee Tech University on February 2, 2012 to begin the planning for our annual conference in late April 2012.

The conference is heavily loaded with federal and state trainers with the following sessions being considered:

- Federal Update
- COD and DL Changes
- 2012/13 Verification
- SAP – Year One Review
- NASF AA/ Washington Update
- TSAC/TELS Update

David Bartnicki and Wood Mason will be our federal trainers and Justin Draeger, NASF AA, will also be attending. The conference will be held at the Cool Springs Marriott in Franklin, Tennessee on April 22-25, 2012.

#### Leadership

TASF AA is pleased to announce our officers who will be leading during the 2012/13 year. Ms. Sandra Rockett, Immediate Past-President and Election Chair, announced the following winners:

#### President-Elect

Ms. Ashley Bianchi, Rhodes College

#### Secretary

Ms. Leah Louallen, Nashville State Community College

#### Member at Large

Donna Price, Austin Peay State University

#### Private Sector Representative

Eddie White, Trevecca Nazarene

#### Proprietary Sector Representative

Jeanne Stewart, South College

Public 2 year Sector Representative

Brenda Burney, Columbia State Community College

Public 4 year Sector Representative

Celena Tulloss, University of Tennessee Knoxville

Technology Center Representative

Gwen Fleming, Tennessee Technology Center Memphis

I am truly thankful for being given the opportunity to serve in this capacity and serve you and the members of this great association.

**President-Elect**

John Brandt

Board report will be delivered at meeting.

**Past President/Nominations**

Sandra Rocket

There have been no activities to report since the last Board meeting. There have been no meetings of the TASFAA Advisory Committee to TSAC.

**Treasurer**

Amy Collins

Board report will be delivered at meeting.

**Secretary**

Donna Price

No report submitted.

**Public 4 Year/ Conference**

Celena Tulloss

See conference agenda.

**Member At Large/ Sponsorship**

Janie Burns

Involved in the following activities

June 2011 through Present – Assisted the President as needed  
Responded to Sector members when questions were asked

January 27, 2012 - Accepted Conference Chair Position for the 2012-2013 TASFAA Conference

February 2, 2012 – Attended Conference Committee Meeting in Cookeville

March – Worked with 2011-12 Conference Chair and President to obtain speakers and moderator for three break-out sessions for Conference

March 15, 2012 - Attended TASFAA Exploratory Meeting with Dave Ramsey Group

March 26, 2012 – Attended TASFAA Conference Call to Discuss Nominations and vote on the Distinguished Service Award and Special Milestone Award

April – Presenting at two breakout sessions on panel presentations

2011-12 Sponsorship Chair

### Blog Advertisement Report

#### Sales of Blog Advertisement

BLOG 2012	START DATE	Institution	AMOUNT
200 - 3 MONTHS	11/1/2011	Academic Works	\$ 200.00
200 - 3 MONTHS	11/1/2011	Edsouth	\$ 200.00
200 - 3 MONTHS	<b>10/18/2011</b>	SunTrust Bank Education Loans	\$ 200.00
200 - 3 MONTHS	3/1/2012	The Keanly Complement	\$ 200.00
875 -12 MONTHS	11/1/2011	Tennessee Student Assistance Corporation	\$ 875.00
		<b>TOTAL</b>	<b>\$ 1,675.00</b>

#### TASFAA Spring 2012 Conference Sponsorship

Level	VENDOR	COMPANY
\$1,500	YES	USA Funds
\$1,500	YES	First Marblehead
\$1,500	YES	Discover/Citi Assist Loans
\$1,500	YES	Inceptia (NSLP)
\$1,500	YES	Wells Fargo
\$1,500	YES	NelNet
\$5,550	YES	TSAC
\$5,500	YES	EdFinancial Services
\$5,500	NO	EdSouth
		<b>TOTAL</b>
		<b>\$25,550</b>

#### Private 4 Year

Richard Brand

No report submitted.

#### Proprietary

Sandy Davidson

No report submitted.

#### Public 2 Year

Leah Louallen

No report submitted.

#### Tennessee Technology Centers

Owetha Hunter

No report submitted.

## **Association Governance**

Jeff Gerkin

The Association Governance Committee completed a major revision of the TASFAA Policies and Procedures Manual (P&P). This project was initiated by the 2007-08 committee, which rewrote and reformatted the entire manual and has been a continuous work in progress over the past several years.

Notable revisions include:

- Bylaws changes regarding Sector Representatives
- Conference schedule (annual conference)
- Addition of Budget & Finance Committee (division of duties with Treasurer)
- Removal of Counselor Internship Committee
- Inventory update
- Clarifications regarding –
  - Confidentiality and distribution of membership information
  - Complimentary registration fees
  - Approval for destroying electronic voting records
  - Credit Card policy

Electronic copies of the revised P&P were distributed to the TASFAA Board members prior to the April 2012 Board meeting for review. The April 2012 draft of the P&P is being presented for approval to the Executive Board and, pending approval, will become effective immediately and be uploaded to the TASFAA website for membership use.

## **Awards**

Sara Jackson

At this time, awards are ready for pick up, and will be distributed at the conference by Naomi Derryberry and Sonya McMullen. The chair would like to thank these two extraordinary people, as well as Ryan Smith, Lester McKenzie, and Amy Collins for assisting in the awards this year.

\$2869.18 was spent on paperweights and plaques, while \$66 was spent on the 5 year certificates. As discussed in our conference call, the names on the plaques have been separated from the other verbiage in case there are spelling errors in the names, etc. This will allow for easier re-use or correction.

The TASFAA membership was sorted, and compared to past awards. It appeared that several members did not receive timely awards, and this year's awards are a compilation of those that should have been made last year as well as this year. Hopefully, from here on out, awards will be more streamlined. Thanks to Lester McKenzie, emails were sent to members who were slated for awards, requesting verification of data. There was an overwhelming response to these emails, and this may be good standard operating procedure from here on.

I appreciate this opportunity to serve in this most challenging position.

## **Budget and Finance**

Marian Huffman

Report will be submitted at meeting.

## **Electronic Services**

Ryan Smith

No report submitted.

## **Governmental Relations**

Ron Gambill

## Consumer Financial Protection Bureau

This past week, the CFPB unveiled a prototype of its financial aid comparison tool that is to assist students and their families when making financial aid and student loan decisions. It is called the "Financial Aid Comparison Shopper." The web tool has more than 7500 institutions in its database, including vocational schools, community colleges, state and private colleges. It draws information from

publicly available data provided by government statistical agencies. Families can compare the following across multiple financial aid offers:

- Estimated monthly student loan payment after graduation;
- Grant and scholarship offers;
- School-specific metrics such as graduation, retention and federal student loan default rates; and
- Estimated debt level at graduation in relation to the average starting salary.

Additionally, the Financial Aid Comparison Shopper includes a “Military Benefit Calculator” that can estimate education benefits for servicemembers, veterans and their families.

#### AACC Report on Approaches to Prevent Abuse in FSA

The American Association of Community Colleges released a white paper entitled “Preventing Abuse in Federal Student Aid: Community College Practices.” AACC stated that in recent months, some legislators, government agency officials, segments of the media and campus administrators have called attention to perceived and proven instances of abuse of the federal student financial assistance programs. AACC indicated that these concerns focus on students enrolling in courses primarily to secure student financial aid funds rather than pursue an education. AACC provided member colleges with strategies to prevent abuse, with a focus on Pell Grants. Some potential red flags in the analysis included:

- Students with large financial aid refunds or disbursements;
- Students who have attended several other colleges; and
- Students who have large student loan balances but who have not completed a degree.

Other data features include:

- Multiple registrations from similar out-of-state locations;
- Multiple uses of the same physical address, P. O. Box, or IP address; and
- Repeated use of one individual as an emergency contact.

#### Congressional Snapshot

*FY 2013 Appropriations:* House Appropriations subcommittees started marking up FY 2013 spending bills last week, using the \$1.08 trillion spending cap set in House Budget Committee Chairman Paul Ryan’s budget. Senate appropriators began markups last week also, but using the \$1.047 trillion cap set in the Budget Control Act. House Committees had been instructed to find additional savings to replace the sequester scheduled to begin January 2013.

Congressional Democrats are expressing confusion over Senate Budget Committee Chairman Kent Conrad (D-ND) moving forward with a budget plan when Senate Democrats have already said they will not take up a Budget resolution.

*Tax Reform:* Tax issues are another focus in Congress. The Senate began debate last week on the “Buffet Rule,” which would set a minimum tax rate for individuals with incomes of \$2 million or more and phases the rate in for incomes between \$1 million and \$2 million.

*Student Loan Interest Rates:* Representative Peter Welch (D-VT) announced he is co-sponsoring a bill to keep interest rates on subsidized Stafford student loans from doubling. He pointed out that the federal government should not charge 6.8% when it can borrow money for less than 2%.

*Negotiated Rulemaking:* The committee of student loan interested parties and the U. S. Department of Education reached consensus on 25 proposals that develop and amend provisions of the student financial assistance regulations. The loans committee met in January, February and March for the negotiations and completed the process with no parties dissenting to the proposed changes. Since consensus was reached, the Department will use the consensus-based language of its proposed regulations for its notice of proposed rulemaking and community comment. The Department will provide at a later date the preamble language for the negotiators to review and provide comments prior to publication of the NPRM.

The proposed rules made significant changes to the Income Contingent Repayment (ICR) and the Income-Based Repayment (IBR) programs as well as the total and permanent disability regulations. The proposal creates two ICR plans and provides detailed information on the process for ICR and IBR including notification requirements and details of the loan forgiveness process. The total and permanent disability regulations were completely revamped to streamline the process. The Department announced that these three issues were a priority of the Administration and would be the only issues that the Department would commit to having Final Rules published by the



November 1, 2012 master calendar deadline. The remaining 22 issues would have Final Rules written by November 1, 2013 with a July 1, 2014 implementation date.

