

Southern Association
of Student Financial
Aid Administrators
February Board
Meeting

Agenda and
Board Report



Prepared by Secretary Tarik J. Boyd

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AGENDA
SASFAA Board Meeting
Grand Hyatt, Atlanta Buckhead
February 15-17, 2019
Meeting Room – Veranda – 3rd floor

Far and away the best prize that life offers is the chance to work hard at work worth doing. – Theodore Roosevelt

Friday, February 15, 2019

3:30 PM	State Presidents Meeting (Suite 2210)	Sandy
6:00 PM	Dinner at Red Pepper Taqueria (Lobby at 5:30)	All
9:00 PM	Hospitality	Suite 2210

Saturday, February 16, 2019

7:45 AM	Chick Fil A Breakfast	Suite 2210
9:00 AM	Call to Order, Welcome and Introduction of Guests	Bryan

President called meeting to order at 9:09am. President requested permission to make changes as necessary to the agenda. Steve moved, David second. Motion passed.

Establish a Quorum

Quorum established at 9:10am.

Action Item: Approval of Agenda with authority given to the President to make changes as needed in order to facilitate the flow of business.

Welcome to Georgia	Amber
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Amber gave welcome

9:15 AM	Approval of Prior Minutes	Tarik
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- October Board Meeting
- January e-meeting (executive session)

Secretary Boyd stated minutes were distributed and received several corrections for 17/18, those have been corrected. No corrections received for October and e-meeting. None received. President Erslan advised minutes are approved as stated.

Motion/Action items

- The Nominations and Elections Committee recommend an awardee recipient for NASFAA's Regional Leadership Award for 2019.

Will be executive session.

Sharon

- The Governance and Planning Committee would like to add

Joan Bailey as a member. Sharon
Sharon moved to add Joan to GAP committee. Motion carries.

- Financial Review Report of 2017-2018 Nancy
Nancy summarized their meetings to discuss the financial report. No questions regarding financial report.
- Section 10 Nancy
10.1 to 10.5 was given clarity and rewritten. Bryan asked for motion to approve this section, Nancy moved from committee to approve section. Motion carries.
Discussion surrounding 10.6, travel and what should be reimbursed. Changes to be made to add expenses not on the form requires approval of the president. In 10.6.1 section H, Marian suggest striking the language which directs board approval to approve expenses not included on expense form such as phone expenses. Nancy accepts to strike the board requiring approval in the section. In section 10.6.3B. changes were to made to clarify NASFAA expenses for outgoing past president and president. In section 10.6.4 policies were clarified for consistency. Sharon raised point to include electronic services be apart of committee chairs who expenses are covered during the conference because of the amount to duties. Runan stated that if the electronic services chair isn't apart of the conference committee, it may make a difference. Policy should indicate that the chair is a ex-officio member of the conference committee as that may not always be the case. Budget and Finance Committee makes recommendation for changes. Sharon moved to accept changes to section 10.1 to 10.6. David second. Motion carries. 10.6.4 now needs to be 10.6.3 and reference in 7.5 needs to reference 10.6.3. Secretary will make changes. B&F recommends to update 10.7 to 10.10. Celena moved, Sharon second. Motion carries. GFM table of contents doesn't have section 6.5.
- P&P changes for sponsorship/language Chester/Biz
Much discussion surrounding the topic of a bronze level to non exhibitors. Bryan has tabled for June. Will give back to Biz to provide additional details and more clarity to better fit SASFAA.
Recommendation from sponsorship to change language to 8.1 "without a sponsorship package". Celena moved, Tarik second. Motion carries.
- 2021 annual conference proposals Michael
Bill moved to accept the Montgomery 2021 and Covington for 2022 pending a few minor changes to the proposals to includes B&F liabilities, F&B minimums, ability to changes room block one year out, and dates honored for 2022. Jenelle second, motion carries.
- Combine GAP & LRP Committees Bryan
Motion by Bill, second by David to take off table motion to combine GAP and LRP. Motion carries. Discussion continues.
Joan made a motion to accept the movement to a comprehensive committee association governance committee to include GAP, LRP, By-Laws, & P&P review. The President will assign a task force to assemble all the changes necessary needed to move forward with a vote to the membership. 2019 transition meeting deadline. Tarik second. Motion carries.

10: 45 AM

Break

11:00 AM

Executive Session – began at 11:28am. Chair recognized Dr. Oliver to present the nominations for the NASFAA leadership award. Sharon made motion from committee to nominate ***. David second. Motion carries.

- Nominations and elections NASFAA Award
- January e-meeting minutes

11:15 AM

New Business

Old Business

- Treasurer elect responsibilities Jenelle
Jenelle stated her and Leah have had several conversations. Pay pal duties, CC duties have been transitioned to the treasurer e-lect position. During the year without a treasurer e-lect duties will go back to treasurer. Nancy mentioned that we would need to consider when we will have a treasurer elect for years we only have a treasurer. Discussion ended.
- WA Payment System and institutional membership options Nancy
Much discussion surrounding the payment and wild apricot. Tarik moved to move towards WA payment system, Celena second. No discussion, motion carries.
Wayne discussed schools and request for group payments and group memberships. Discussed WA abilities. Wayne will continue to look up the possibilities of bundle memberships without changing by-laws.
- State president exchange goals/expectations Sandy
There will be new format for state presidents. Will tailor towards responsibilities of state presidents.
- Bundle membership Wayne
discussed
- Annual conference non-vending vendors Runan
discussed
- Conference rates Runan
discussed
- Changes to complimentary rooms and registrations Runan
Discussed
- Financial Task Force Updates
Will review possibilities of hiring book keeper, job duties, and other duties. The task force solicited feedback from board. Will have recommendations at June board meeting.

12:00 PM

Lunch

Veranda

1:00 PM

Round of Successes (2-3 minutes)

Meeting adjourned at 3:38pm.

6:00 PM

Presidents Appreciation Dinner

Library

9:00 PM

Hospitality

Sunday, February 17, 2019

8:00 AM

Breakfast Buffet (coupons)

Cassis

If the business meeting does not conclude on Saturday, the board meeting will resume on Sunday at 9:00 am.



Southern Association of Student Financial Aid Administrators

Bryan Erslan/ President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Committee/State Goals for 2018-2019:

Motion/ Action Item(s):

Policy & Procedure: Changes/ Recommendations:

General Updates:

President Erslan has had a handful of travel activity since the last board meeting. Immediately following the board meeting President Erslan attended the SASFAA Management Institute in Knoxville, TN. A special thanks to VP Tulloss for hosting everyone in Knoxville as well as coordinating everything with the Management Institute. A very special recognition needs to be given to David Gelinis, who was also very involved in shaping the schedule of the Management Institute as well as participating as a panelist in one session and moderated the entire workshop! Thank you David, it was a pleasure to work with you! President Erslan attended the KASFAA Fall Conference, October 10-12, 2018 and provided a SASFAA Update as well as presented one of the NASFAAU courses on Packaging.

Due to President Erslan attending NASFAA meetings and a conflict in scheduling, President Elect Bill Spiers attended the SCASFAA Conference and Immediate Past President Dr. Sharon Oliver attended the NCASFAA Fall Conference to represent SASFAA at those respective conferences. Thank you to both of them for representing SASFAA!

President Erslan attended his first NASFAA Board meeting November 12-14, 2018 which was held in Flagstaff, AZ. While there is nothing specific to update the board on from that meeting, it is a very humbling experience representing all of you on the NASFAA board. While this year is a time to observe and also comment on certain matters, just to be listening to all of the activity in Washington, even if Reauthorization doesn't happen. Change is eminent.

Katie Harrison and the conference committee have been hard at work these past few months and everyone is in store for an outstanding conference. At the time of this report being written, the conference attendees are at 340. Hoping to reach 375, but no fault of the committee for announcing the conference well in advance. Outstanding sessions, inspiring speakers and a little fun are waiting all of us during the annual conference. Thank you, Katie and the entire conference committee, let the fun begin!

On January 23 and 24th, all of the six regional presidents met in Washington DC with NASFAA staff for eight hours of discussion about NASFAA updates, shared ideas where everyone learned some good ideas and even had the opportunity to impact legislation that had just dropped earlier in the week. A couple items to update the board, NASFAA asked all the regional associations if there would be interest in using one of their speakers from the national conference. They would be willing to negotiate with speakers in addition to speaking at the national conference, the speakers would be available to come to a regional conference. Of course, there would be travel costs, however, there would not be an additional speaker fee required of the regional associations. What would be the thoughts of the board about a program like this?

President Erslan raised the question that Dr. Oliver asked of him about how the other regional associations manage GAP and Long-Range Planning Committees. Unanimously, all combine those efforts into one committee. This was a motion that was brought before the board back in June 2018 and thought the board might bring this back up for discussion at the February Board Meeting.

Finally, for committee chairs, all annual board reports will be due by April 15, 2019. While there will be much work to be done after that time, this allows information to be reviewed by the GAP Committee as that group will meet in May 2019. If you have any questions about the format of those reports, please contact President Erslan over the next several weeks.

Numerous other calls and emails have been made this fall with a number of different individuals related to SASFAA business. Thanks to everyone for all you do for SASFAA!

Respectfully Submitted
Bryan P. Erslan
02/04/19



Southern Association of Student Financial Aid Administrators

Bill Spiers, President-Elect

Executive Board Report/February 2019

Committee/State Goals for 2018-2019:

Review all SASFAA By-Laws, Polices and Procedures, and governing documents.

Review the Long Range Plan to ensure all issues are being or have been addressed.

Represent the President as requested. Right now I am planning on attending the Alabama Conference, the South Carolina Conference, and the Florida Conference.

Establish all committees and have chairs in place by February.

Conduct the President Elect Workshop in conjunction with the annual conference in Atlanta. Invitations will be sent to the nine president-elects and presenters by December 15, 2018.

Participate in the Inter-Regional Exchange Program. Details are pending at this point. I will include details in my next Board report.

Establish goals for 2019-2020 year by January 1, 2019

Participate in the NASFAA Leadership Conference.

Motion/ Action Item(s):

None

Policy & Procedure: Changes/ Recommendations:

None

General Updates:

October proved to be an eventful month. When I left the Board Meeting on Saturday I was scheduled to leave to following Saturday for the Midwestern Association of Student Financial Aid Administrators. As fate would have it, I found myself feeding a generator after a hurricane and ultimately missed the meeting. I wrote a blog about the storm which was posted on SASFAA's website.

