

SASFAA Annual Report

2015-2016

Southern Association of Student Financial Aid Administrators, Inc.

June 2016



Prepared by:

Amy L. Berrier

SASFAA President, 2015-2016

In accordance with the SASFAA Bylaws, Article VII, Section 1



SASFAA Annual Report 2015-2016

The President's annual report is a review of the activities of the officers, state presidents, committee chairs, committees, and task forces for 2015-2016. It also serves as the President's report to the SASFAA membership as required by the SASFAA Bylaws. This report summarizes the goals established by each of the officers, committee chairs, and committees, and will focus on highlights of their accomplishments. The entire SASFAA Executive Board, including elected officers, state presidents, and committee chairs, should be commended for their achievements this year. Many of you have supported the activities of SASFAA this year by participating as volunteers on a committee, presenting, moderating, attending events, and in many other ways. Thank you for helping SASFAA make an impact this year!

Closing remarks will follow at the end of the Annual Report. Thank you for taking the time to read this report.

President

Amy Berrier (The University of North Carolina at Greensboro, Greensboro, NC - 4 Year Public)

The 2015-2016 SASFAA Board and committee chairs met in St. Pete Beach, Florida to start the transition process on June 8th, 2015 immediately following the final meeting of the 2014-2015 Executive Board. Prior to the start of the transition, the incoming board had the opportunity to observe the last board meeting of the 2014-2015 year. The Board participated in a team-building exercise titled "Project Noah" that I had participated in during my Hospice training two years ago. It was an opportunity for the 2015-2016 Board to get to know one another better and to realize that despite our differences, we all bring something to the table that strengthens each other and our association. The Board continued transitioning on June 9th, 2015. Due to my plans for holding the November 2015 board meeting online via GoToMeeting, the June 2015 transition meeting included a lot of discussion and planning for the year. Conference call and electronic board meetings are a great way to conduct business and save the association money.

At the 2015 transition meeting, I provided every board member with a folder that contained information such as:

- Policies and Procedures Manual information pertaining to the roles and responsibilities of the Executive Board
- Policies and Procedures Manual information pertaining to the board member's specific position
- Project Noah information for our team-building activity
- 2015-2016 SASFAA Organizational Chart
- 2015-2016 Executive Board Contact Information Sheet
- Copy of the SASFAA calendar
- Information from the SASFAA operational calendar
- SASFAA's mission and vision statement
- SASFAA historical budget information
- SASFAA budget exercise document and information
- Travel reimbursement policy information and blank expense spreadsheet
- GoToMeeting/WebEx information
- Sponsorship levels discussion information

During the Transition Board Meeting, the 2015-2016 Executive Board participated in the following activities:

- Introduction of the 2015-2016 Executive Board
- Washington Update
- Sponsorship Levels Discussion
- Budget Discussion/Exercise
- Transition between incoming and outgoing officers, state presidents, and committee chairs
- Getting to Know You
- Organizational Chart

- Roles and Expectations of Board Members
- Project Noah Exercise
- Governance and Planning Reporting (GAP)
- Work of the GAP Committee
- Parliamentary Procedure/Robert's Rules of Order
- A Year of Planning – President-Elect
- Policy and Procedures Manual Overview
- Board Contact Review
- Meeting Minutes Review
- Conflict of Interest Policy
- Board Report formats and due dates
- Travel Reimbursement procedures
- Reimbursement forms
- Use of SASFAA credit cards
- Credit Card Expense Vouchers
- Credit card limits
- Credit card forms
- Individual monthly reports of expenses to committee chairs/board members
- Zero-based budgeting and overview of SASFAA finances
- New Aid Officer's Workshop (summer)
- Pre-Conference workshop discussion
- Webinars
- Management Institute update
- 2016 Conference update
- Legislative Relations Update
- Hill Visits Discussion
- SASFAA Task Forces
- WebEx/GoToMeeting Discussion
- New membership categories
- Mentorship program/ideas
- Wild Apricot
- SASFAA Nine News
- SASFAA Listserv
- Goal setting
- Meetings prior to official board meetings
- Operational calendar
- SASFAA calendar
- State presidents' exchange

Since the 2015-16 Board did not become official until July 1, 2015, there were no official actions taken, but the transition meeting is always a great way to do pre-planning for the upcoming year. The meeting also allows officers and committee chairs the opportunity to transition with their 2014-2015 counterparts.

The first executive board meeting was held in Greensboro, North Carolina at the Grandover Resort (a sister property to the 2016 conference hotel) on Saturday July 25th, 2015. I also

conducted a budget and finance meeting and state presidents meeting on Friday, July 24th. The first conference committee meeting was held Saturday, July 24th through Monday, July 26th. At the board meeting, the Board passed a balanced budget of \$413,776.00 for the year. The budget includes funding for the following training and activities:

- President's travel or her designee to attend the 9 state conferences to present the SASFAA Update, assist with a volunteerism session, and present on any other topics needed by the host state
- Student scholarship to be awarded to a student at Florida State University to honor the Past President's work on behalf of SASFAA
- Professional Advancement including the Summer New Aid Officer's Workshop, the Management Institute, and pre-conference workshops
- 2016 Annual Conference
- Advance Program Planning to include hotel deposits for future contractual obligations and Wild Apricot (SASFAA website host) for 2017-2018
- Legislative Relations – support for the Legislative Relations Committee, President, President-Elect, and Past President to attend the Hill Visit in Washington in April
- Long Range Plan completion (approved in February 2016 by the Executive Board)
- Governance and Planning Assessment meeting
- State Presidents' Exchange