*New Legislation:* Senators Dick Durbin (D-IL) and Tom Harkin (D-IA) introduced the “Know Before You Owe Act of 2012,” which would prohibit private loan lenders from disbursing private education loans without obtaining school certification of enrollment, cost of education and estimated financial assistance. It also requires lenders and schools to provide additional information and disclosures to students applying for private education loans.

### **Historical**

Naomi Derryberry

The TASFAA Historical Committee has not met since the last Board meeting.

Past Presidents Picture Frame – all past presidents have been contacted and are in the process of providing pictures for the display. A new box has been made for the frames to better secure them.

Boxes from prior members are in the process of being reviewed to be filed in the appropriate boxes.

Electronic versions of all 2011-2012 Board Meetings will be requested.

Copies of the President’s Blog will also be placed in the Historical Notebook.

The Historical Notebook continues to be updated.

### **Membership**

Sonja McMullen

No report submitted.

### **Public Relations**

Teri Parchment

No report submitted.

### **Site Selection**

Joanie Walker

No report submitted.

### **State Programs**

Jane Pennington

No report submitted.

### **Training**

Brenda DiSorbo

No report submitted.

### **Diversity**

Summer Judd

No report submitted.

### **Special Appointee**

Darolyn Porter

See NAOW Agenda

## Margaret Murphy for Melissa Barnes, Virginia

### Activities:

Non-Conference Fall Workshop	Liberty University	October 6, 2011
VASF AA Fall Board Meeting	Liberty University	October 6, 2011
EASF AA/ASF AA/SASF AA Legislative Briefing	Capitol Hill	October 29, 2011
VASF AA Winter Board Meeting	ECPI Richmond Campus	February 10, 2012
VASF AA Conference	Sheraton Norfolk	May 20-23, 2012

### VASF AA Updates

- ✚ Secured site for the 2013 Annual Spring Conference in Hampton, VA
- ✚ Completed transition from ATEC to Wild Apricot
- ✚ Completed a successful audit for the 2010-11 reporting period
- ✚ Established the VASF AA Enrichment & Reinvestment Program (VERP) – Spring Non-Conference Training and the NAOW at Spring Conference are the first recipients of VERP Funds – both workshops provided to members free of charge
- ✚ Hosted 11 High School Guidance Counselors Workshops in November/December 2011
- ✚ Secured and hosted 63 Super Saturday sites

Number of Attendees	3486
Number of FAFSA's Completed/Initiated	1557

	Yes	No
1st Time Site Coordinator	43	20
1st Time Location	34	29

	Press Release	Flyers	PSA	Letter	USB Wristband
Used VASF AA Marketing Tools	31	62	20	20	49

- Renewed focus with the Strategic Plan for VASF AA – the Strategic Plan will be reviewed annually
- Hosted 2 Non-Conference Training Opportunities (Liberty University, Lynchburg – October 6, 2011 and VCU, Richmond, VA – March 15, 2012)
- Published 3 newsletters
- Supported SASF AA's Silent Auction/Charity and SASF AA's gifts to NASF AA Board Members
- Utilized doodle.com as a tool for scheduling Board meetings
- Reestablished NAOW as a Pre-Conference tool for new members
- 2011-12 Preliminary Membership: 353 (as of 4/2/12)
- Conference Registrants as of 5/18/12: Full-125; Monday- 10; Tuesday -16; NAOW-30

## Vickie Adams, Alabama

On February 21, 2012, Dr. Bill Wall, Vickie Adams, Betty Edwards, Kevin Ammons, Amanda Sharp and Belinda Duett attended the Governor's signing proclaiming February 2012, Financial Aid Awareness Month in Alabama. This was such an honor to represent AASF AA and Governor Bentley's acknowledgement of the great service we do for our students and parents in Alabama.

The program committee members met and put together a great agenda for our Spring 2012 conference. The theme this year was "Information to Inspiration: Gaining Knowledge for the Future". This conference included David Bartnicki, our favorite "Fed" giving us the most updated information from the Department of Education, Brad Barnett, SASF AA 2011-2012 President, Yessyka (pronounced Jessica) Santana from the Office of Inspector General, US Department of Education presenting Mitigating Risks of Fraud in the Title IV Program, and Micah Jordan, training specialist from NASF AA. Our NAOW trainers, Kevin Ammons and Lisa Powell put together a wonderful training workshop that was held on Wednesday, April 11. United Student Aid Funds printed the materials this year for our

New Aid Officers Workshop. There were 20 new aid officers that attended this year. Our overall numbers attending the conference were 144 with 9 vendor sponsors and 1 contributing to the Association.

The 2011-2012 nominations chair, Past President Amanda Sharp, put together a full slate of candidates for the AASF AA elected offices. A special thanks to Dr. Chip Quisenberry who graciously stepped up as the elections chair as Amanda had been selected as a candidate for office. Those candidates were:

**President-Elect**

Kevin Ammons Enterprise Community College  
Susan Green Troy University

**Vice President**

Phillip Nelson Auburn University - Montgomery  
Betty Edwards Trenholm State College

**Secretary**

Stephanie Miller Jacksonville State University  
Ann Little University of Alabama – Birmingham

**Treasurer-Elect**

Amanda Sharp University of North Alabama  
Holly Williams Northeast State Community College

**2012-2013 Officers are:**

**President** Sharon Williams

**President-Elect** Kevin Ammons

**Vice President** Phillip Nelson

**Secretary** Stephanie Miller

**Treasurer** Ann Campbell

**Treasurer-Elect** Amanda Sharp

**Past President** Vickie Adams

During our 2012 Spring Conference special recognition was give to Ms. Yessyska Santana, Mr. Brad Barnett, and Mr. Micah Jordan. Our AASF AA distinguished awards were presented to:

Mr. David Bartnicki John H Buchanan, Jr. Distinguished Service Award  
Ms. Betty Edwards M. Cecil Padgett Outstanding Achievement Award

Two financial aid professionals from AASF AA member institutions were recognized by the Alabama Community College System as recipients of the Chancellor’s Award for their demonstration of the highest standards of professional performance and service among college employees. Ms. Erma Perry from Wallace Community College in Dothan and Ms. Sheila Hairston from Northeast Community College were the only two financial aid professionals from AASF AA member institutions recognized and chosen to receive the award from the 22 comprehensive community colleges and 4 technical colleges.

The AASF AA budget committee met on May 22, 2012 at Lawson State to prepare the 2012-2013 budget. Transition of new officers and committee chairs will be held at Samford University on June 15, 2012. The site selection for our 2013 Spring Conference will again be held at Lake Guntersville State Park Lodge. I look forward to 2012-2013 under the leadership of Ms. Sharon Williams, President.

**Nancy Ferguson, Georgia**

In March I met with Paul Mittlehammer who will serve as 2013 SASF AA Program Chair and Philip Hawkins, incoming GASF AA President to start making plans for the 2013 SASF AA conference which will be held in Atlanta.

I attended the SASFAA Board meeting in February in Greensboro, North Carolina which was held in conjunction with the annual conference. We settled several important matters:

- The biggest, as it pertains to us, is that states will no longer be required to provide refreshments at the hospitality suite at the annual conference.
- SASFAA has done away with their listserv since they changed web hosts. They will instead use the SASFAA Nine News which is not technically a blog but more in line with a listserv. Members will stop getting duplicate messages.
- NASFAA has voted to reduce their number of board members. The SASFAA President will now sit as an observer and the Past President will be the voting member.
- The 2014 conference will be back in Jacksonville.

I came up with the decor for the 2013 Conference promo table. We also handed out small bags of Georgia peanuts to those that came by. Thank you to all the GASFAA members that helped man the table. NCASFAA asked each state to bring a gift basket representing their state to be auctioned off in the silent auction for their charity. I put together a Georgia table which aimed to encompass each corner of the state. It brought in about \$80.

I attended the SCASFAA Conference in April as the guest of president Allison Sullivan. It was great to see how other organizations do things and to meet new people. I thank the SCASFAA members for their hospitality.

I was invited to do a photo op with Governor Nathan Deal and went with President Elect Philip Hawkins, VP Jody Darby and Federal Legislative Chair Bonnie Joerschke. He was very complimentary of GASFAA s work. I also worked with the Governor's Office to create a conference welcome address from the Governor to our members for our conference.

The NASFAA Spring Board meeting was held in Boca Raton, Florida and since it was held in the SASFAA region each state was required to send a gift from our state for the Board members. On behalf of GASFAA I sent 2 oz jars of honey from the Boogerhill Bee Company in Danielsville, GA.

Our conference was held May 16-18, 2012 at the Atlanta Marriott Gwinnett Place. We had several special guests: NASFAA President Justin Draeger, NASFAA Chair-Elect Ron Day, and SASFAA President Brad Barnett. We had almost 300 in attendance. Caylee French from the Georgia Student Finance Commission was awarded the Achievement Award for Outstanding Service to Students. James "Jay" Mooney who just retired from the University of Georgia was awarded Honorary Membership. Our election results were as follows:

President Elect: Cathy Crawley, Georgia College and State University  
VP for Professional Development: Jared Smith, University of Georgia  
VP for Programs: Patrick Harris, University System Board of Regents  
Treasurer: Pat Barton, Clayton State University  
Secretary: Felicia Ailster, Georgia Perimeter College

It was a fun, informative conference. Jody Darby and the Program Committee did an amazing job.

### **Aaron Gabehart, Kentucky**

KASFAA's summer transition meeting will take place on Thursday, June 21 and Friday, June 22 at Barren River State Park , KY.