In November I represented President Erslan at the South Carolina Association of Student Financial Aid Administrators and enjoyed the hospitality of the great people of South Carolina. It was a wonderful opportunity to visit with friends and make new friends. I did tell President Erslan that in addition to a great program, he missed the best food I have ever had at a conference.

November also represented another big change in the Spiers household as I became a grandfather. Hazel Elaine Hoomes was born November 9 at approximately 11:45 p.m.

As part of the conference we are conducting the President-Elects Workshop. Speakers include Billie Jo Hamilton, Lisanne Masterson, Michael Birchett, Nathan Basford, and myself. This will be a great opportunity to get to know the state leaders for 2019-2020. Our speakers are excellent and we will all gain from this experience.

Joan Zanders and I have completed the conference theme for 2020. Being in Norfolk, VA we wanted a nautical emphasis. Our theme for the conference, and the year, is "Courage, Compassion, and Collegiality: A Survivor's Guide to Uncharted Waters. We are looking forward to an excellent conference in Norfolk.

At the current time I am working on committee assignments and should have my chairs in place by the end of the month. A target I established early to ensure the right people are in the right places for SASFAA.

In March I will represent President Erslan at TASFAA. I am looking forward to joining by friends from Tennessee.

After March I will be working on getting the volunteer email out to the membership. We have already had people asking about opportunities to work and our goal is to have outstanding representation from every state.

All I can say is this year has flown by. I truly appreciate the support and guidance I have received from so many. It has been my pleasure to work with President Erslan and Past-President Oliver. I am glad that I have them available to navigate what are uncharted water for me that are ahead.



Southern Association of Student Financial Aid Administrators

Sharon Oliver/Immediate Past-President

Executive Board Report/February 2019

Committee Members/State Executive Board:

- Theresa May (AL)
- Nathan Basford (FL)
- Stephen Andersen (GA)
- Michael Birchett (KY)
- Stacy Walker (MS)
- Jason Johnson (NC)
- Jennifer Williams (SC)
- Charles Harper (TN)
- Elizabeth Daniel (VA)

Committee/State Goals for 2018-2019:

Goal 1: GAP - Conduct Annual Assessment

Goal 2: Solicit nominations for SASFAA and NASFAA Awards

Goal 3: Solicit nominations for President-Elect and Vice President with a dual slate of candidates

Motion/ Action Item(s):

The Nominations and Elections Committee recommend an awardee recipient for NASFAA's Regional Leadership Award for 2019.

The Governance and Planning Committee would like to add Joan Bailey as a member.

Policy & Procedure: Changes/ Recommendations:

General Updates:

Nominations and Election

- Call for Nominations email was sent to the listserv in August with a deadline of September 10, 2018.
- The ballot was presented and accepted by the Executive Board during the October, 2018 board meeting for candidates for President-Elect and Vice President.

- Candidates were notified on November 2, 2018, to provide candidacy statement, resume, cell phone number, and photo no later than November 30, 2018. Candidates were notified of the election process and timelines.
- An election announcement was released to the membership on December 13, 2018 presenting the candidates. On December 18, 2019, pertinent information for each candidate was posted to SASFAA's website and a notification was sent to the membership to review the statements of candidacy, professional involvement and other pertinent information regarding the candidates.
- Angie Black, an Electronic Services Committee member will administer the electronic election process. Angie provided detailed information for the Membership Chair and the Treasurer regarding ensuring that active members are correctly coded in a timely manner to access voting privileges on Sunday, January 27, 2019.
- Award Nominations were solicited from the membership from September through December 15, 2018 for Distinguished Service Award, Honorary Membership, Special Awards, and Milestone Awards. The board approved the awardees on January 31, 2019.
- Award Nominations were solicited from the membership for NASFAA's Regional Leadership Award for December, 2018 through January 31, 2019. Additionally, reminders for other NASFAA Awards (Allan W. Purdy Distinguished Service Award, Lifetime Achievement Award, and Honorary Membership Award, and Meritorious Achievement Award, Gold Star Award, Robert Huff Golden Quill Award) are sent twice a month to the membership.
- Nominations from the floor opened on January 18, 2019 and closed on January 28, 2019. There were no nominations from the floor.
- Election polls opened for active, paid, and qualified SASFAA members on February 9, 2019 at 3:00 p.m. EST and closes on February 19, 2019 at 3:00 p.m. EST

In accordance with the *SASFAA Policies and Procedures Manual*, the election process will be conducted as follows:

1. Nominations from qualified, active members may be sent to me via e-mail at soliver@nccu.edu no later than **3:00 p.m. EST on Monday, January 28, 2019**. This process serves as '**nominations from the floor.**' This will give new candidates an opportunity to submit required candidacy information and a chance for the Nominations and Elections Committee/members to consider the new candidate(s).
2. Election polls will open on **February 9, 2019 at 3:00 p.m. EST**. Voting is open to current active, paid, and qualified SASFAA members until poll closing on **February 19, 2019 at 3:00 p.m. EST**.
3. Eligible members should look for a link to vote arriving via email at poll opening. This emailed ballot will contain a unique voter key link directing voters to the election host site, *Electionbuddy*.
4. Candidates will be introduced at the opening business session at the 2019 Annual Conference in Atlanta, Georgia. Election results will be announced during the business meeting held on Wednesday morning, February 20, 2019.

As a reminder, SASFAA polls for the February 2019 election will open on **Saturday, February 9, 2019, at 3:00 pm EST**. Votes must be cast before the polls close on **February 19, 2019, at 3:00 PM EST**. To review the candidates' information prior to the election, please visit our website at <https://www.sasfaa.org/elections2019/>.

The Nominations and Elections Committee sincerely appreciates each candidate's willingness to run and commitment to serve if elected.

GAP- Conduct Annual Assessment

The Governance and Planning committee will meet in Charlotte on May 17, 2019 through May 19, 2019. Goals accomplished for 2018-19 are due to the GAP committee by April 15, 2019.



Southern Association of Student Financial Aid Administrators

Celena Tulloss/Vice President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Felicia Ailster, Perimeter College, GA
Sarah Dowd, Trident Technical College, SC
Donna Quick, Emmanuel College, GA
Audrey White, Samford University, AL
Heidi Hunter-Goldsworthy, FA Solutions
Larry Rector, University of the Cumberlands, KY
Kevin Jacobs, Middle Tennessee State University, TN
Tolly Tollefson, UNC Greensboro, NC
Katie Conrad, Florida International University, FL
April Tretter, Bellarmine University, KY
Amy Berrier, UNC Greensboro, NC
Jonah Miller, Appalachian State University, NC
Sarah Baumhoff, Kennesaw State University, GA
David Haggard, Bryan College, TN
Jennifer Coffey, Appalachian State University, NC

Committee/State Goals for 2018-2019:

Conduct a minimum of 3 webinars
Host the Management Institute as the fall workshop
Offer 2 pre-conference workshops, including the Leadership Symposium
Hold the New Aid Officer Workshop with a goal of 90 attendees

Motion/ Action Item(s): N/A

Policy & Procedure: Changes/ Recommendations: N/A

General Updates:

- Hosted 31 attendees at the October Management Institute
 - Coordinator- David Gelinis (NC)
- Conducted 3 webinars
 - Title IV Reconciliation: What's in your Toolkit (97 registrants)
 - Resolving Eligibility Issues for Citizens and Eligible Non-Citizens (100 registrants)
 - The Congress and the Administration: A Look at Federal Student Aid Policy Development (100 registrants)
 - Emailed a link to the recorded webinar for Waitlisted registrants
- A total of 3 pre-conference workshops to be held
 - Excel for Financial Aid- Daniel Barkowitz (FL), Jonah Miller (NC), Tara Woods (GA)
 - 21 registrants
 - Banner Popsels- Dustin McDaniel (GA)
 - 11 registrants
 - Leadership Symposium- 30 registrants
 - Coordinator Sandy Neel (KY)
 - Speakers-
 - Ron Day (GA)
 - Michael Morgan (TN)
 - Lianne Masterson (NC)
 - Billie Jo Hamilton (FL)
- A 4th webinar is planned for April 2019- A SASFAA perspective on Negotiated Rulemaking
 - Ashley Reich (VA)
 - Mary Otto (NC)
- Registration for the 2019 SASFAA New Aid Officer Workshop opens in conjunction with the conference
 - Curriculum Coordinator- Leigh Ann Hussey (GA)
 - Site Coordinator- Carolyn Sparks (SC)
 - Business Partners-
 - Shannon Cross, Inceptia
 - Glenn Chance, College Ave
 - Instructors-
 - Nicole Patrick (MS)
 - Melissa Smith (TN)
 - Amber Singletary (GA)
 - Mary Otto (NC)
 - Sara Kaufman (FL)
 - Felicia Ailster (GA)
 - JW Kellam (SC)
 - Lane Smith (AL)
 - Lisa Branson (VA)
 - Marian Dill (TN)
 - Chad Sartini (VA)- Alternate



Southern Association of Student Financial Aid Administrators

Tarik Boyd/Secretary

Executive Board Report/February 2019

Committee Members/State Executive Board:

By-Laws committee, chaired by secretary, annually reviews By-Laws governing the Association. The By-Laws committee recommends necessary changes to the Board.

Committee members:

- Eileen Brzozowski, Eastern Florida State, FL
- Sarah Dowd, Trident Technical College, SC
- Laura Keown, Centre College, KY - confirmed
- Ron Day, Kennesaw, GA - confirmed
- Marilyn DeBerry, Allen University, SC
- Audrey White, Samford University, AL
- Angela Black, University of Louisville, KY
- Chesa Donovan, Global Financial Services - confirmed
- Danielle Rymer, University of SC-Columbia, SC - confirmed
- Chad Sartini, Virginia Western CC, VA - confirmed

Committee/State Goals for 2018-2019:

Ensure that deadlines are met and the P&P is updated as needed timely.