### **GOALS for 2011-2012**

- Added a KASFAA committee service requirement to the New Aid Officer Workshop scholarship winner
- Added a mid level training workshop within our association for the Spring 2012 KASFAA conference

### **Spring Conference**

The spring conference was held Wednesday – Friday, April 11-13, 2012 with the theme "KASFAA Television" and focused sessions based on tv dramas, sitcoms, and reality shows. Michael Roberts was our Federal trainer and Pam Fowler, NASFAA Chair presented sessions as well. The conference was held at the Holiday Inn Cincinnati Airport in Erlanger, KY. The hotel room rate was \$96/night and our conference attendance was 119 people.

### **College Goal Sunday**

252 volunteers provided information and assistance to 1187 attendees at 22 College Goal Sunday sites on Sunday, January 29, 2012. Attendee numbers were down this year, but with state grants running out more quickly, more universities were sending the message to file as soon as possible after January 1. This message increased numbers of students who filed before College Goal Sunday took place. Discussions are still in place to possibly hold 2 main events, one in the fall and one in January focusing on CGS. The fall event would be an informational event with powerpoint and the January event would focus on having families file the FAFSA on location.

### **Tid bits from Kentucky**

Really, there is only one thing you need to know. We're Kentucky. The Big Blue Nation, otherwise called BBN. Our state has no professional sport teams, so we're all about Kentucky Wildcats Men's Basketball. GO CATS!!!! It has been a great year in the Bluegrass State, as we are hanging our 8<sup>th</sup> NCAA Men's basketball National Championship Banner!!

### **Seph Anderson, Mississippi**

#### **2012 MASFAA Conference –**

The Inn at Ole Miss played host to the 2012 MASFAA Conference May 23-25, 2012.

The theme of the conference was “Team MASFAA,” representing the unity and common purpose amongst the various entities within MASFAA.

We had 120 registrants for the conference this year, up from 103 registrants the previous year when the conference was in Bay St. Louis, MS.

In addition, we were very pleased to have the support of ten vendors for the 2012 conference.

Justin Draeger spoke to the membership on what's taking shape in terms of education policy as we near the upcoming election.

Federal Trainers Wood Mason and Dave Bartnicki were in attendance and provided the membership with quality federal training and updates.

Additionally, nine different breakout sessions were held during the conference on a wide variety of financial aid topics.

Bruce Crain and Jeanie Hughes were presented with MASFAA Honorary Lifetime Membership Awards.

Megan Smith (Meridian Community College) was presented with the MASFAA Rookie of the Year Award.

Katie Tompkins (Ole Miss) was presented with a Conference Committee Award from Conference Chair Nicole Patrick (Mississippi University for Women).

Dave Bartnicki was presented with a President's Special Recognition Award for his outstanding service to MASFAA.

\$1,000 was raised and donated to the conference charity, the Oxford-Lafayette Humane Society.

The site for the 2013 MASFAA Conference, The Gold Strike Casino in Tunica, MS, was announced to the membership.

In closing, the 2012 MASFAA Conference was a great success!

### **Allison Beaver, FASFAA**

- Held special election for President for 12/13 as Anh Do resigned from her position on the FASFAA Board. Nathan Basford was the one candidate on the slate and I'm happy to report, the membership voted and Nathan will be the FASFAA President for 12/13.
- The new FASFAA Logo was voted on by the membership and the winner will be debuted at the Annual Conference in Orlando, FL on May 29<sup>th</sup> – June 1<sup>st</sup>
- Spent the last few months gearing up for the Annual Conference – very excited about the Sea World Extravaganza and other fun activities to close out three full days of training. As of May 22<sup>nd</sup>, there are 334 members registered to attend the conference.

### **Amy Berrier, Legislative Relations**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: Legislative Relations is not an elected officer position.

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: Utilize conference calls and e- meetings when necessary.

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: Answering members questions, support all activities at the conference, attend board functions with new aid officers.

**GAP 22:** Legislative alerts should be “archived” on the website (Resources section) so prior alerts can be easily accessed.

Activity: Alerts and legislative information are forwarded to the SASFAA listserv for members.

**LRP 2.4:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Alerts and legislative information are forwarded to the SASFAA listserv for members. Keep membership apprised of Board activity and advocacy. When the need arises for communication from individual members, alert the membership via the listserv on how to do so.

**PP 6.8a:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Prepare legislative report prior to each board meeting. During other times, keep board apprised through email of legislative issues.

**PP 6.8b:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: SASFAA Legislative Relations has typically recruited state legislative committee chairs to serve on the SASFAA committee. Assumes a certain reliance on states to pick chairs keeping diversity and institutional type in mind.

**PP 6.8c:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Communicate as necessary with state chairs (they serve on the SASFAA Legislative Relations Committee). Serve on the NASFAA Regional Federal Issues Committee. Dissiminate information to the Board and members as necessary.

**PP 6.8d:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Communicate with Board, SASFAA Legislative Relations Committee, state chairs, etc. as necessary.

**PP 6.8e:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Work closely with Board and President to develop advocacy positions and letters as necessary.

**PP 6.8i:** Apprise members of legislative issues affecting the profession, educate members of alternative approaches, encourage involvement on issues and advocate positions when reasonable consensus exists

Activity: Alerts and legislative information are forwarded to the SASFAA listserv for members. Keep membership apprised of Board activity and advocacy. When the need arises for communication from individual members, alert the membership via the listserv on how to do so.

### **Amanda Sharp for Ben Baker, Communications and Outreach**

#### **Summary of Activities**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: “No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.”  
Communications Chair is an appointed position for one year

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: “No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.”  
One or more telephone meetings were conducted in 2011-2012

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Ongoing task to solicit and involve new persons SASFAA activities. Continue soliciting new individuals.

**GAP 9:** Committee members should be solicited from each state to serve on committees when appropriate in order to engage volunteers and develop future leaders.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Only 6 committee members were utilized in 2011-2012. I should have started sooner in the year to find at least one person from each state.

**GAP 10:** Committee chairs should post minutes from meetings on the website immediately following every meeting.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
No minutes were kept. Committee business was conducted by email.

**LRP 1.4:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
The 6 committee members were sufficient in size for the work of the committee. The biggest task was getting the members to assist.

**LRP 1.5:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Report will be prepared for the annual meeting in June

**LRP 2.1:** Facilitate alliances between and among various sectors and members of the financial aid community

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Probably did not have a good example of diversity on this committee in 2011-2012. Start sooner in trying to find people who are willing to take an "ACTIVE" role.

**PP 6.0:** Maintain the records of the Association.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Board reports were submitted to the SASFAA Secretary according to schedule

**PP 6.0a:** The advice and assistance provided to the Board of Directors by committee chairs are such that the goals of the Association are readily accomplished, future leadership is developed, and board activities remain fiscally responsible.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Proposed new policies and procedures for SASFAA Nine News

**PP 6.0b:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Sent several notices via SASFAA list-serv regarding establishment of SASFAA Nine News. Should have sent more notices.

**PP 6.0c:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Board reports were submitted to the SASFAA Secretary according to schedule

**PP 6.0d:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Report submitted

**PP 6.0e:** Fiscal integrity will be ensured.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
I believe the expenses for the Communications Chair have been well under the 2011-2012 budgeted amount.

**PP 6.0g:** Maintain the records of the Association.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
To be done!

**GAP 20:** Continue to explore the interest and use of social media.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
SASF AA Nine News website established in 2011-2012

**PP 6.12(3):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Accomplished to some degree. This task needs person who is able to utilize time not taken by significant office work duties.

**PP 6.12(4):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
This task is developing and evolving

**PP 6.12(a):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
I did not establish a firm schedule of notification for soliciting reports. Big mistake. Passive approach in scheduling reports from elected officers and state presidents does not work.

**PP 6.12(b):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Done

**PP 6.12(H):** Facilitate alliances between and among various sectors and members of the financial aid community.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
No activity

**PP 6.124:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Newsletter no longer in use

**PP 8.1.1(1):** Manage the SASF AA Nine News

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Done regularly. This task needs person who is able to utilize time not taken by significant office work duties

**PP 8.1.1(2):** Manage the SASF AA Nine News

Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
Done. May need some final tweaking in the P & P

**LRP 2.2:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.



Activity: "No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted."  
A big step was taken with establishment of the SASFAA Nine News. The next step might be a Facebook page.

### **Discussion**

Only 6 committee members were utilized in 2011-2012. I should have started sooner in the year to find at least one person from each state. Probably did not have a good example of diversity on this committee in 2011-2012. Start sooner in trying to find people who are willing to take an "ACTIVE" role.

I did not establish a firm schedule of notification for soliciting reports. Passive approach in scheduling reports from elected officers and state presidents does not work.

A big step was taken with establishment of the SASFAA Nine News. The next step might be a Facebook page.

### **Lisanne Masterson, Site Selection**

#### **Activities**

Site Selection worked with IMN Solutions to finalize the bid for the 2014 Annual Conference at the Hyatt Regency Jacksonville Riverfront February 13-19, 2014, in Jacksonville FL.

A contract has been finalized for the August 2012 Executive Board/Conference Committee Meeting August 3-6, 2012, at the Crowne Plaza Ravinia in Atlanta.

A contract has been finalized for the 2016 Annual Conference at the Sheraton Four Seasons February 5-10, 2016, in Greensboro NC.

A contract was negotiated for the GAP Committee Meeting at the Holiday Inn Louisville Airport Fair and Expo Center April 27-29, 2012, in Louisville KY.

Arrangements were made for room assignments for the Board Transition Meeting at the Hilton St. Petersburg Bayfront June 7-10, 2012, in St. Petersburg FL.

#### **Recommendation**

Although it does not cost the Association any funds to utilize IMN for site selection services, it is being recommended to pull these functions fully back into the Association. The process for site selection – sending out bids, collecting information, sending out a second request, visits, final recommendation – is the same. Use of their services saves time/energy on the front end, but it does not allow for that personal connection with the site at a crucial time in the negotiation for reduction in rates. We should continue to compile information on all possible sites to create an excel spreadsheet such that automatic emails soliciting bids can happen quickly to help reduce the manual labor at the front end of the process.

### **Marian Huffman, Budget and Finance**

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

Activity: Due to the current low rate of return on CDs, there have been multiple conversations with Jim Mills- SASFAA's Investment Advisor, President Barnett, Jeff Dennis President-Elect, Nancy Garmroth Treasurer, Marian Huffman Budget and Finance Chair Huffman and the Budget and Finance Committee. The returns on CDs were much more favorable when the Guide to Financial Management was originally written. The Budget and Finance Committee reviewed various investing options. \$150,000 was investing with Charles Schwab this account leverages NASFAA's seven million and investment strategies

The Board also voted in the August Board meeting to invest another \$150,000 with BB&T or SunTrust using a venue such as the Index-linked CD. This investment tool is FDIC insured, the principle is protected but the earnings can vary. After much deliberation by the Budget and Finance Committee as well as President Barnett, Jeff Dennis President-Elect, Nancy Garmroth Treasurer and Marian Huffman Budget and Finance Chair, these funds were not invested because the current option was for a six year term which exceeds the 60 month and \$100,000 maximum as set forth in the Guide to Financial Management. Currently these funds are in the BB&T Savings account and the SunTrust money market account.

Because the earnings from CDs are so low, it is not deemed prudent to reinvest into traditional CDs at this time. Therefore, as the CDs are maturing the funds are deposited into the SunTrust Money Market Account.

**GFM 3:3:** The association shall maintain a reserve fund balance of no less than the most recent operating budget. Such funds may be comprised of both savings and investments, provided the funds are not intermingled with the Association's checking account.

Activity: As of May 29, 2012 the SASFAA reserves total \$656,980.78. This amount includes BB&T savings, SunTrust money market, CDs and the Charles Schwab account. The current operating budget for 2011-2012 is \$307,657. Currently our reserves double the current operating budget.

**GFM 3:3 C:** Cash balances in excess of the FDIC depositor insurance coverage shall not be maintained in one or more accounts at a single financial institution, except in the case of a checking account or savings account during the Annual Conference season.

Activity: As of May 29, 2012 funds are distributed as follows:

BB&T

• Checking	114,044.68
• Savings	<u>161,947.94</u>
• Total	275,992.62

SunTrust

• Money Market	220,032.84
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Charles Schwab

• Long Term	150,000.00
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Capmark BK

• CD	50,000.00
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Lenders BK

• CD	25,000.00
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Midfirst BK

• CD	50,000.00
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Currently the total amount in BB&T accounts exceeds the FDIC coverage amount. To reduce this amount and in order to regain compliance with the Guide to Financial Management funds will be moved to another account with a different banking entity. As well, a decision will have to be made about the remaining CDs. These are all set to mature by July 30, 2012. Due to such low return on CDs, these will be cashed out at the maturity date. However, to remain in compliance with the FDIC maximum per banking entity these cannot all be deposited into either the BB&T savings or the SunTrust Money Market. The committee is currently researching viable options to maximize the flexibility of these funds, the rate of return, minimizing the complexity of having multiple banking entities and maintaining compliance with SASFAA's P&P and GFM.

**P&P 6.34:** Recommend budget adjustments as appropriate to stay within budget guidelines.

Activity: At least quarterly Treasurer Nancy Garmroth sent line item summaries to responsible parties. The board is once again commended for the incredible job each person has done to make this budget work! It takes the entire team working together to make it happen. At this point, it appears that the 2011-2012 budget will end in the black.

\*There is one line item that has received President Barnett's approval due to an overage of the original budgeted amount, but will be less than \$500 over. This item is 225 Online Payment Processing Fees.

\*206-Annual Meeting: Shelley Park and the Conference Committee needs to be highly praised! The conference was under the original budgeted amount by over \$10,000.

\*04-Vendors/Sponsors/Patrons: Dewey Knight yet again exceeded the expected goal for revenue. He continues to provide tremendous leadership in his role as chair of this committee.

SASFAA, Inc.  
Hotel Contracts

**NAOW – North Carolina Central University – Durham NC**

**\$57,000**

**Hilton St. Petersburg Bayfront – June 7 – 10, 2012 – June Transition**

Room Rate is \$139 per night

Room Commitment is 90 – must meet 80% of room committee

Tax is 12%

$(\$139 \times 72\text{- minimum nights} \times 12\% \text{ tax}) = \$ 11,209$

Room Rental Fee is waived – One-time set-up fee of \$400

Food Minimum is \$700

**Cancellation provisions**

More than 180 days prior = 65% of guest rooms, room rental & est. banquet charges 9185 + 400 + 700

91-180 days prior = 75% of guest rooms, room rental & est. banquet charges 10,509 + 400 + 700

30- 90 days prior = 90% of guest rooms, room rental and est. banquet charges 12,610 + 400 + 700

Less than 30 days prior = 100% of guest rooms, room rental & est. banquet charges 14,011 + 400 + 700

**Total liability as of June 2012: Liability charges based on individual contracts and timing**

**\$15,111**

**Crowne Plaza Atlanta Perimeter at Ravinia – February 7 – 13, 2013 – Conference**

Room Rate is \$119 per night

Tax is 12%

**Cancellation provisions**

365 or more prior = 40% of two peak guest room revenue \$39,984

271-364 days prior = 50% of two peak guest room revenue \$49,980

181-270 days prior = 60% of two peak guest room revenue \$59,976

91-180 days prior = 80% of two peak guest room revenue \$79,968

0-90 days prior = 100% of two peak guest room revenue \$99,960

**Total liability as of June 2012: Liability charges based on individual contracts and timing**

**\$59,976**

**Hyatt Regency Jacksonville Riverfront – February 13 – 19, 2014 – Conference**

Room Rate is \$159.00

Tax is 14.13%

**Complimentary Rooms and Concessions**

- Meeting space complimentary
- One room night for 40 occupied rooms
- One presidential suite and one connecting bedroom
- Thirteen upgraded rooms to Premier Kings
- Fifteen complimentary VIP welcome amenities
- Complimentary use of hours fitness center for all guests
- Complimentary meeting room rental
- Two VIP roundtrip airport transfers
- A 10% discount will be extended on all F&N based upon 2012 pricing
- Two planning meeting of two days will be extended at any time preceding the convention at a reduced room rate of \$125
- One Board meeting of two days at any time preceding the convention at a reduced room rate of \$125

- Complimentary use of 24 hour business center
- Complimentary guest room internet for all guests
- Discounted self-parking at \$10 per day
- Ten complimentary self-parking passes
- Hotel will coordinate with Visit Jacksonville Sponsor offer of \$3.00 per room rebate to the Association
- Meeting planner points to designated by the association (\$50,000)
- 15% discount will be extended on AV
- Five rooms at 50% discount from the group rate – “Staff Rate”

**Cancellation Provisions**

The fee is a percentage of the two peak nights guest room revenue. Multiply the number of rooms blocked on the two peak nights (350 rooms x 2 nights x rate \$159) by the following schedule

365 days - signed date – 40% of anticipated revenue = \$44,520

364-271 days – 50% of anticipated revenue = \$55,650

270 – 181 – 60% of anticipated revenue = \$66,780

180 days - 91 days - 80% of anticipated revenue = \$89,040

90 days - 0 days - 100% of anticipated revenue = \$111,300

**Total liability as of June 2012: Liability charges based on individual contracts and timing \$44,520**

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

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

Room Rate is \$137 per night

Tax is 12.75%

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

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

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

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

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

**Cancellation provisions**

Signing date – 1096 days – one sum of \$5000.00

1095-730 days – 25% of anticipated revenue

729-366 days – 50% of anticipated revenue

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

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

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

**Total liability as of February 2012: Liability charges based on individual contracts and timing \$5,000**

**Total liability as of June 1, 2011: Liability charges based on individual contracts and timing \$181,607**

**SASFAA, Inc. Investments 4/30/2012**

Holding Company	Purchase Date	Amount	Term	Maturity Date	Rate	Interest Payment Schedule	Current Estimated Value
CapMark	7/9/2009	\$50,000	36	7/16/2012	2.60%	Paid Semi-Annual to Checking Account.	\$50,229

MidFirst Bank	7/9/2009	\$50,000	36	7/16/2012	2.55%	Paid Monthly to Checking Account	\$50,224
Leaders BK Oak Brook ILL	6/16/2010	\$25,000	24	6/18/2012	1.00%	Paid Monthly to Checking Account	\$25,029
<b>Total CD's</b>		\$125,000					\$125,482

<b>Cash and Cash Equivalents</b>	\$220,033	\$220,033
<b>TOTAL INVESTMENTS</b>	<b>\$345,033</b>	<b>\$345,515</b>

### Deborah Clark, Membership

#### Summary of Activities

**GAP 9:** Committee members should be solicited from each state to serve on committees when appropriate in order to engage volunteers and develop future leaders.

Activity: All interested volunteers were invited to join the Membership Committee; Several past committee members were invited to return to maintain continuity; All committee members were encouraged to assist in plan (and brainstorming) special initiatives as well as the normal, routine responsibilities of the Membership Committee, all which enhance leadership skills.