Motion/ Action Item(s):

n/a

Policy & Procedure: Changes/ Recommendations:

n/a

General Updates: Minutes for the October board meeting and January e-meeting will be sent to the board for review/edits



Southern Association of Student Financial Aid Administrators

Jenelle L. Handcox/Treasurer

Executive Board Report/February 15, 2019

LRP and GAP Goal Activity to date:

Annual incorporation with Georgia Secretary of State filed and paid
Annual music subscriptions (BMI, ASCAP) renewed and paid
Expense claims, travel claims and other reimbursements paid upon receipt
All bills paid upon receipt
Deposits posted bi-weekly
Records and accounts maintained weekly in BB&T, QuickBooks and Wild Apricot
Payments for registrations, membership dues and sponsorships posted and receipted weekly
Refunds for registrations processed as requested
Bank accounts reconciled monthly
Credit card reconciled and outstanding balance paid monthly

Motion/ Action Item(s):

Policy & Procedure: Changes/ Recommendations:

Book Reflections/ New Ideas/Suggestions/ Personal Thoughts and Recommendations:



Southern Association of Student Financial Aid Administrators

Leah Louallen/Treasurer Elect

Executive Board Report/February 2019

Committee Members/State Executive Board:

Committee/State Goals for 2018-2019:

- Review and understand all Association governing documents in order to best perform Treasurer Elect responsibilities.
- Assist the Treasurer in overseeing and managing the Associations financial matters.
- Ensure fiscal integrity.
- Complete all responsibilities timely and as required by the governing documents.

Activities to Date:

- Participated in several WebEx trainings hosted by the Treasurer to review SASFAA procedures.
- Transitioned the PayPal responsibilities from the Treasurer to Treasurer Elect.
- Attended the Budget and Finance Committee review of the 2017-2018 fiscal year at Anderson University.

Motion/ Action Item(s):

Policy & Procedure: Changes/ Recommendations:



Southern Association of Student Financial Aid Administrators

Nancy C. Tate/Budget & Finance Chair

Executive Board Report/February 2019

Committee Members/State Executive Board:

Barkowitz, Daniel, Florida (Public, 2 Year)
Barnett, Brad, Virginia (Public, 4 Year)
Barree, Zita, Virginia (Private, 4 Year)
Baumhoff, Sarah, Georgia (Public, 4 Year)
Birchett, Michael, Kentucky (Public, 2 Year)
Boutell, Heather, Kentucky (Private, 4 Year)
Feldman, Rachelle, North Carolina (Public, 4 Year)
Jernigan, Vanessa, North Carolina (Public, 2 Year)
Kelly, Michael, South Carolina (Public, 2 Year)
Parchment, Terri, Tennessee (Guaranty Agency)
Savoie, Kelly, Georgia (Lender)
Handcox, Jenelle, Treasurer, ex-officio
Louallen, Leah Treasurer-Elect, ex-officio

Committee/State Goals for 2018-2019:

- Publish final budget to the membership no later than August 1, 2018.
- Develop and maintain a zero base budget – August 1, 2018.
- Review and update the Guide to Financial Management – March 1, 2019.
- Conduct 2017-2018 financial review – December 1, 2018.

Motion/ Action Item(s):

- Financial Review Report of 2017-2018

Policy & Procedure: Changes/ Recommendations:

- Rewrite of P&P Section 10, including clarification of “qualified expenses” and that officer meals not provided as part of registration are covered during the Annual conference
- Amend P&P Section 10 to include travel and travel meals to the Board meeting preceding the Annual Conference for committee chairs

General Updates:

- Investments @ Edward Jones
- PayPal versus Wild Apricot

Grand Hyatt Atlanta – Atlanta, GA – February 15–20, 2019 – Conference

Room rate is \$169 single or double occupancy; \$194 triple occupancy; \$219 quadruple occupancy

Cut-Off Date is Friday, January 25, 2019

Total Contracted Guest Room Block: 1275

Total Guest Room Revenue Commitment: \$214,425; Total Guest Room Revenue Minimum: \$171,330

A rebate in the amount of \$10 per fully paid occupied room night, at the contracted guest room rate within the Guest Room Block will be credited to SASFAA following Group's payment in full of the Master Account. Group shall disclose the existence of this rebate to its members and attendees prior to the Event in all pre-Event collateral and program materials.

No food and beverage may be brought into the Hotel: public spaces or guest rooms. All food and beverage consumed in the Hotel must be purchased in the Hotel. With less than 24 hours notice, a fee of one night's room and tax will be assessed for all guest who depart Hotel earlier than the departure date confirmed at time of booking and/or listed on the registration card presented at check-in.

Hotel will provide one complimentary room for every forty revenue-producing guest rooms occupied by Group on a cumulative basis over the official event dates.

Meeting and event space rental is waived based on achieving the F&B Revenue Commitment=\$60,000

In the event that Group actualizes a minimum of eighty percent of its contracted guest room revenue commitment, Hotel, as a special consideration to Group, will provide:

- Complimentary meeting space based on a \$60,000 F&B minimum
- Complimentary high-speed wireless guest room internet
- Complimentary meeting room internet for all attendees
- Ten (10) rooms at the prevailing per diem rate over the program dates
- One complimentary one-bedroom Presidential Suite over the program dates
- One complimentary Governors Suite over the program dates
- Eight upgrade to a one-bedroom grand suite at the group rate over the program dates
- Discounted overnight self-parking at \$20 per vehicle, per day over the program dates
- Twenty-five complimentary boxes received and stored for the SASFAA office
- Three VIP roundtrip airport transfers from Hartsfield-Jackson Atlanta International Airport (ATL)
- 15% off AV equipment with exclusive use of PSAV
- 10% off F&B menus in place at the time of the program, does not apply to package or custom pricing
- Complimentary beer/wine reception hosted by hotel for one hour
- Hotel will offer complimentary meeting space for pre-planning meeting (up to 30 people) and guestrooms at the 2019 conference rate (subject to hotel availability)
- Hotel will offer a signing bonus of 50,000 Hyatt Gold Passport Points in addition to the points at program conclusion (up to an additional 50,000)

Total liability thru 2/17/2019: \$195,540

The Westin Fort Lauderdale Beach Resort – June 9-12, 2019 – Transition Board Meeting

- Total guest room night commitment is 96.
- Standard room rate is \$139. Suite rate is \$278. Currently 11% taxes. Resort fee waived.
- Overnight parking discounted from \$39 to \$25.
- Cut-off date to reserve room is May 10, 2019.
- Function space rental fee is \$0.
- All food and beverage served at Hotel must be supplied and prepared by Hotel. Group will spend a minimum of \$5,000.
- Must advise Hotel of expected method of payment by June 9, 2019.

Total liability: \$17,385

Hilton Norfolk the Main – Norfolk, VA – February 7-12, 2020 – Conference

- Room rate is \$159 single or double occupancy. For triple and quadruple occupancy there is a \$20 additional charge per adult per room per night with maximum occupancy of four persons per room
- Attrition @ 85% of the total room nights. Attrition amounts will be offset by revenue received for no-shows and individual cancellation fees. All rooms booked outside of the block will be credited to the group block and applied to any attrition performance.
- Cut-off date is January 8, 2020.
- Guestroom cancellation – no penalty will result if notice is received at least 72 hours prior to arrival and a cancellation number is obtained. If the reservation is not cancelled by this time, one night room and tax deposit is forfeited.
- Check-in time is 4 pm. Check-out time is 11 am. Rooms vacated prior to reservation will result in early departure fee of one night's room and tax.
- A minimum of \$50,000 in food and beverage revenue from group-sponsored functions at Hotel is required in connection with the event.
- Must notify Hotel of the exact number of attendees for each outlined function by noon three business days prior to the event.
- Hotel requires that only food and beverage purchased from Hotel be served on Hotel property. In addition, no food or beverage, including alcoholic beverages, can leave the property if it has been prepared specifically for on-property, private functions. Under no circumstances may liquor be brought in from outside Hotel or served by anyone other than a designated Hotel representative.
- Hotel will provide, at no charge, a reasonable amount of meeting equipment (chairs, tables, cloths, podiums, etc.)
- A Master Account will be created for billing purposes.
- If direct bill not approved, Hotel required 50% of the entire estimated amount of guestroom and catering charges 30 days prior to arrival. Remaining balance will be due 3 business days prior to arrival.
- There is a parking deck attached to the Hotel. Self-parking for overnight guests is \$16 per car per night. Valet parking for overnight guests is available at the rate of \$26 per car.
- Banners, posters, props and similar decorations may not be adhered to walls, ceilings, windows, doors or floors, without the express written consent of Hotel and supervision of Hotel's staff. There is a \$50 labor charge for hanging each banner or sign.
- A non-refundable deposit of \$500 is due within 60 days of execution of this agreement.

Will be provided with the following concessions:

- 1-40 comp on a cumulative basis
- 3 suite upgrades at the group rate
- 1 comp Presidential Suite
- 1 comp hospitality suite
- \$10 rebate that can be credited toward the master account
- 10 rooms at prevailing per diem
- 10% off AV pricing
- 8 deluxe kings at the group rate
- Complimentary meeting space
- Complimentary six foot exhibit tables up to 30
- There is a one-time fee of \$25 for power per table if needed
- Complimentary wireless internet in the guestrooms and meeting space
- Discounted self-parking for in and out privileges – was \$20 charging \$16
- Complimentary room rental for pre-planning board meeting. Sleeping rooms to be offered at the conference rate.
- Hilton Honors Meeting Planning Points will be awarded at the conclusion of the event for room revenue and Food and Beverage
- 75,000 Point Signing Bonus
- 3 round trip VIP airport transfers
- One hour complimentary beer and wine reception hosted by the Hotel

- 5% off banquet menus

Total liability February 6-August 6, 2019: \$99,332

Norfolk Waterside Marriott – Norfolk, VA – February 9-12, 2020 – Conference Overflow

- 330 room nights
- Rate is \$159 and includes a \$10 rebate to the master account for each paid room night.
- Cut-off date is January 19, 2020.
- Attrition is 75%.

Total liability February 8-June 8, 2019: \$26,235

Comfort Suites Charlotte Airport – Charlotte, NC – May 18-19, 2019 – GAP Committee Meeting

- 14 total contracted guest room block
- F&B minimum = \$0
- \$99 per night
- Cancel by 4 pm, 5 days prior to arrival

Total liability: \$0

Spartanburg Marriott – Spartanburg, SC – March 15-17, 2019 – NAOW Instructor Retreat

- 28 total contracted guest room block
- F&B minimum = \$0
- \$135 one bedroom suite
- Notify within 5 business days of any decision to cancel. If room nights less than 80% (23 rooms), agree to pay the difference between commitment and actual usage.