**LRP1.4:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible

Activity: When appointing committee members, efforts were made to include a diverse selection of members and insure representation of all races, genders, and states, as well as new and experienced committee members; Appointed members included reps from 8/9 states, male and female, new and experienced, African American, Caucasian and Hispanic; Extra efforts were made to secure representation from the one state not represented.

**PP6.0c:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: Prepared and submitted reports to the secretary and made reports at Board meetings as required.

#### **PP6.0h:**

Activity: At the President's request, the Membership Committee coordinated efforts for the 1st Annual Financial Aid Appreciation Day. Via group email, the Membership Committee members informed of our new responsibility and encouraged to brainstorm and provide input for this new initiative. After compiling all suggestions, a recommendation was submitted to the President for approval. Announcements were submitted to the SASFAA listserv to establish state and campus participation. The SASFAA community responded with numerous innovative ways to implement and participate. Pictures and motivational success stories were submitted to the Membership Chair and consequently shared with via the SASFAA listserv.

**GAP 16:** Continue to archive the membership database at the end of each fiscal year.

Activity: The Membership database will be archived at the end of the fiscal year

**GAP 17:** The brochure should be finalized as soon as possible and a plan developed for utilization going forward.

Activity: The membership brochure was updated during the year and will be updated again at June 30th for the new fiscal year. The brochure will be posted on the SASFAA website utilized in the future to educate and solicit potential SASFAA members.

**PP6.11 (3):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: In keeping with the July 31 timeline, announcements to listserv and to each state representative on about July 7.

**PP6.11 (5):** Maintain the records of the Association.

Activity: Provided a list of conference registrants to conference sponsors, via the Vendor/Sponsor Coordinator, upon request, to include: first name, last name, title, institution, street address, city, state, zip, email address, and institution type as required. (Twice prior to the conference and once after the conference)

**PP6.11 (8):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: On or before June 30, I will download the membership list to an Excel spreadsheet and send it to the SASFAA Secretary to be archived with that year's SASFAA information.

## **Dewey Knight, Vendor/Sponsor**

### **Summary of Activities**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**GAP 9:** Committee members should be solicited from each state to serve on committees when appropriate in order to engage volunteers and develop future leaders.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**GAP 10:** Committee chairs should post minutes from meetings on the website immediately following every meeting.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**LRP 1.4:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**LRP 1.5:** Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**LRP 2.1:** Facilitate alliances between and among various sectors and members of the financial aid community.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0:** Maintain the records of the Association.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0a:** The advice and assistance provided to the Board of Directors by committee chairs are such that the goals of the Association are readily accomplished, future leadership is developed, and board activities remain fiscally responsible.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0b:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0c:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0d:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0e:** Fiscal integrity will be ensured.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0g:** Maintain the records of the Association.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.0h:** Perform other duties as requested by the president and provide copies of correspondence to the president.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16(1):** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16(2):** Policies and procedures are accurate and complete in order to provide consistent Associational direction.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16(3):** A reception or some form of public recognition to honor the contributions of the sponsors, by category, will occur during the annual conference and will be coordinated by the sponsorship and conference chairs after consulting with the president.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16a:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16b:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16c:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16d:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16e:** Recognize publicly the contributions of all sponsors.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16f:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16h:** The professional growth and competencies of members are addressed by offering workshops, seminars, meetings and other training opportunities.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16i:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

**PP 6.16j:** The future financial stability of the Association is provided through careful and regular planning and evaluation.

Activity: No additional action has taken place since the April 1<sup>st</sup> GAP Report was submitted.

### **Discussion**

I recommended restructuring of pricing in order to align with current environment and to include opportunities for non-higher education vendors to participate. The 25% discount for first-time exhibitors was continued. These recommendations were adopted by the Executive Board and utilized for 2011-2012.

A bundled group of sponsorship opportunities to ensure funding meets projected revenue budget was developed and submitted to the Executive Board for approval. The Board approved and these were used for 2011-2012. The sponsorship solicitation for 2011-2012 resulted in 34 exhibitors and one non-exhibiting sponsor. Total revenue for Vendor/Sponsor/Patrons and Advertising was \$79,125 which exceeds the budgeted revenue of \$75,000. The 2011-2012 revenue level compares to \$72,650 in 2010-2011 and \$69,900 in 2009-2010.

Further changes in the sponsorship policies are needed for 2012-2013 and will be presented at the Transition Board Meeting in June, 2012.

Due to difficulties with 2012 conference hotel attempting to charge fees for drayage services separate and apart from fees charged by drayage company, careful review of all contracts and contract riders should be made to avoid the possibility of "double charges."

Going forward, work with President-Elect to determine successor so that individual can shadow all activities of the current Vendor Sponsor Chair.

### **Jane Moore, Electronic Services**

#### **Summary of Activities**

**GAP 2:** The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: No activity to report.

**GAP 4:** Continue to use the web-based form that was instituted during 2010-11. Ensure the Board and committee chairs have access to the compiled data.

Activity: No activity to report.

**GAP 8:** The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: No activity to report.

**GAP 9:** Committee members should be solicited from each state to serve on committees when appropriate in order to engage volunteers and develop future leaders.



Activity: No activity to report.

**GAP 10:** Committee chairs should post minutes from meetings on the website immediately following every meeting.

Activity: Electronic Services minutes are up to date.

**GAP 11:** Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: No activity to report.

**GAP 16:** Continue to archive the membership database at the end of each fiscal year.

Activity: Full database has been backed up to alternate media.

**GAP 19:** Continue to timely post the president's year-end report on the web site.

Activity: President's yearend report for 2012 is posted to website.

**GAP 22:** Legislative alerts should be "archived" on the website (Resources section) so prior alerts can be easily accessed.

Activity: Not currently listed on website. Will be part of new website structure.

**LRP 1.5:** Require that each committee provides a written annual summary of its activities so this information may be included in the president's annual report

Activity: Currently up to date.

**LRP 2.1:** Work with all sectors of the region's financial aid community to ensure representation and participation in all Association programs and activities.

Activity: No activity at this time.

**PP 5.6(2):** Ensure all records are backed up for security purposes. These duplicate records should be kept by the Electronic Services Committee chair.

Activity: All records are currently backed up to alternate media.

**PP 6.0a:** Develop goals and objectives in keeping with committee/liaison charges, the bylaws, the mission statement and long-range plan and in consideration of the recommendations of the governance and planning committee.

Activity: No activity at this time.

**PP6.0b:** Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: Continued use of SASFAA Nine News and website.

**PP6.0c:** Prepare and submit reports to the secretary and make reports and submit action items at Board meetings.

Activity: Reports submitted as needed.

**PP6.0d:** Submit by April 1 an end-of-the-year (GAP) report to assess the committee's effectiveness in reaching its goals/objectives and make recommendations for future activities.

Activity: Report submitted.

**PP6.0e:** Comply with budget parameters and approve expenditures and requests of reimbursement in accordance with guidelines outlined in the Guide to Financial Management.

Activity: Budget within guidelines.

**PP6.5(1):** Begin work towards the migration of the website from ATAC to Wild Apricot, culminating with the switch taking place beginning with the 2012-13 SASFAA year.

Activity: Migration in process.

**PP6.5(2):** Assist the Communications and Outreach Chair with setting up SASFAA Nine News.

Activity: Provided help/input when needed.

**PP6.5a:** Provide guidance for the development, maintenance and enhancement of the SASFAA Web site.

Activity: Development of new website in process.

**PP6.5b:** Encourage development and utilization of cost-efficient, timely means of communication, including the web, list serves and e-mail by the Board, committees and the membership.

Activity: No activity at this time.

**PP6.5f:** Assist in the implementation of any long-range plan recommendations concerning communications that are deemed appropriate by the Board and the president.

Activity: No activity at this time.

**PP6.5h:** Develop and monitor contingency plans to transfer list serve and Web site management to other locations.

Activity: Currently have backup copies of all website information, in preparation for the migration to Wild Apricot.

### **Discussion**

Currently migrating data from ATAC website to Wild Apricot. Plan to begin testing within next few weeks for July 1<sup>st</sup> launch.

### **Shelley Park, Conference**

The 2012 SASFAA Annual Training and Conference was held in Greensboro, North Carolina, February 26-29, 2012 and was a great success. There were 495 SASFAA members in attendance. In addition, there were 21 participants that attended the New Aid Workshop and 16 participants for the Noel-Levitz workshop. There were also 100 first-time attendees which was outstanding! The conference committee worked tirelessly for months and the end result was a conference with sessions on timely subjects, good food and fellowship with inspiration and energy to go back to our offices with a renewed attitude.

The Conference kicked off on Sunday evening, February 26, 2012 at 5:00 pm with special guest, Dr. Crystal Kuykendall, as keynote speaker and followed with the President's reception. Monday and Tuesday mornings began with general sessions which each day having back to back informative sessions. The annual SASFAA Bingo was held on Monday night with almost 80 participants and thanks to everyone that brought the prizes. It has been determined that a SASFAA member will fight to the death in bingo for a prize as small as a pen. The conference committee decided to switch things up this year and offered luncheons on both Monday and Tuesday - which was a success. Monday's luncheon keynote speaker was Justin Draeger from NASFAA who presented the Washington Update and at Tuesday's luncheon all awards and special recognitions were given to members and guests present.

The Department of Education and SASFAA members excelled by providing numerous concurrent sessions as requested by the conference committee and membership. Department of Education officials that presented included the following: Anthony Jones, David Bartnicki, Wood Mason, Yessyca Santana, Jeff Gibbons, Dan Klock and Ginger Klock. As expected an informative federal update was presented by Carney McCollough and Dan Klock. The "Ask the Fed" booth was once again handled by David Bartnicki. In addition to our DOE speakers we were so fortunate to have a NASFAA trainer, NASFAA Chair Pam Fowler and EASFAA Regional representative Wayne Harewood.

The conference committee was challenged to provide a great conference and stay within the budget – which we accomplished. It takes many volunteers to coordinate a SASFAA conference and I would like to say a very special thanks to the following folks: SASFAA Conference Committee members: Amanda Sharp, Jennifer Priest, Nathan Basford, Sandra Rockett, Biz Daniels, Janet Nowicki, Lianne Masterson, Cindy May, Laura Diven-Brown, Emily Staggs, Jody Darby and Sharon Oliver for their months of work to coordinate this conference; the fine folks of North Carolina and NCASFAA Local Arrangements and incoming SASFAA Conference Committee Chair Paul Mittelhammer. It was an honor to have been asked by President Brad Barnett and an experience I will always appreciate.

## Sharon Oliver, 2020 Committee

### Summary of Activities

GAP 2: The terms of office for elected officers will be of sufficient length to ensure continuity and to complete official business while providing opportunities for new leadership.

Activity: The 2020 Chairperson has been selected for one year. The committee members worked diligently to achieve the goals for this role in one year by hosting monthly conference calls.

GAP 8: The Board should continue to consider alternatives to on-site meetings and utilize other electronic tools whenever possible to keep costs at the most reasonable level while maintaining sufficient size committees and diversity.

Activity: The 2020 Committee held monthly conference calls. We also communicated through email exchange.

GAP 9: Committee members should be solicited from each state to serve on committees when appropriate in order to engage volunteers and develop future leaders.

Activity: Each state president was requested to recommend a representative. We had seven (7) states represented on the committee.

GAP 10: Committee chairs should post minutes from meetings on the website immediately following every meeting.

Activity: The meeting minutes for September were posted to the website.

GAP 11: Continue the development of potential leaders of the Association through workshops, pre-conference activities, symposiums, conference sessions, webinars, etc.

Activity: The 2020 Committee had several new members to serve on the committee, as well as, new presenters for sessions.

LRP 1.4: Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: A 2020 committee was diverse with public, private, two and four year colleges represented. There were eight (8) females and two (2) males, five (5) white members and five (5) african americans.

LRP 1.5: Committees should be of sufficient size and number and represent the diversity of the membership to accomplish the goals of the Association and to develop future leadership while being fiscally responsible.

Activity: The 2020 Committee submitted an annual report highlighting major accomplishments.

LRP 2.1: Facilitate alliances between and among various sectors and members of the financial aid community.

Activity: The 2020 Chair actively participated in board meetings, annual conference, and site selection of 2012 New Aid Officers Workshop.

PP 6.0 : Maintain the records of the Association.

Activity: The 2020 Chair submitted committee reports for every meeting by the requested deadline.

PP 6.0a: The advice and assistance provided to the Board of Directors by committee chairs are such that the goals of the Association are readily accomplished, future leadership is developed, and board activities remain fiscally responsible.

Activity: The 2020 Chair provided guidance and recommendations to the board as needed.

PP 6.0b: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: Tips for Veterans were submitted to the board and to the membership through SASFAA listserv.

PP 6.0c: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: The 2020 Chair submitted committee reports for every meeting by the requested deadline.

PP 6.0d: Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.  
Activity: The 2020 Chair submitted an annual report by the requested deadline.

PP 6.0e: Fiscal integrity will be ensured.

Activity: The 2020 Chair was fiscally responsible, did not exceed approved budget and submitted travel reimbursements according to guidelines. Additionally, the 2020 Committee Chair negotiated a reduced rate for the keynote speaker.

PP 6.0g: Maintain the records of the Association.

Activity: The 2020 Chair should forward to the next Chairperson all pertinent documents and reports by August 1, 2012.

PP 6.0h: Perform other duties as requested by the president and provide copies of correspondence to the president.

Activity: The 2020 Chair fully supported the President and submitted written reports as requested, served as the 2020 Committee Chair and on the Conference Committee as the NC representative.

PP 6.19(a): Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: The 2020 Committee identified the presenters for the Pre-Conference Session (Enhancing the Power of Need-Based Aid to Improve Student Access and Persistence), Keynote speaker, Dr. Kuykendall who presented on "From Rage to Hope: Strategies for Bringing Out the Best in All Students," and two general sessions: The Financial Aid Office's Role in Recruiting and Retaining the New Diverse Demographic and Strategies to Increase Student Success in a Diverse World.

PP 6.19(b): Disseminate quality information to enhance communications among members in a timely and cost-efficient manner.

Activity: The 2020 Chairperson solicited feedback from committee members and shared results with during board meetings.

### **Discussion**

The 2020 Committee members were very pleased with the selection of the keynote speaker, Dr. Kuykendall, who brought high energy and excitement to kick off the conference. The attendees who participated in the pre-conference session on Enhancing the Power of Need Based Aid to Improve Student Access and Persistence indicated that the session was very informative and great tips were shared. The other two 2020 sessions were well attended--The Financial Aid Offices Role in Recruiting and Retaining the New Diverse Demographic and Strategies to Increase Student Success in a Diverse World. A bookmark for veterans was shared with SASFAA members through the listserve. It was really great working with the committee members who worked extremely hard to deliver great sessions.

## Recommended P and P Changes due to NASFAA Board Changes

We have it on the agenda to approve P&P changes for the following motion we approved at the February Board Meeting.

### **Action Item: NASFAA Board changes**

**Sandy Neel made a motion that the SASFAA President serves as an observer, and the SASFAA Past President serves as the voting member on the NASFAA Board, beginning with 2013-2014. Melissa Barnes seconded the motion. The motion passed unanimously.**

### **5.2 President**

b. ~~prior to the NASFAA 2013-14 year~~, represents SASFAA as a voting member in the Board meetings, including Executive Committee of the Board of Directors, of the National Association of Student Financial Aid Administrators, Inc. (NASFAA). ~~Beginning with the NASFAA 2013-14 year~~, represents SASFAA as ~~a voting member an observer~~ in the Board meetings, ~~including Executive Committee of the Board of Directors~~, of the National Association of Student Financial Aid Administrators, Inc. (NASFAA), ~~serves as an alternative voting member in the absence of the SASFAA Past President, provides reports of NASFAA activities to the SASFAA Board and publishes reports in the SASFAA Nine News or on the Web site as appropriate;~~

### **5.3 President-Elect**

b. ~~until the NASFAA 2013-14 year~~, 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. ~~Beginning with the NASFAA 2013-14 year this position will no longer serve on the NASFAA Board of Directors;~~

### **7.5 NASFAA Board of Directors Meetings**

~~Prior to the 2013-14 NASFAA year, the~~ SASFAA president and immediate past president shall serve as members of the NASFAA Board of Directors. The president-elect attends as an observer. The length of these terms shall be one year and shall coincide with the fiscal year of NASFAA. In the absence or disqualification of the SASFAA president or immediate past president to serve as members of the NASFAA Board of Directors, the president-elect, if eligible, shall serve as one of the SASFAA representatives to the NASFAA Board of Directors.

SASFAA shall cover travel expenses for the president-elect or designee to attend NASFAA Board of Directors meetings. Reimbursement shall be at a rate consistent with the SASFAA policy for travel reimbursements.

~~Beginning with the 2013-14 NASFAA year, the president-elect no longer serves as a member of the NASFAA Board of Directors. The immediate past president will serve as the voting member and the President as the observer. The length of these terms shall be one year and shall coincide with the fiscal year of NASFAA. In the absence or disqualification of the SASFAA immediate past president to serve as a member of the NASFAA Board of Directors, the president, if eligible, shall serve in that capacity with the president-elect fulfilling the observer role vacated by the president.~~

As voting members of the NASFAA Board, NASFAA shall cover travel expenses for the president and immediate past president (or designee) to attend NASFAA Board of Directors meetings not held in conjunction with the NASFAA annual conference (see 10.6.4 Travel to NASFAA).

### **10.6.4 Travel to NASFAA**

**4) Reference:** The Policy and Procedures Manual 10.6.4 Travel to NASFAA

**Recommendation:** The committee found the current language to be difficult to understand and therefore recommends the following language replace the existing language:

#### **A. Annual Conference**

SASFAA shall cover the expenses for the Out-going President-Elect who serves as an observer to the final NASFAA Board meeting for that year. All travel expenses for NASFAA board meeting and NASFAA Conference (transportation, conference registration, hotel and meals) are paid by SASFAA. ~~Beginning with the NASFAA 2013-14 year, this applies to the outgoing President, as the President-Elect will not be an observer on the NASFAA Board of Directors beginning this year.~~

#### **B. NASFAA Board Meetings**

July – NASFAA does not cover travel expenses for the board meeting associated with the annual conference. NASFAA does pay for hotel nights and meals associated with the board meeting. Therefore, SASFAA will cover transportation expenses for the out-going President and the out-going Past President who serve as voting members on the NASFAA board. SASFAA will not cover any cost associated with attending the annual conference. ~~Beginning with the NASFAA 2013-14 year,~~

this applies to the out-going Past President only as that is the only SASFAA position serving as a voting member of the NASFAA Board of Directors.

Spring and Fall Board Meetings – NASFAA covers all travel expenses associated with these board meetings. Since NASFAA will reimburse all travel expenses to the board members, SASFAA will not cover these expenses.