Total liability: \$0

Total liability: \$338,492

Charles Schwab Investments: NASFAA:

Month/Year	Cash	Bond Cost Basis	Equity Cost Basis	Total	Difference	Dividends or Capital Gain/Loss	Management Fee	Cumulative Earnings by Year
July 2018	\$40,007.61	\$88,822.51	\$197,600.37	\$326,430.49	\$515.19			\$13,253.40
August 2018	\$39,596.08	\$88,902.19	\$198,292.38	\$326,790.65	\$360.16	\$323.87	\$419.00	\$13,613.56
September 2018	\$39,745.72	\$88,981.07	\$198,974.06	\$327,700.85	\$910.20			\$14,523.76
October 2018	\$35,107.42	\$119,525.06	\$177,267.40	\$331,899.88	\$4,199.03	\$3,684.77	\$0.00	\$18,722.79
November 2018	\$34,717.81	\$119,604.68	\$177,460.79	\$331,783.28	-\$116.60		\$424.00	\$18,606.19
December 2018	\$34,843.24	\$119,978.64	\$182,214.84	\$337,036.72	\$5,253.44			\$23,859.63
January 2019	\$34,852.57	\$119,978.64	\$182,426.85	\$337,258.06	\$221.34			\$24,080.97

Edward Jones Advisory Solutions:

Month/Year	Ending Value	Change in Value	Investment or Withdrawal	Income	Advisory Solutions Program Fee	Cumulative Income (Income-Fees)	Cumulative Change in Value	Cumulative Investment	Balance Sheet
July 2018	\$420,347.04	\$3,288.94	\$0.00	\$807.27	\$480.61	\$43,218.55	\$18,164.68	\$373,013.52	\$416,232.07
August 2018	\$422,619.11	\$2,771.06	\$0.00	\$776.77	\$498.99	\$43,496.33	\$20,935.74	\$373,013.52	\$416,509.85
September 2018	\$420,944.13	-\$1,174.15	\$0.00	\$984.09	\$500.83	\$43,979.59	\$19,761.59	\$373,013.52	\$416,993.11
October 2018	\$411,047.93	-\$9,412.10	\$0.00	\$883.77	\$484.10	\$44,379.26	\$10,349.49	\$373,013.52	\$417,392.78
November 2018	\$413,151.31	\$2,596.20	\$0.00	\$969.34	\$492.82	\$44,855.78	\$12,945.69	\$373,013.52	\$417,869.30
December 2018	\$410,224.31	-\$2,453.03	\$0.00	\$5,313.12	\$473.97	\$49,694.93	\$10,492.66	\$373,013.52	\$422,708.45
January 2019	\$417,230.11	\$7,493.26	\$0.00	\$548.92	\$487.46	\$49,756.39	\$17,985.92	\$373,013.52	\$422,769.91

SASFAA, Inc.

BALANCE SHEET

As of June 30, 2019

	TOTAL
▼ ASSETS	
▼ Current Assets	
▼ Bank Accounts	
BB&T Checking	98,582.57
BB&T Savings	47,894.07
Edward Jones-Money Market	2,763.21
Total Bank Accounts	\$149,239.85
▼ Other Current Assets	
Advisory Solutions 20/80 @ Edward Jones	422,769.91
Charles Schwab (NASFAA)	337,258.06
Total Other Current Assets	\$760,027.97
Total Current Assets	\$909,267.82
TOTAL ASSETS	\$909,267.82
▼ LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
▼ Equity	
Opening Balance Equity	757,980.87
Retained Earnings	90,660.19
Net Income	60,626.76
Total Equity	\$909,267.82
TOTAL LIABILITIES AND EQUITY	\$909,267.82



Southern Association of Student Financial Aid Administrators

Katie Harrison/Annual Conference Chair

Executive Board Report/February 2019

Committee Members/State Executive Board:

Joan Bailey	University of South Florida	Global Services
Sarah Baumhoff	Kennesaw State University	Local Arrangements
Michael Birchett	Bluegrass Community & Technical College	Site Selection
Tarik Boyd	Norfolk State University	Virginia State Rep
Zachary Christian	SC Tuition Grants Commission	South Carolina State Rep
Leah Louallen	Tennessee Student Assistance Corporation	Tennessee State Rep
Jenny Cun	University of South Florida	Florida State Rep
Bryan Erslan	Eastern Kentucky University	President
Jenelle Handcox	University of North Carolina – Pembroke	Treasurer
Katie Harrison	SC Tuition Grants Commission	2019 Conference Chair
Wayne Kruger	St. Petersburg College	Membership
Janet Nowicki	Guilford Technical Community College	North Carolina State Rep
Nicole Patrick	Mississippi University for Women	Mississippi State Rep
Chester Priest	KHEAA	Sponsorship
Chad Sartini	Virginia Western Community College	Electronic Services
Amber Singletary	Georgia Northwestern Technical College	Georgia State Rep
Michelle Standridge	Spalding University	Kentucky State Rep
Charmaine Truelove	University of West Alabama	Alabama State Rep
Celena Tulloss	University of Tennessee	Vice President/Professional Development
Joan Zanders	Northern Virginia Community College	2020 Conference Chair

Committee/State Goals for 2018-2019:

- To provide a premier training opportunity for the Association that will offer attendees exceptional sessions, networking opportunities, and a time to reflect on what we do as aid administrators and how we can do it better. The committee will plan and execute the annual conference to be held at the Grand Hyatt Buckhead in Atlanta, Georgia, February 17-20, 2019 to meet this goal in accordance with Sections 6.6 and 11.1 of the SASFAA Policies & Procedures.
 - Conference committee has met a total of six times; once in person and five via teleconference; Majority of committee work has taken place via email and individual calls with committee members
 - Conference registration opened October 14, 2018; 165 members registered prior to December 14th and were entered into a raffle for a 2-night stay at the Grand Hyatt; drawing to be held at closing business meeting.
 - SASFAA has met its contractual room block obligation with the hotel.

- Special guests include Justin Draeger (NASFAA), Lori Vedder (NASFAA Chair), Marvin Smith (MASFAA President/Regional Exchange), Dave Bartnicki (FSA), Craig Munier (FSA), Robert Weinerman (Iron Bridge Resources), Alex Smith (NCAA), Karen Metzger (NCAA), Jenna Tucker (Clemson University), Lan Huynh (Atlanta Community Food Bank), Susan Lounsbury (SREB), and Joan Lord (SREB).
- FSA has implemented a new registration and evaluation process in which they are requesting conference attendees complete an online registration for any session(s) presented by a federal training officer (i.e. Dave Bartnicki) they plan to attend. FSA expects each attendee at a session conducted by a federal training officer to register for that session. They will send out post-event trainer evaluations via email to all registered participants. This information has been shared with the incoming SASFAA President and Conference Chair for planning purposes.
- Please welcome all attendees, especially first-time attendees, and be sure to thank sponsors, presenters, moderators, and guests. Please encourage friends and colleagues to participate in (or at least observe) Tuesday night evening activities.
- Registration numbers to be provided in person during Board meeting.
- SASFAA LRP I. Organizational Structure/Policies and Procedures – Continuously review P&P and document review of P&P
 - Conference Chair has preliminarily reviewed Sections 6.6 and 11.1 of the P&P. A more thorough review will be completed during the year, and any resulting recommendations will be presented to the Executive Board.
- SASFAA LRP I. Committees – Committees should represent the mosaic abilities of the membership.
 - Conference Chair has vetted committee members based on volunteer interest, length of membership in the Association, sector representation, and with sensitivity to a diverse representation of the SASFAA membership.
- SASFAA LRP I. Committees – Expand the benefits of membership by providing services and resources that meet the needs of all sectors.
 - Conference Chair has discussed the needs of the proprietary/technical/vocational school sector with the President and Membership Chair and will work with the committee to ensure training is available for those members at the conference.
- SASFAA 2017-2018 GAP Committee Recommendations – Provide Leadership Symposium as a pre-conference event.
 - Conference Chair has worked in conjunction with the Vice President to ensure meeting space is available for a 2-day pre-conference leadership symposium. February hotel room blocks have been adjusted accordingly to accommodate anticipated pre-conference attendees.

Motion/ Action Item(s):

None at this time

Policy & Procedure: Changes/ Recommendations:

None at this time



Southern Association of Student Financial Aid Administrators

Chester Priest, Sponsorship Chair

Executive Board Report/February 2019

Committee Members/State Executive Board:

Lenny Adkins

Nancy Chalker

Elizabeth Daniel

Janee Knippenberg

Committee/State Goals for 2018-2019:

Motion/ Action Item(s):

See Policy and Procedure: Changes/Recommendations

Policy & Procedure: Changes/ Recommendations:

Would like to change the first sentence of the third paragraph from: “Persons submitting material for publication to the SASFAA Nine News are discouraged from including articles that promote goods or services **from a Sponsorship Chair.**” to read, “Persons submitting material for publication to the SASFAA Nine News are discouraged from including articles that promote goods or services **without a sponsorship package.**”

8.1.1 Communications and Outreach

Social media outlets have revolutionized how people communicate and receive news. The SASFAA Nine News is a blog website established for the primary purpose of providing a vehicle to disseminate information in an efficient, timely manner to the financial aid community. The SASFAA Nine News should include news of interest to student aid administrators including professional development information and events pertaining to aid administrators in the SASFAA region.

The Communication and Outreach Chair shall be appointed by the SASFAA President and approved by the Board. A Communication and Outreach Committee shall be formed each year to assist the coordinator in reviewing, editing, and proofing the content of submissions.

Persons submitting material for publication to the SASFAA Nine News are discouraged from including articles that promote goods or services from a Sponsorship Chair. Such promotional materials should be submitted for publication after establishing a paid sponsorship package with the Sponsorship Chair.

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

General Updates:

As of January 30, 2019 the chair received 29 sponsors and 1 contributor for conference support totaling: \$93,750.00.

Sponsorship Breakdown:

Leadership Level:	Edfinancial Services Oracle Sixup
Advocacy Level:	Ascent College Ave Inceptia Ascendium Ed Solutions CommonBond Financial Aid Services CampusLogic Earnest
Support Level:	FATV ScholarNet Sallie Mae KHEEA Citizens Bank Cognition Financial/Suntrust Discover Student Loans CMD Outsourcing Solutions Lendkey Tech Inc U-fi Student Loans ELM Resources ProEducation Solutions MOHELA SoFi ECMC Global Financial Aid Services College Raptor AwardSpring
General Conf Support:	edsouth

The five sponsors doing “Lunch and Learn” are: College Ave

FATV
Inceptia
Oracle
Sixup

There will be a game to get attendees to stop by the exhibit tables during the conf and there will be a reception for the sponsors during the conference on Monday, February 18th.



Southern Association of Student Financial Aid Administrators

Sarah Dowd

Communications and Outreach

Executive Board Report/January 2019

Committee Members

Paid members as of September 24, 2018

Laura Keown - KY
Aristea Williams - GA
Cynthia Henley - SC
Jill Towns - GA
Rosalind Elliot - SC
Richard Smelser - TN
Zachary Christian- SC
Kelly Savoie - Sallie Mae

Committee Goals for 2018-2019:

- assist the association in promoting events
- provide relevant and timely professional information
- increase the number of blogs published
- include more members in social media postings

LRP and GAP Goal Activity to date:

Complete – Committee, Website updates, July Blog posted

Complete – Blog postings: July, November, December (2), January, February

In progress – Conference photos, Facebook Live Stream of Awards, Photo Booth, February blog

On going – Sending emails to listserv

Motion/ Action Item(s):

None at this time.

Policy & Procedure: Changes/ Recommendations:

Would like discussion and feedback on the blog schedule as published in the P&P. Is the current cycle effective, and how it might be improved?



Southern Association of Student Financial Aid Administrators

Chad Sartini/Chair, Electronic Services Committee

Executive Board Report/February 2019

Committee Members/State Executive Board: Jonah Miller, Celena Tulloss, Angie Black, Jeremiah McMahon, Arminta Johnson, Daniel Barkowitz, April Tretter, Jennifer Archer, Zachary Christian, Chester Priest (ex officio)

Committee/State Goals for 2018-2019: Effectively maintain SASFAA's electronic applications.

Motion/ Action Item(s):

The committee's focus since the fall board meeting has been conference related. Conference site pages have been kept up to date. Thank you to the conference committee for its assistance. The conference app is ready to go. We worked with Nominations and Elections to get the election site ready to go.

Policy & Procedure: Changes/ Recommendations:

None



Southern Association of
Student Financial Aid Administrators
Ron Gambill/Legislative Relations Chair
Executive Board Report/February 2019

Committee Members/State Executive Board:

Amy Berrier – UNC Greensboro	NC
Rhonda Bryant – University of Kentucky	KY
LaShanda Chamberlain – Mississippi Gulf Coast CC	MS
Nicole Crowley – Keiser University - Jacksonville	FL
Joey Derrick – University of South Carolina - Columbia	SC
Brett Lief, Windham Professionals, Inc.	VA
Dustin McDaniel – Athens Technical College	GA
Stacey Peterson – Old Dominion University	VA
Rhonda Smith – Shelton State Community College	AL
Ron Gambill, Edsouth - Chair	TN

Committee/State Goals for 2018-2019:

- Provide weekly updates for Congress when in session and other D.C. related activities impacting higher education.
- Review relevant NPRMs and Congressional legislation as appropriate for comment.
- Conduct a DC Hill visit with appropriate proposals for the HEA Reauthorization in the Spring of 2019.
- Provide a legislative webinar following the November election relative to the impact on Reauthorization. Held January 30, 2019.
- Develop a committee listserve and establish conference calls for committee communications.
- Have a committee member designated by the State President of each SASFAA state.

Motion/ Action Item(s):

N/A

Policy & Procedure: Changes/ Recommendations:

N/A

General Updates:

Congress

Newly elected members were sworn into office on January 3, 2019 for most members. With the shift in House leadership, newly elected Speaker Pelosi has resisted any discussions relative to negotiating the remaining programs needing funding due to the expired budget authority as long as the President wants funding for the border wall. Although historically (from 2006 and 2013) Democrats provided funding for building the wall on the southern border, the issues created a political standoff leaving a partial government shutdown in place for a record number of days. The agreement reached on Friday, January 25 re-opened the government for three weeks with another partial shutdown

as a possibility. However, the President indicated he may declare a state of emergency and fund the wall that way to avoid another shutdown.

With the change in control of the House Education and Labor Committee, the PROSPER Act will not likely receive any additional consideration but the focus will move to points highlighted in the Aim Higher Act. The desire for a Reauthorization of the Higher Education Act has been expressed by Chairman Bobby Scott and Chairman Alexander with positive discussion floating around the Hill. Unfortunately, the political environment may not allow that to happen.

Administration

The Negotiated Rulemaking sessions started January 15 and focused on accreditation reform relating to accreditors and post-secondary institutions. The proposals would modify the regulations that pertain to accreditor recognition; give colleges more flexibility to define a credit hour, and allow the Department to accredit those who are in substantive, but not full, compliance with federal requirements. The Department will revise the draft regulations for the next session, scheduled for February.

Subcommittee sessions were also conducted on distance learning and educational innovation, the TEACH Grant program, and faith-based entities. The subcommittee will also meet again in February.

The Department plans to reissue the proposal to overhaul the borrower defense to repayment regulations due to the federal court ruling that was published after the initial regulations.

There is still a significant re-organization plan being implemented by the Department. This involves combining some offices, i.e., the Office of the Secretary and the Office of the Deputy Secretary will be consolidated.

Legislation

The Senate FASFA Act was passed in December but will have to be re-introduced in the 116th Congress. A bipartisan FAFSA Act version was introduced in the House.

Several House bills were introduced at the end of the 115th session but were referred to the House Education and Workforce Committee for further consideration. One of those bills would amend the HEO Act to restrict institutions of higher education from using revenues derived from federal educational assistance funds for advertising, marketing, or recruiting purposes.



Southern Association of Student Financial Aid Administrators

Wayne Kruger, Membership Chair

Executive Board Report/February 2019

General Updates:

- 1) Sent out membership reminder email to all inactive and lapsed members with information on renewing membership.
- 2) Based on that email worked with Electronic Services Chair and Treasurer to clean up numerous double transactions and user accounts for those trying to renew or those that thought they have renewed.
 - a. Following up on that I have reviewed the entire membership database and identified potentially 103 users with multiple accounts (only two had two active accounts). Will be working with Electronic Services Chair to verify, merge, and clean this up.
- 3) Coordinated with conference chair to order name cards, lanyards, ribbons, etc. for the conference as well as in progress cleaning up conference name card template data.
- 4) Finalized two presentations for conference (disaster preparedness, and coursework in major)
- 5) Thanks to some guidance from Angie Black worked and cleaned up any active membership issues before election
- 6) Assisted in answering member questions on group pay, cancelling membership, and status.

Membership Review:

State Membership Data as of 01/29/2018: *

AL	FL	GA	KY	MS	NC	SC	TN	VA	Other
58	112	138	62	42	123	165	91	95	71

Active: 928 Associate: 29 Honorary: 40 Retired: 3 Total: 1000

State membership data as of 01/29/2019

AL	FL	GA	KY	MS	NC	SC	TN	VA	Other
67	124	149	59	42	136	179	104	91	59

Active: 1010 Associate: 25 Honorary: 6 Retired: 3 Total: 1010

*the state totals from 2018 are 957, so 43 are missing from the total in the count.

Count	%	Gender	Count	%	Institution Type
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711	70.40%	Female	334	33.07%	Public (4 Year)
252	24.95%	Male	276	27.33%	Private non-profit (4 Year)
47	4.65%	Not Specified	175	17.33%	Public (2 Year)
1010			59	5.84%	other
			35	3.47%	Graduate/Professional
			31	3.07%	Lender
Count	%	Ethnicity	23	2.28%	Government Agency
640	63.37%	White/Caucasian	12	1.19%	Consultant
249	24.65%	Black/African American	12	1.19%	Guaranty Agency
82	8.12%	Not Specified	12	1.19%	Private for profit (Business School)
26	2.57%	Hispanic/Chicano/Mexican American	12	1.19%	Private for profit (Technical/Trade)
12	1.19%	Asian/Pacific Islander/Filipino	10	0.99%	Servicer
1	0.10%	Native American	7	0.69%	Private non-profit (2 Year)
1010			7	0.69%	Not Specified
			3	0.30%	Health Related/Nursing
			2	0.20%	Secondary Market
			0	0.00%	Retired Financial Aid Professional
			1010		

Motion/ Action Item(s): N/A

Policy & Procedure: Changes/ Recommendations: N/A



Southern Association of Student Financial Aid Administrators

Michael Birchett / Site Selection Chair

Executive Board Report – February 2019

Committee Members/State Executive Board:

• AL – Theresa Mays • FL – Joan Bailey • GA – Brandi Esuzor • KY – Michael Birchett (Chair) • MS – Brenda Pittman • NC – Precious Ward • SC – James Kellam • TN – Celena Tulloss • VA – Tarik Boyd

Committee/State Goals for 2018-2019: The site selection committee is charged with searching for sites to accommodate SASFAA. The Site Selection Committee seeks to secure the following sites: • 2019 GAP (complete) • 2019 NAOW Instructor Retreat (complete) • 2020 NAOW (accepting proposals) • 2020 Transition (accepting proposals) • 2021 Annual Conference (pending approval by the board)

Motion/ Action Item(s):

• 2021 Annual Conference o Covington, Kentucky (across the river from Cincinnati, OH) o Montgomery, Alabama

Policy & Procedure: Changes/ Recommendations:

• N/A

Report of Activity:

All site selection items for the current business meeting, leadership symposium, and conference have been arranged.

The contract for the 2019 GAP Committee has been signed by the President and countersigned by the hotel.

The contract for the 2019 NAOW Retreat has been signed by the President and countersigned by the hotel.

The Site Selection Chair and President-Elect agreed to suspend the on-site visit to the 2020 SASFAA Annual Conference venue in Virginia. The 2020 Conference Chair is already very familiar with the hotel and it is unnecessary for the 2018-2019 Site Selection Chair to visit the hotel.

Over 65 requests for proposal were sent across 6 SASFAA member states for the 2021 SASFAA Annual Conference. Several viable options were received along with several declinations and proposals that far exceed SASFAA's current budgetary allowance. An RFP comparison was completed and presented to the

Site Selection Committee on Friday, October 26th, 2018. The committee agreed to site visits in Alabama and Kentucky, based on the information in the RFPs.

The Site Selection Chair visited the Marriott RiverCenter and additional properties in Covington, Kentucky on December 14th, 2018. The visit went very well, the venue is one of two current finalists, and my costs billed to SASFAA were only \$87.53. The proposal for the Kentucky site is attached.

The Site Selection Chair visited the Renaissance Montgomery Hotel & Spa and additional properties in Montgomery, Alabama between December 17th and 18th, 2018. The visit went very well, the venue is one of two current finalists, and my costs billed to SASFAA were only \$23.75. The Site Selection Chair asked Theresa May, the representative on the Site Selection Committee from Alabama, to attend the site visit with him. Her mileage to and from Birmingham was a negligible \$106.05 round-trip. The proposal for the Alabama site is attached.

The Site Selection Chair is very pleased to report that all site visits to date have cost SASFAA a total of only \$217.33.