**SASFAA, Inc.**  
**Budget vs. Actuals: 2011-2012 Budget - FY12 P&L**  
 July 2011 - June 2012

	Total			% of Budget
	Actual	Budget	over Budget	
<b>Income</b>				
01 Membership Dues	38,220.00	31,500.00	6,720.00	121.33%
02 Professional Development	71,670.00	60,000.00	11,670.00	119.45%
03 Annual Meeting	121,250.00	121,250.00	0.00	100.00%
04 Vendors/Sponsors/Patrons	62,854.40	55,000.00	7,854.40	114.28%
05 Advertising	16,270.60	20,000.00	-3,729.40	81.35%
07 Interest Earned	4,698.00	8,500.00	-3,802.00	55.27%
10 Tax Refunds	12,066.21	11,407.00	659.21	105.78%
<b>Total Income</b>	<b>\$ 327,029.21</b>	<b>\$ 307,657.00</b>	<b>\$ 19,372.21</b>	<b>106.30%</b>
<b>Expenses</b>				
101 President	6,577.61	8,050.00	-1,472.39	81.71%
102 President-Elect	4,601.03	8,550.00	-3,948.97	53.81%
103 Vice President	2,361.26	4,850.00	-2,488.74	48.69%
104 Secretary	1,945.29	3,600.00	-1,654.71	54.04%
105 Treasurer	2,519.91	4,800.00	-2,280.09	52.50%
106 Past President	2,489.62	6,700.00	-4,210.38	37.16%
201 Membership	1,045.00	4,050.00	-3,005.00	25.80%
202 Electronic Services	6,560.92	9,500.00	-2,939.08	69.06%
203 Professional Advancement	3,485.98	60,000.00	-56,514.02	5.81%
204 Newsletter		1,700.00	-1,700.00	0.00%
205 Budget and Finance	2,874.70	4,600.00	-1,725.30	62.49%
206 Annual Meeting Program	87,169.59	119,250.00	-32,080.41	73.10%
207 Site Selection	454.35	2,400.00	-1,945.65	18.93%
210 Executive Board	12,974.10	34,607.00	-21,632.90	37.49%
211 President's Contingency	265.13	1,000.00	-734.87	26.51%
213 Advance Program Planning		500.00	-500.00	0.00%
214 2020 Committee	1,147.37	3,350.00	-2,202.63	34.25%
215 Prior Administration Bills	680.98	1,000.00	-319.02	68.10%
216 Legislative Relations	3,749.54	4,450.00	-700.46	84.26%
217 Long Range Planning	790.04	4,150.00	-3,359.96	19.04%
218 Vendor/Sponsor/Patron	1,337.60	2,400.00	-1,062.40	55.73%
224 Accounting Fees and Taxes	5,612.51	5,650.00	-37.49	99.34%
225 Online Payment Processing Fees	2,860.27	2,500.00	360.27	114.41%
227 50th Anniversary for 12-13		10,000.00	-10,000.00	0.00%
<b>Total Expenses</b>	<b>\$ 151,502.80</b>	<b>\$ 307,657.00</b>	<b>-\$ 156,154.20</b>	<b>49.24%</b>
<b>Net Operating Income</b>	<b>\$ 175,526.41</b>	<b>\$ 0.00</b>	<b>\$ 175,526.41</b>	
<b>Net Income</b>	<b>\$ 175,526.41</b>	<b>\$ 0.00</b>	<b>\$ 175,526.41</b>	



**SASFAA, Inc.**  
**Balance Sheet**  
As of June 8, 2012

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
BB&T Checking	123,475.59
BB&T Savings	161,947.94
Fifth Third Checking (deleted)	0.00
Fifth Third Savings (deleted)	0.00
Suntrust-Money Market	220,032.84
<b>Total Bank Accounts</b>	<b>\$ 505,456.37</b>
<b>Accounts Receivable</b>	
Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$ 0.00</b>
<b>Other Current Assets</b>	
AMEX Centrn 3/19/12 1.25%	0.00
Capmark BK 7/16/12 2.65%	50,000.00
Charles Schwab (NASFAA)	150,000.00
Leaders BK 6/18/12 1.00%	25,000.00
Midfirst BK 7/16/12 2.60%	50,000.00
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$ 275,000.00</b>
<b>Total Current Assets</b>	<b>\$ 780,456.37</b>
<b>TOTAL ASSETS</b>	<b>\$ 780,456.37</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Total Liabilities</b>	
<b>Equity</b>	
Opening Balance Equity	757,980.87
Retained Earnings	-153,050.91
Net Income	175,526.41
<b>Total Equity</b>	<b>\$ 780,456.37</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 780,456.37</b>

Friday, Jun 08, 2012 10:44:41 AM GMT-4 - Accrual Basis

**Treasurer's Report – June 2012**  
**Nancy T. Garmroth**

**Summary of Activities**

**GAP 33:** Recommend continued use of outside CPA firm for tax preparation.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 35:** Continue periodic review of the Guide to Financial Management.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 34:** Continue to send quarterly reports to officers and committee chairs with budgetary responsibilities.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**GAP 40:** The treasurer should watch for expenditures that exceed \$1000 and apprise the president.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5a:** Fiscal integrity will be ensured. Receives and disburses monies of the Association.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5b:** Maintain the records of the Association. Maintains adequate and appropriate records of receipts and expenditures.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5c:** Fiscal integrity will be ensured. Pays the bills of the Association within thirty (30) days.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5d:** Fiscal integrity will be ensured. Pays reimbursements to the members within fourteen (14) days; receives all payments to the Association including meeting registrations, membership dues, and sponsorship/exhibitor payments.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5e:** Fiscal integrity will be ensured. Submits financial reports to the Board at each meeting and the annual business meeting.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5f:** Maintain the records of the Association. Prepares annual year-end financial statements as of June 30.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5g:** Fiscal integrity will be ensured. Arranges in coordination with the **finance and audit chair** for an annual independent **audit** of the financial records.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5h:** Fiscal integrity will be ensured. Files IRS form 990 for the fiscal year by the prescribed deadline, currently October 15, and all financial reports in a proper and timely manner.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

**PP 5.5i:** Fiscal integrity will be ensured. Sets up master accounts and obtains credit for the Association as appropriate.

Activity: No additional action has taken place since the April 1st GAP Report was submitted.

### **Discussion**

1. Treasurer and B&F Chair need to review processing. What can be streamlined and/or consolidated to ensure integrity of records but eliminate duplicative data entry and processing?
2. Need to review short and long term investment vehicles.
3. How to record sponsorship revenue?

**SASFAA, Inc.**  
**Budget vs. Actuals: 2011-2012 Budget - FY12 P&L**  
 July 2011 - June 2012

	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
01 Membership Dues	37,380.00	31,500.00	5,880.00	118.67%
02 Professional Development	55,575.00	60,000.00	-4,425.00	92.63%
03 Annual Meeting	121,250.00	121,250.00	0.00	100.00%
04 Vendors/Sponsors/Patrons	62,854.40	55,000.00	7,854.40	114.28%
05 Advertising	16,270.60	20,000.00	-3,729.40	81.35%
07 Interest Earned	4,698.00	8,500.00	-3,802.00	55.27%
10 Tax Refunds	12,066.21	11,407.00	659.21	105.78%
<b>Total Income</b>	<b>\$ 310,094.21</b>	<b>\$ 307,657.00</b>	<b>\$ 2,437.21</b>	<b>100.79%</b>
<b>Expenses</b>				
101 President	5,971.30	8,050.00	-2,078.70	74.18%
102 President-Elect	4,601.03	8,550.00	-3,948.97	53.81%
103 Vice President	2,361.26	4,850.00	-2,488.74	48.69%
104 Secretary	1,945.29	3,600.00	-1,654.71	54.04%
105 Treasurer	2,519.91	4,800.00	-2,280.09	52.50%
106 Past President	2,489.62	6,700.00	-4,210.38	37.16%
201 Membership	1,045.00	4,050.00	-3,005.00	25.80%
202 Electronic Services	6,560.92	9,500.00	-2,939.08	69.06%
203 Professional Advancement	3,485.98	60,000.00	-56,514.02	5.81%
204 Newsletter		1,700.00	-1,700.00	0.00%
205 Budget and Finance	2,874.70	4,600.00	-1,725.30	62.49%
206 Annual Meeting Program	87,169.59	119,250.00	-32,080.41	73.10%
207 Site Selection	454.35	2,400.00	-1,945.65	18.93%
210 Executive Board	12,534.50	34,607.00	-22,072.50	36.22%
211 President's Contingency	265.13	1,000.00	-734.87	26.51%
213 Advance Program Planning		500.00	-500.00	0.00%
214 2020 Committee	1,147.37	3,350.00	-2,202.63	34.25%
215 Prior Administration Bills	680.98	1,000.00	-319.02	68.10%
216 Legislative Relations	3,749.54	4,450.00	-700.46	84.26%
217 Long Range Planning	790.04	4,150.00	-3,359.96	19.04%
218 Vendor/Sponsor/Patron	1,337.60	2,400.00	-1,062.40	55.73%
224 Accounting Fees and Taxes	5,612.51	5,650.00	-37.49	99.34%
225 Online Payment Processing Fees	2,621.74	2,500.00	121.74	104.87%
227 50th Anniversary for 12-13		10,000.00	-10,000.00	0.00%
<b>Total Expenses</b>	<b>\$ 150,218.36</b>	<b>\$ 307,657.00</b>	<b>-\$ 157,438.64</b>	<b>48.83%</b>
<b>Net Operating Income</b>	<b>\$ 159,875.85</b>	<b>\$ 0.00</b>	<b>\$ 159,875.85</b>	
<b>Net Income</b>	<b>\$ 159,875.85</b>	<b>\$ 0.00</b>	<b>\$ 159,875.85</b>	

**SASFAA, Inc.**  
**Balance Sheet**  
As of May 22, 2012

<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BB&T Checking	107,825.03
BB&T Savings	161,947.94
Fifth Third Checking (deleted)	0.00
Fifth Third Savings (deleted)	0.00
Suntrust-Money Market	<u>220,032.84</u>
<b>Total Bank Accounts</b>	<b>\$ 489,805.81</b>
Accounts Receivable	
Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$ 0.00</b>
Other Current Assets	
AMEX Centrn 3/19/12 1.25%	0.00
Capmark BK 7/16/12 2.65%	50,000.00
Charles Schwab (NASFAA)	150,000.00
Leaders BK 6/18/12 1.00%	25,000.00
Midfirst BK 7/16/12 2.60%	50,000.00
Undeposited Funds	<u>0.00</u>
<b>Total Other Current Assets</b>	<b>\$ 275,000.00</b>
<b>Total Current Assets</b>	<b>\$ 764,805.81</b>
<b>TOTAL ASSETS</b>	<b>\$ 764,805.81</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Total Liabilities	<u>0.00</u>
Equity	
Opening Balance Equity	757,980.87
Retained Earnings	-153,050.91
Net Income	<u>159,875.85</u>
<b>Total Equity</b>	<b>\$ 764,805.81</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 764,805.81</b>

Tuesday, May 22, 2012 11:30:31 AM GMT-4 - Accrual Basis

**Amy Berrier, Legislative Relations  
June 2012 Transition Meeting – Florida**

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**Understanding the True Cost of College Act**

<http://harkin.senate.gov/press/release.cfm?i=336878>

- Bill introduced by Harkin, Franken, and a bipartisan group of senators so that 'families and students will gain a more accurate picture of exactly how much college will cost them' before deciding which school to attend.