The Site Selection Chair updated the New Aid Officers Workshop (NAOW) Request for Proposal (RFP) with information pertinent to the 2020 NAOW and submitted it to the membership. To date, one RFP has been returned. The Site Selection Chair will continue to solicit RFPs for the 2020 NAOW before the April 15th deadline.

The Site Selection Chair is currently working on collecting RFPs for the 2020 SASFAA Transition Meeting.



Southern Association of Student Financial Aid Administrators

Joan Bailey/Global Issues Chair

Executive Board Report/January 2019

Committee Members/State Executive Board:

Kamesia House	Fayetteville State University	NC
Victoria Owens	Simmons College	KY
Laticia Dubose	Enterprise State	AL
Regina Gilbert	Watkins	TN
Mike O'Grady	FAS	VA
Donna Quick	Emmanuel College	GA
Kamia Mwangi	Santa Fe College	FL
Traci Singleton	Citadel	SC
Amber Ofosu	Delta State University	MS

We were able to have representations from all SASFAA states. All members are actively engaged in ensuring that we meet all the goals of the committee.

Committee/State Goals for 2018-2019:

1. Seek representation and inclusion of each state on the Global Issues Committee.
2. Promote diversity and inclusiveness in the association by ensuring make up of committees etc is representative of the diversity of the organization.
3. Ensure the association is provide training and information for all sectors that we serve.
4. Providing articles for the SASFAA Nine news – intention is to provide at least one article per month starting August 2018 addressing timely in the news matters.
5. Work with the membership committee to explore possible utilization of experience members as a means to support upcoming young professionals providing helpful resources and a support system.
6. Continue to bring attention to the available resources for specific categories of students such as but not limited to DACA, homeless, hungry students.
7. Propose or seek members to propose at least 4 diversity related sessions for the conference.

Motion/ Action Item(s):

No Motions at this time.

As a committee we were able to solicit presenters for a DACA session, we have also identified other sessions that that will be under the umbrella of Global Issues. We have contributed monthly articles for SASFAA Nine News.

I have continued to work closely with the conference chair on finalizing the conference agenda. I have been working closely with the representative from Atlanta Food Bank on the food insecurities workshop. I will have 3 committee members at the conference to assist with this. I have also solicited other volunteers to assist.

I am also working with Tony Sozzo (NASFAA GP Caucus Chair) and Brenda Brown to facilitate a GP town hall meeting at the annual conference.

We look forward to a great conference with much contributions being made by this committee.

Policy & Procedure: Changes/ Recommendations:

None at this time.



Southern Association of Student Financial Aid Administrators

Sandy Neel, State President Liaison and Special Projects

Executive Board Report/February 2019

Committee Members/State Executive Board:

The nine State Presidents

Committee/State Goals for 2018-2019:

1. Provide mentorship and guidance to the State Presidents
2. Organize and arrange for the State Exchange program
3. Finish the “Getting Involved” project and submit it for a NASFAA award
4. Work with President and President-Elect on any Long Range Plan items
5. Other duties as assigned by the President

Motion/ Action Item(s):

None

Policy & Procedure: Changes/ Recommendations:

None at this time.

General Updates:

Since the last Board meeting State Presidents group has been working on the application to submit for a NASFAA Gold Award for the State President’s Guidebook. The application was submitted by the deadline of February 15, 2019. Winners will be announced at the NASFAA Annual Conference in June.

The Guidebook itself needed some revisions so the group has also been working on it so it could be submitted with the NASFAA application and so that it would be updated for President-elect Spiers to use at the President-Elect’s workshop.

As a special project the chair was asked by Celena Tulloss, VP of Training to organize the SASFAA Leadership Symposium which is being held as a Pre-conference workshop at the Annual Conference. The Committee consist of Ron Day-Georgia, Billie Jo Hamilton-Florida, Lisanne Masterson – North Carolina, Michael Morgan- Tennessee, and Sandy Neel- Kentucky. The theme is The Leadership Secretes of Squirrels. This is the traditional Leadership Symposium where SASFAA shares the expenses with the nine states. Each state was offered two spots and the twelve remaining spot were left open for anyone who wished participate and pay. 30 people signed up to participate in the symposium.



Southern Association of Student Financial Aid Administrators

Name/Position: Stephanie Miller/AASFAA President

Executive Board Report/February 2019

Committee Members/State Executive Board:

- AASFAA has hosted or will host the following training opportunities for members:

- October 18, 2018 - 2018 Fall NASFAA Credential Workshop at Trenholm State Community College
- October 19, 2018 - 2018 Fall Workshop at Auburn University Montgomery
- February 7, 2019 - 2019 NASFAA Credential Workshop at Trenholm State Community College
- March 19, 2019 – 2019 Spring NASFAA Credential Workshop at Wind Creek Resort, Atmore
- March 20 – 22, 2019 - 2019 Spring Conference at Wind Creek Resort, Atmore

Committee/State Goals for 2018-2019:

- The AASFAA state goal for this year to build our knowledge, empower our members through training, and grow together as an association.

Motion/ Action Item(s): N/A

Policy & Procedure: Changes/ Recommendations: N/A

General Updates:

- Several of AASFAA's member colleges received a grant from the Alabama Commission on Higher Education (ACHE) to host training opportunities throughout the year. AASFAA was able to offer a portion of these free of charge to the membership. It has been wonderful to help the membership to build, empower, and grow.

- AASFAA is pleased to welcome Bill Spiers, SASFAA President-Elect, and Gail Muse, MASFAA President-Elect to our 2019 Spring Conference along with David Bartnicki, our friendly fed, and other special guests.

- This past year, AASFAA has had several members to have and one member to pass away due to cancer. This year's AASFAA Charity is the American Cancer Society.



Southern Association of Student Financial Aid Administrators

David Alexander, FASFAA President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Daniel Barkowitz, Valencia College, FASFAA President-Elect
Joan Bailey, University of South Florida, Immediate Past President & Fiscal Concerns
Nadine Bailey, Ultimate Medical Academy, Vice President of Training
Denise Asselta, Valencia College, Secretary
Gail Rogers, Florida State University, Treasurer
Kris Hatcher, Gulf Coast State College, Region I Representative
Nichole Crowley, Keiser University, Region II Representative
Sedrick Brinson, Valencia College, Region III Representative
Kylie Gross, University of Tampa, Region IV Representative
Katie Conrad, Florida International University, Region V Representative
Kamia Mwangi, Santa Fe College, Global Issues
Jenny Cun, University of South Florida, Membership Chair
Jeff Daniels, PNC Bank, Site Selection/Event Coordinator
Kim Phillips, St. Petersburg College, Vocational-Technical / Clock Hour
Jerry McMahon, Keiser University, Electronic Services
Laura, Dickerson, Sallie Mae, Scholarship Chair
Nathan Basford, Conference Co-Chair
Merrian King, St. Petersburg College, Conference Co-Chair
Vanessa Alfaro, Florida Career College, Communication/Outreach/Special Initiatives
Irma Molinares, ECMC, Federal Legislative Chair
Sandy Shimp, Ave Maria University, Graduate Professional/Financial Literacy
Chansone Durden, FAS, Vendor/Sponsorship Coordinator
Gwyn Francis, FASFAA Bookkeeper

Committee/State Goals for 2018-2019:

- Provide training and resources to the Financial Aid community
- Conduct an Annual Conference and Spring/Fall Region Workshops
- Ensure FASFAA is represented at the regional and national level(SASFAA and NASFAA)
- Increase volunteerism and advocacy

Motion/ Action Item(s):

N/A

Policy & Procedure: Changes/ Recommendations:

N/A

General Updates:

FASFAA's 2018-19 year is off to a great start, with its theme of "Roadmap to Success." Some of the highlights include:

- The 2018-19 Clock Hour and New-Aid officer workshops were held in October 2018, which were both well received.
- FASFAA has continued the leadership program in 2018-19, which was revamped in 2017-18. It has expanded into a series of webinars for the entire FASFAA membership. Some of the presenters include David Alexander, Daniel Barkowitz, David Bartinicki, Bill Spiers, Joan Bailey and more.
- An annual conference page on the FASFAA.org website has been created. This provides detailed information related to the annual conference.
- A committee has been formed to do a thorough review of the Bylaws and P&P.
- The annual conference's program will exemplify the *Roadmap to success* by having guides to sessions to satisfy all levels of Financial Aid experience.



Southern Association of Student Financial Aid Administrators

Amber Singletary/GASFAA President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Stephen Andersen: Immediate Past President-Georgia Northwestern Technical College
Lakisha Sanders: President-Elect-Clayton State University
Joe Buchholz: Vice President of Professional Development-Kennesaw State University
Donna Childres: Secretary-Georgia Highlands College
Angela Tate: Treasurer-Lanier Technical College
Kristie Teasley: Treasurer-Elect -Chattahoochee Technical College
Maria Hammett: Program Chair-Mercer University
Pennie Strong: Budget and Finance-Georgia Student Finance Commission
Brandi Esuzor: Diversity and Community Action-Chattahoochee Technical College
Syreeta Monroe: Vendor/Sponsor Chair-Savannah State University
Dustin McDaniel: Legislative Affairs-Athens Technical College
Susan Smith: Membership Development Chair-University of North Georgia
David McMillion: Communications and Technology-Piedmont College

Committee/State Goals for 2018-2019:

- Provide training that addresses the needs of all institutions in the area of compliance
- Grow the technical aspect of trainings and encourage institutions to share best practices.
- Encourage opportunities for networking which we hope will lead to members becoming resources for each other.

Motion/ Action Item(s):

none

Policy & Procedure: Changes/ Recommendations:

none

General Updates:

Winter Board Meeting was on January 28, 2019. Working on a proposal for a Professional Development Scholarship for GASFAA members.

Winter Workshop is scheduled for March 5th in Acworth, GA. We are hoping for at a minimum of 75 attendees.

Encouraging members to support the GASFAA Food Drive all year rather than only at the conference.

GASFAA Annual Conference is May 29-31, 2019. Theme: *What Doesn't Challenge You, Doesn't Change You.* Good as a way of sabotaging great! If your good, your good, but if you want to be GREAT you have to take the next steps and grow. This conference is to help all financial aid offices develop leadership skills to lead where you are planted and the regulatory knowledge to lead with confidence!

GASFAA will have a candy table rather than a Commuter Suite for SASFAA Members during the conference.