<http://www.bloomberg.com/news/2012-05-24/senator-introduces-bill-for-standard-college-aid-letters.html>

- Franken and 8 cosponsors
- Help families compare financial aid offerings and differentiate between grant aid and student loans
- “Award letters fail to differentiate between awards and the money a student might need to borrow to cover tuition and other expenses.” – no federal requirement to disclose interest rates or total loan payments as there are for mortgages etc.
- NASFAA has provided comments and is opposed to standardized award letters according to Franken

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Franken Legislation requires ED Secretary to conduct consumer testing. May take longer than 6 months. Must be used to develop the FINAL financial aid offer form. Final standard financial aid offer form must be submitted to Congress no later than 3 months after the conclusion of testing.

Schools would have to begin using the standard financial aid offer form 8 months after it is finalized. Form has to be used whether award letters are printed or offered in electronic format.

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**Franken Legislation Summary – Required Content for FIRST page**

- COA – including the most current costs for:
  - tuition and fees
  - room and board
  - books and supplies
  - transportation
  - misc. personal expenses
- Amt. of Aid Student Does NOT Have to Repay including the things listed below. Must also include a disclosure stating that this aid does not have to be repaid and noting whether the student can expect these funds for future academic periods (renewable conditions etc.)
  - Scholarships
  - T4 grant aid
  - institutional, state or private scholarships
- Net Amount Student Will Have to Pay
  - Defined as the COA minus the aid student does not have to repay
- Work Study Assistance
  - Including a disclosure that this aid must be earned and the assistance is subject to the availability of jobs
- Recommended Direct and Perkins Loans including the following disclosures:
  - loans have to be repaid

- Students can borrow less than the school recommends
  - Interest rates and fees
  - Expected monthly repayment based on standard 10 year repayment
  - Expected total repayment over the life of loan
  - Where the student can find additional information about offered aid:
    - Including contact information for the student aid office on campus and ED
  - Benefits of Federal vs. Private Loans
    - Must include disclosure that federal loans are generally more favorable than private loans
    - Students should examine all federal loan options before considering private loans
    - Section must also include a note from the ED Secretary describing benefits unique to Federal loans
      - Including repayment plans
      - Deferment
      - Loan forgiveness provisions
      - Terms to examine carefully if considering a private education loan
  - Key deadlines
    - Deadline for accepting the financial aid offer and a summary of the process for doing so
  - Covered academic period
    - Must specify the academic period covered by the award letter
    - Assumed enrollment status
  - Cohort default rate
    - Provide most recent CDR along with a comparison to the national average CDR
    - This provision is only applicable to institutions where more than 30% of enrolled students borrow
  - Additional information
    - Bill provides ED Secretary the authority to include any other relevant information related to student loan borrowing that would help students and families make informed decisions
- 

**Franken Legislation also prescribes a series of other information to be included (designed by ED Secretary)**

- Concise summary of terms and conditions related to offered grants, loans and work study
    - Way to provide supplementary info including longer loan repayment terms
      - May be achieved through links to other websites
  - Additional suggestions for paying the net price “at the discretion of the institution”
  - Private student loan disclosures (if recommended by school)
    - Availability of and student’s potential eligibility for T4 assistance
    - Impact of a private loan on eligibility for other assistance
    - Student’s ability to select a private lender of choice
    - Rights to accept or cancel loans
  - Dependent students
    - References to private loans must include info about the EFC and PLUS
    - Reference to additional loan eligibility for students whose parents cannot borrow?
- 

**Franken legislation would also mandate that the following disclosures appear on the award letter**

- Financial aid award letter is only for one academic period and package may change in the future
- How non-institutional scholarships affect the student’s financial aid package
- Summary of the process for renewing federal and institutional aid
- Way to obtain additional information – ex: linking to supplementary info

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**Franken legislation would also mandate that the award letter MUST:**

- Include a subtotal for each category of aid offered
  - Use standard definitions and terms developed by ED Secretary
  - If institution recommends less federal aid than the federal maximum available to the student, additional information on federal loans must be provided in an attached document or webpage
  - Use standard formatting and design, as developed by ED Secretary, subject to consumer testing
    - Bill further directs the Secretary to provide direction on fonts, order of info, and consistency between written and electronic formats
  - Include an attestation that the student has assessed and read the offer form if provided in an electronic format
  - Include language developed by ED notifying eligible students that they may be eligible for VA education benefits and resources for more info
  - Institution may offer additional info that supplements the aid offer form but is not located directly on the form
- 

**Other award letter items still on the table...**

- Improving Award Letters and Consumer Information video by NASFAA
  - [http://www.nasfaa.org/advocacy/award-letter/Improving\\_Award\\_Letters\\_and\\_Consumer\\_Information.aspx](http://www.nasfaa.org/advocacy/award-letter/Improving_Award_Letters_and_Consumer_Information.aspx)
  - This provides a link to the published report from NASFAA's Award Notification and Consumer Information Task Force
- CFPB Financial Aid Shopping Sheet
  - [http://www.nasfaa.org/advocacy/award-letter/CFPB\\_Launches\\_Beta\\_Tool\\_to\\_Help\\_Students\\_Compare\\_School\\_Costs.aspx](http://www.nasfaa.org/advocacy/award-letter/CFPB_Launches_Beta_Tool_to_Help_Students_Compare_School_Costs.aspx)
- CFPB College Cost Comparison Worksheet
  - <http://www.consumerfinance.gov/payingforcollege/>
  - <http://www.nasfaa.org/EntrancePDF.aspx?id=8175>
- White House College Scorecard
  - <http://www.whitehouse.gov/issues/education/scorecard>
- ED – still owes Congress their recommendations on what “they want to see”
  - This was “due” 6 months after HEOA – so it’s “late”
  - <http://www2.ed.gov/policy/highered/guid/aid-offer/index.html>

NASFAA has submitted comments on all of these items, thanks to feedback from state and regional associations like SASFAA.

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**Doubling of Student Loan Interest Rate**

- Nothing new on the table – gridlock!



- Current 3.4% is set to return to 6.8% as stipulated in the 07 College Cost Reduction and Access Act (CCRAA)
  - Designed to relieve some of the burden of student loan debt on borrowers
  - Proved to be too costly
    - Lawmakers decided to phase in the cuts from 6% in 0809, to 5.6% in 0910, 4.5% in 1011, and 3.4% in 1112.
  - Unsub loans and all grad staffords have remained at 6.8%
- House Republicans sent letter to the President indicating that they are still “willing to play ball”
  - The letter from the Republicans indicated that they proposed two alternatives to pay for the offset (5-6 billion)
  - 1) Raise the amount that federal employees contribute to their retirements
  - 2) Three-part proposal:
    - Limit the in-school interest subsidy to 150% of program length (proposed already in Obama’s FY13 budget request)
    - Revise Medicaid provider tax threshold
    - Improve collection of pension information from states and localities
- President Obama has not issued a formal response to the letter from the House Republicans

#### Republican Bills Seek Info on Looming Sequester

- Maybe it won’t get done on time? Make something retroactive? Not sure – pressure of upcoming elections
- House and Senate Republicans have introduced identical bills (H.R. 5872 and S. 3228) – wanting report on the sequester ordered by the Budget Control Act of 2011. Bills are entitled “Sequestration Transparency Act of 2012”
- Requesting President to provide detailed report to Congress on July 9, 2012 on the sequestration ordered for FY13 (to take effect on January 2, 2013).
  - Covers both discretionary appropriations and direct spending

#### Budget Update

- No movement
- Senate is moving through the budget process but with no real intent
- House doesn’t want to mark up anything until we know whether or not the Supreme Court will uphold the Health Care Law
- Won’t see anything happen until after the November election
- December will prove to most likely be a busy time...

#### Calendar

- |  |                                   |
|--|-----------------------------------|
| • 2/22-2/23 – DC – Joint Hill Visits with EASFAA | • 3/22 – NASFAA Regional FIC Call |
| • 2/21 – NASFAA Regional FIC Call                | • 4/23 – NASFAA Regional FIC Call |
| • 2/24-2/29 – SASFAA Meeting & Annual Conference | • 5/16 – NASFAA Regional FIC Call |
|  | • 6/4 – NASFAA Conference Call    |
|  | • 6/14 – NASFAA Regional FIC      |