Southern Association of Student Financial Aid Administrators

April Tretter/ KASFAA President

Executive Board Report-February 16, 2019

Summary of State Activities:

KASFAA's fall conference KASFAA Rocks Totally 80's was held October 10-12, 2018, at the Hilton Cincinnati Airport in Florence, KY. The fall conference was a success and overall feedback from the conference was positive.

Special guests at the fall conference included David Bartnicki and Dana Kelly, Vice President of NASFAA. Six NASFAA U's were offered as pre and post conference sessions- and over seventy attendees participated in the NASFAA U sessions. The KASFAA Prom on Thursday night was a big hit with conference attendees. About 80 people attended prom and most dressed up in their best 80's attire. KASFAA raised \$2,200 for the conference charity, Redwood, which serves both children and adults with physical and mental disabilities live life to their full potential. Fundraisers included a silent auction, raffle, and voting for prom King and Queen during the lip-sync battle at prom.

A NASFAA U Cash Management Training Workshop was held on Wednesday, November 7, 2018 at the KHEAA office in Frankfort. There were forty-three attendees from financial aid offices and business/bursar offices.

One hundred counselors participated in the high school counselor workshops that were coordinated by KASFAA and hosted at five sites throughout the state of Kentucky. Evaluations and recommendations are currently being reviewed in preparation for the next cycle of workshops. Future session topic suggestions from attendees included Career Readiness, Options for Students with Special Needs Beyond High School, and How to Help First Generation and Low-Income Students with College Planning.

The KASFAA Government Relations Chair has coordinated a KASFAA Day at the Capitol in Frankfort, Kentucky, on February 28, 2019. Other spring KASFAA activities include a support staff workshop and regional training. Dates and locations are still being finalized for those events.

Preparations are starting for the spring 2019 conference. The spring conference will be held April 10-12 at the Clarion Hotel in Lexington, KY. The spring conference planning committee and board met on December 6-17, 2018, at the Clarion Hotel. The theme for the conference, Sail away with KASFAA The committee members have planned a strong conference and are enthusiastic about hosting special events including a captain's reception, Captain's dinner with awards and cruise entertainment.



Southern Association of Student Financial Aid Administrators

Steven Taranto/MASFAA President

Executive Board Report/February 2019

Committee Members/State Executive Board:

President: Steve Taranto (University of Mississippi)
President-Elect: Gail Muse Beggs (Holmes Community College)
Past President: Stacy Walker (University of Mississippi Medical Center)
Vice-President: Terry Bland (Itawamba Community College)
Treasurer: Amber Kelly (Southwest Mississippi Community College)
Treasurer-Elect: n/a
Secretary: Clara Rock (University of Mississippi – Tupelo)
Member-At-Large: Alison Coker (University of Mississippi Medical Center)
Director: Louanne Langston (Hinds Community College)
Director: Brenda Carson (East Central Community College)
Director: Christie Rocconi (Delta State University)
Conference Chair: Nicole Patrick (Mississippi University for Women)
Diversity Chair: Amber Ofosu (Delta State University)
Electronic Services Chair: Cindy Monroe (Millsaps College)
Financial & Audit Chair (2019): Megan Smith (Mississippi University for Women)
High School Relations Chair: Danny Thompson (Woodward Hines Educational Foundation-Get2College)
Legislative Chair: LaShanda Chamberlain (Mississippi Gulf Coast Community College)
Site Selection Chair: Renotta Shed (State Aid Office)
State Aid Liaison: Jennifer Rogers (Mississippi State Aid Office)
Vendor/Sponsor Chair: Carrie Cooper (University of Mississippi Medical Center)

Committee/State Goals for 2018-2019:

These were some of the goals we developed at the MASFAA transitional/planning meeting July 25-26, 2018 which were devised by using our vision and mission statements as inspiration:

As we continue to build an effective community of financial aid administrators, we want to:

- Provide to our members more opportunities for web meetings or Zoom sessions.
- Reinstate regular MASFAA board member visits to the schools in our association.

By encouraging the exchange of ideas, we hope to:

- Increase and stimulate volunteerism.
- Share more ideas/information through the MASFAA Listserv.

In developing the professional expertise of our members, we want to:

- Offer leadership, professional development, or customer service related sessions during our training events and at our annual conference.
- Poll members about their own areas of professional expertise to share and expand our professional knowledge.

By effectively and ethically promoting access to higher education, we hope to:

- Reduce barriers that hinder student access to financial aid.
- Develop MASFAA's "collective voice" for State Legislative visits and events.

In striving to meet the needs of our diverse constituents we hope to:

- Become more empathetic and better listeners.
- Think more "globally" in our approach to diversity.

Motion/ Action Item(s):

Policy & Procedure: Changes/ Recommendations:

General Updates:

MASFAA Fall Training – November 8-9 (Holmes Community College)

- Successful implementation of one of our goals to offer members professional development training as part of Fall Training: Customer Service training w/Rod Jones of Hinds CC; Microsoft Excel Training by Holmes CC Workforce team
- Federal update by Dave Bartnicki

State Aid Redesign Task Force - The Mississippi legislature launched a task force in October 2018 to study the current state aid programs. This committee has held 3 public meetings so far.

- The MASFAA community was well-represented. Time was provided on the November agenda to share information with the committee members.
- The state offers both grants and forgivable loans. The 3 primary programs (first offered in 1995) are UG grants for full-time students. Two grants are merit-based, and one is need-based – with the latter growing significantly in cost each year.
- Funding shortfalls are driving the need for this formal review. No new funds are being proposed.
- With the programs at a tipping point, it is an opportunity to assess program effectiveness and explore redesign.

The following topics are among the proposals being considered by the committee:

- Requiring the FAFSA (as well as the current state aid application) in order to receive state aid.
- Phasing out strictly merit-based programs in favor of an expanded need-based grant.
- Moving away from loan forgiveness to loan repayment programs.
- Creating different awarding tiers (or even different grant programs altogether) for community colleges versus 4-year schools.
- Exploring whether state aid should be the "last dollar" award when the package exceeds the Cost of Attendance.
- Awarding part-time, nontraditional students

MASFAA Annual Conference, June 19-21 at Pearl River Resort – Plans underway!



Southern Association of Student Financial Aid Administrators

Jamie Pendergrass/North Carolina President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Position	Name	Institution
President	Jamie Pendergrass	NC State University
President-Elect	Robert Muhammad	Winston-Salem State University
Past-President	Jason Johnson	Guilford Technical Community College
Vice-President	Kyle McMahan	NC State University
Treasurer	Zilma Lopes	Central Carolina Community College
Secretary	Traci Mitchell	College Foundation, Inc.
Budget & Finance	Karen King	Lees-McRae College
Conference - Fall	Kendra Myers	Surry Community College
Conference - Spring	Kali Brown	Vance-Granville Community College
Diversity/Global Issues	Frank Parrilla	NC State University
Intermediate Aid Officers	Rachel Cavenaugh	Cape Fear Community College
Legislative Advisory	Victoria Lenderman	Forsyth Technical Community College
Membership	Mary Otto	Campbell University
New Aid Officers	Ann Peacock	Wake Technical Community College
Professional Affiliates	Nicki Spang	Sallie Mae
Publicity & Publications	Dan Sanchez	University of North Carolina - Wilmington
Site Selection	Biz Daniel	Great Lakes
State & High School Relations	Katrina Lee	University of Mount Olive
State Agency Liaison	Kathryn Marker	SEAA
Technology Task Force	JD Gibbs	Lenoir Community College
Training Webinars	Michelle Hemmer	William Peace University

Committee/State Goals for 2018-2019:

N/A

Motion/ Action Item(s):

N/A

Policy & Procedure: Changes/ Recommendations:

N/A

General Updates:

North Carolina had a successful fall conference from November 3-7, 2018 at the Harrah's Cherokee Casino and Resort in Cherokee, NC with lots of great sessions and information for our nearly 200 attendees. We raised a little more than \$2500 for our charity, Victory Junction camp.

North Carolina's Executive Board will be meeting on February 22 to discuss many important topics. We will be reviewing membership survey results where we polled our members to see if they preferred to move to one conference or keep two conferences a year. We will discuss this topic at length and decide what is best for North Carolina financial aid administrators.

In addition, North Carolina's Bylaws and P&P Review Task Force has recommended numerous Bylaw changes that our Board will consider at this meeting. Other topics will include possibly changing our banking institution, updates to our archives, the closing of our website by ATAC, and election slate updates. It will be a packed meeting.

North Carolina is sponsoring two attendees to the SASFAA Leadership Symposium during this pre-conference here in Atlanta and sponsoring three attendees, in addition to our President-Elect, to attend the NASFAA Leadership & Legislative Expo in Washington, D.C.

Finally, North Carolina will have its spring conference from April 6-10, 2019 at the Holiday Inn Resort in Wrightsville Beach, NC where we will be hosting the SCASFAA representative in the SASFAA President's Exchange and SASFAA President Bryan Erslan is to visit to give the SASFAA update. Dave Bartnicki will be on hand to give the Federal Update.



Southern Association of Student Financial Aid Administrators

Nikisha Howze/South Carolina State President

Executive Board Report/February 16, 2019

Committee/State Goals for 2018-2019:

- Ensure that SCASFAA is represented at all SASFAA Board Meetings
- Encourage SCASFAA participation in SASFAA conference, training and events
- Participate in the state President's exchange
- Take advantage of the networking opportunities involving the state presidents and the SASFAA Board

Summary of State Activities/Events:

We had our Annual Conference November 12 – 14, 2018 in Hilton Head, SC. We had 129 to attend. The charity that I chose was Hopeful Horizons, which is a domestic violence shelter. We raised over \$1,800 and presented them with this donation. Thank you to Bill Spiers, SASFAA President-Elect for attending the conference and giving us our SASFAA update. We had Karen McCarthy to provide the NASFAA update. We had President-Elect, Robert Muhammad, from NCASFAA to attend with the President Exchange. SCASFAA will be providing the following upcoming professional development:

March 4 – 5	New Aid Officers Workshop
March 15	Federal Update Webinar with David Bartnicki
May 13	Leadership Symposium

Motion/ Action Item(s): n/a

Policy & Procedure: Changes/ Recommendations: n/a



Southern Association of Student Financial Aid Administrators

Tiffany Summers/TASFEE President

Executive Board Report/February 2019

Committee Members/State Executive Board:

N/A

Committee/State Goals for 2018-2019:

TASFEE Goals for 2018-19

- Ensure that TASFEE is represented at all SASFEE Board meetings
- Encourage TASFEE members to join SASFEE, if not already a member
- Encourage TASFEE participation in SASFEE events
- TASFEE President-Elect will participate in the SASFEE Presidents' exchange
- Offer Fall training in October across the state's three regions
- Increase volunteerism and engagement at the state level for TASFEE members
- Update and Review TASFEE's Policy & Procedures to insure information is accurate and up-to-date
- Offer pre-conference events at the TASFEE annual conference
- Continue Professional Development/Credentialing for TASFEE members
- Work with TASFEE Governmental Relations on State Hill visits
- Continue to strengthen relationship with THEC/TSAC for student advocacy

Motion/ Action Item(s):

N/A

Policy & Procedure: Changes/ Recommendations:

N/A

General Updates:

The TASFEE Executive Board met along with the Conference Committee October 18-19, 2018 and January 10-11, 2019 in Murfreesboro, TN. The Conference Committee under the leadership of Danette Seale, Carson-Newman University, finalized plans and sessions for the 51st TASFEE Annual Conference, March 24-27, 2019 in Murfreesboro, TN. The conference theme is "Our Future is Bright" and sessions including the popular federal update by David Bartnicki as well as leadership development and NASFEE credentialing will be offered. A pre-

conference workshop for New Aid Officers will be held on Sunday, March 24th and will include an additional NASFAA credentialing session.

The TASFAA Fall Training Series was held October 24-26 in East, Middle and West Tennessee with 165 participants. The full day of training was offered at a college in each region of the state. The colleges hosting the training were Johnson University, Trevecca University and Union University. David Bartnicki presented information via web conferencing. NASFAA credentialing sessions on Professional Judgment were provided in each region with test codes provided after the training event.

Elections for the 2019-2020 TASFAA Executive Board begin in February. The Nominations and Election Committee provided a full slate of candidates. Results will be provided at the TASFAA state meeting at the SASFAA Conference in February, 2019.

Upcoming TASFAA Events:

March 24-27, 2019 TASFAA 51st Annual Conference

April 10-12, 2019 KASFAA Spring Conference: President-Elect Exchange

June 2019 TASFAA Executive Board Meeting and TASFAA Transition Meeting



Southern Association of Student Financial Aid Administrators

Joan Zanders/Virginia State President

Executive Board Report/February 2019

Committee Members/State Executive Board:

Bradley Scaggs, President-Elect; Elizabeth Daniel, Past President; Ashley Reich, Secretary; Tawana French, Treasurer; Clint Young, Treasurer-Elect; Vern Fairchilds, Funds Manager; Representatives-at-Large – Sherika Charity, Christina Russell, Marc Vernon, Chad Sartini

Committee/State Goals for 2018-2019:

VASFSA Strategic Plan “To Do List”

Motion/ Action Item(s):

Policy & Procedure: Changes/ Recommendations:

General Updates:

VASFSA has had an incredibly busy fall—numerous events plus a Board meeting in four months!

- The Directors’ Summit at Sweet Briar on September 18 was filled with good information and open sharing. My thanks to Wanda Spradley for helping to make the arrangements, to Brett Lief and Brad Barnett for their federal and state government updates, and to all who attended for the meaty discussion! We plan to have a second “mini-summit” during conference.
- A VASFSA webinar was hosted by NVCC on September 21 for high school counselors and financial aid partners across the state to update participants on the 2019-2020 FAFSA process.
- Fall Training at UVA on October 16 provided an array of presentations that encouraged each of us to think—and to plan, both for upcoming changes and to be prepared for the unexpected. The day was packed! Thank you to Scott Miller for assisting with the arrangements and to each of the speakers who so aptly prepared and presented their topics!

- Fall Board Meeting followed on October 17 at UVA. VASFAA has a pretty incredible group of leaders serving as your board. The minutes should be available soon.
- Robert Weirnerman provided an outstanding two-hour webinar, “Having Fun with Taxes, the Basics”, on November 13. The session was as much about verification as about taxes! If you are a paid VASFAA member, his handout is available for members-only at www.vasfaa.com.
- On December 13, I attended the VACRAO Conference to greet VACRAO on behalf of VASFAA and speak about who we are and what we do. I also presented a breakout session on packaging aid and the new Virginia award letter requirements.
- A second VASFAA webinar on aid types and the awarding process was hosted by NVCC for high school counselors and financial aid partners across the state on Friday, December 14.

Upcoming events:

- We look forward to “Having Fun with Taxes: Advanced Issues” from 10:00-12:00 on Thursday, January 24, and to several sessions by Robert Weirnerman at VASFAA Conference 2019. If you have yet to pay your membership fee, do so now so you can access information from both webinars! The VASFAA Board made the determination to contract with Robert to provide this training as a benefit of membership—no additional charge.
- The VASFAA Board will hold our Winter Board Meeting January 31-February 1 in Norfolk. We have much to discuss! If you have interests or concerns that you would like us to add to the agenda, please send them to me, Joan Zanders at jzanders@nvcc.edu, by no later than January 11.

The conference committee is hard at work preparing for you an outstanding agenda of training, networking and fun during our May 5-8 VASFAA Conference in Norfolk. Make plans now to attend. You won't want to miss this inexpensive and comprehensive training opportunity!



Southern Association of Student Financial Aid Administrators

Runan Pendergrast / 2018 – 2019 Conference Taskforce Chair

Executive Board Report – February 16 2019

Committee Members

The following SASFAA members have been asked to service on the taskforce, a confirmation to service has not been received.

Runan Pendergrast, Bluegrass Community and Technical College, KY

Taskforce Goals for 2018-2019:

- Review the current Conference Guide. Completed by the chair September 7, 2018
- Work with other Taskforce to create an inclusive guide for future committees
- Present recommendation to the SASFAA Executive Board at the June 2019 Board Meeting.

LRP and GAP Goal Activity to date:

Motion/ Action Item(s):

No motions or action items at this time

Policy & Procedure: Changes/ Recommendations:

No Policy & Procedures changes or recommendations at this time.

New Ideas/Suggestions/ Personal Thoughts and Recommendations:

- Draft guidebook outline has been created.
- Sections 1 and 2 from outline completed.

Discussed committee with past chairs and SASFAA President.

Financial Review Task Force



Southern Association of Student Financial Aid Administrators

Biz Daniel/Special Appointee

Executive Board Report/February 2019

Committee Members/State Executive Board:

Chair: Biz Daniel Great Lakes

Committee: Chester Priest KHEAA

Brenda McCafferty ECMC (ex-officio committee member as past SASFAA Sponsorship Chair)

Committee/State Goals for 2018-2019:

Goal – As requested by SASFAA President Bryan Erslan, this committee is asked to create a Sponsorship Guidebook outlining expectations, processes, working calendar, of how to achieve the Associations Sponsorship Goals.

Motion/ Action Item(s):

It is the recommendation of the committee that the Board adopt better defined language to address those members of SASFAA that are not directly employed at an institution of higher education in attendance at a conference. The current definition of a sponsor appears to address this however, the lines have been blurred. There is growing concern over those that work for business partners who attend the conference and are not being assessed a vendor fee as our other business partners are.

These individuals are not employed at institutions of higher education, they work for a business entity or contractor that offers products/services to institutions of higher education. They are allowed the opportunity to network with clients and potentially conduct business while attending the conference. Other states within SASFAA have adopted language into their P&P and Sponsorship Guidelines to address this.

Current P&P Statement:

6.16 Sponsorship

A potential sponsor is a company or organization whose activities either supports or is closely related to those of the financial aid community. A sponsor provides resources to be used by SASFAA in accordance with the purposes of the Association. Sponsors may display their products and services at the annual conference for the purpose of soliciting business.

Policy & Procedure: Changes/ Recommendations:

Proposed Language for 6,16 Professional Business Partner/Sponsor:

A potential Professional Business Partner/Sponsor is a business entity that offers and/or provides services to institutions of higher education and whose activities either supports or is closely related to those of the financial aid community. A sponsor is one that provides resources and/or products and services to the higher

education intuitions within SASFAA and to the Association in accordance with the purposes of the Association.

Professional Business Partners/Sponsors may choose to support the Association on various levels outlined by the Sponsorship Chair.

All professional business partner/sponsor entities including but not limited to lenders, servicers, agencies, and contractors who attend the SASFAA conference MUST register as a vendor and pay the minimum of \$500 as a Bronze Level Supporter.

Bronze Level \$500*

•General Support, no booth

•Online Conference Support Recognition

•May Present/Moderate at the request of the Professional Advancement Committee and the Conference Committee

(* Professional Affiliates who choose not to exhibit may attend both conferences, but will be required to participate at this level as well as paying the required conference registration fees)

General Updates:

An outline of this document has been created and is a work in progress with completion to be presented to the SASFAA Board in May for review and the final document to be presented at the SASFAA Transition Retreat for approval.

The adoption of the proposed language is critical to the completion of the sponsorship guidebook.

Motion/Action Items:

Motion/ Action Item(s):

- The Nominations and Elections Committee recommend an awardee recipient for NASFAA's Regional Leadership Award for 2019.
- The Governance and Planning Committee would like to add Joan Bailey as a member.
- Financial Review Report of 2017-2018
- Would like to change the first sentence of the third paragraph from: "Persons submitting material for publication to the SASFAA Nine News are discouraged from including articles that promote goods or services from a Sponsorship Chair." to read, "Persons submitting material for publication to the SASFAA Nine News are discouraged from including articles that promote goods or services without a sponsorship package."
- 2021 Annual Conference Covington, Kentucky (across the river from Cincinnati, OH) o Montgomery, Alabama
- Presentation of proposed By-Law and P&P changes to combined the LRP and GAP committees, to streamline the process, eliminate duplication, and to allow for positive review of each board's success. Clarification that the immediate past president would chair such a committee.
- It is the recommendation of the committee that the Board adopt better defined language to address those members of SASFAA that are not directly employed at an institution of higher education in attendance at a conference. The current definition of a sponsor appears to address this however, the lines have been blurred. There is growing concern over those that work for business partners who attend the conference and are not being assessed a vendor fee as our other business partners are. These individuals are not employed at institutions of higher education, they work for a business entity or contractor that offers products/services to institutions of higher education. They are allowed the opportunity to network with clients and potentially conduct business while attending the conference. Other states within SASFAA have adopted language into their P&P and Sponsorship Guidelines to address this.
- **Current P&P Statement:**
6.16 Sponsorship
A potential sponsor is a company or organization whose activities either supports or is closely related to those of the financial aid community. A sponsor provides resources to be used by SASFAA in accordance with the purposes of the Association. Sponsors may display their products and services at the annual conference for the purpose of soliciting business.