In October 2015, NASFAA convened a meeting of the six regional presidents at the NASFAA Office in Washington, DC. The regional presidents met with NASFAA President Justin Draeger, and the incoming, outgoing, and current NASFAA National Chairs in Washington, DC. The meeting was an opportunity for the regional presidents to share successes and challenges we all face in our respective associations. NASFAA also solicited input from us as leaders on various current and proposed initiatives and to explore ways that NASFAA might be able to offer assistance to the regions. The regional presidents also discussed how we can all better work together as state, regional, and national associations. At this meeting, NASFAA decided to develop a Thought Force on this topic. Past President Nathan Basford is the SASFAA representative on this NASFAA Thought Force. I look forward to reading the report from the group. I was also able to assist other regions by explaining how SASFAA is successful in many areas. The meeting was very productive and I am thankful for the opportunity. SASFAA should be proud of what we do from year to year!

I attended my first NASFAA Board meeting in November as an observer in Scottsdale, Arizona. It was a wonderful learning experience and I am thankful for the opportunity to serve as a NASFAA Board Observer during 2015-2016. I look forward to being the voting member on the NASFAA Board after the last official board meeting in July 2016 at the NASFAA 50th Anniversary Annual Conference.

Our second SASFAA Board meeting was conducted November 19th via GoToMeeting online. I made this decision with support of the board to try different ways of conducting business on behalf of the association. I would like to thank Brett Lief for providing a detailed legislative/Washington update to the board during the meeting. The board "met" for 2 hours

online. After the board meeting, I held an executive session meeting online to vote on awards that were given out at the February 2016 Annual Conference. Business on the agenda included:

- Treasurer's Report
- Budget and Finance Report
- Management Institute Final Report
- Washington Update/Legislative Update
- Membership report including an update on the Mentorship Program
- Conference update
- Vice-President's Report regarding Summer New Aid Officer's Workshop
- Pre-Conference Workshops
- Long Range Plan update
- Sponsorship update
- Nominations and Elections report
- Presentation of slate of officers to the board
- NASFAA Regional Leadership Award Nominations
- SASFAA Award Nominations

Our third board meeting was held February 6th, 2016 in Greensboro, North Carolina prior to the start of the 2016 Annual Conference. The following agenda items were discussed:

- Changes to the Guide to Financial Management
- Hill Visits and talking points
- Contract approval for the 2017 Transition Meeting
- Approval of the 2016-2021 Long Range Plan
- State Presidents' Exchange update
- Charity Rotation Schedule
- Summer New Aid Officers' Workshop Update

My second NASFAA Board meeting as an observer occurred in Arlington, VA February 23-24th, 2016. This was again another opportunity to meet with the regional presidents, and continue to observe the NASFAA Board proceedings. The Board met with the Deputy Undersecretary and Undersecretary of Education in addition to congressional staff members about many topics.

I look forward to serving as a voting member on the NASFAA board for 2016-17. As the voting member next year, I will represent the SASFAA membership by having a voice at the table. I will provide updates from the NASFAA board meetings and other activities to the membership next year. I welcome any comments, thoughts, and recommendations that you may want addressed with NASFAA. Please continue to email me at alberrie@uncg.edu with any comments.

As the year continued, I had an opportunity to visit many of our SASFAA states by attending several state conferences. Thank you to Past President Nathan Basford and President-Elect Marian Dill for representing SASFAA at several state conferences as well. We all provided the SASFAA Update, assisted with the volunteerism session created by the state presidents, and presented additional sessions during the conferences. Thank you for supporting travel to the

state conferences. This travel has allowed us to continue fostering wonderful relationships between our 9 member states and assist them with developing leadership and promoting volunteerism.

The last official board meeting was held June 13th, 2016 at the Tradewinds Resort in St. Pete Beach, Florida. It was hard to believe that a year had almost passed when we were there in 2015 setting the goals and objectives for 2015-2016. At the end of the meeting, I provided closing remarks and the board presented with me a gift of appreciation for my service as President. I had the distinct honor to unofficially pass the gavel to incoming President, Marian Dill, as she began her transition meeting on Monday afternoon, June 13th. During our last official meeting the board reviewed the GAP committee assessment and also discussed recommendations on future assessment of the board's activities against the Long Range Plan. As Past President, I will chair the Governance and Planning Committee and look forward to working with the new Long Range Plan. I am positive the 2016-2017 Board will do a fantastic job next year.

As our meeting concluded, I took time to thank everyone for their dedication and support. At the beginning of the year, I contacted the supervisors of every board member and thanked them for allowing their employee to serve SASFAA. I plan on reaching out to these individuals again at the conclusion of the year to thank them again. SASFAA has had a very successful year!

President's Calendar of Events for 2015-2016:

- July 24-26, 2015 – SASFAA Board Meeting, Greensboro, NC
- July 25-27, 2015 – SASFAA Conference Committee Meeting, Greensboro, NC
- August 5, 2015 – SASFAA E-Meeting (Conference registration fee for retirees and day attendees)
- August 6, 2015 – Meeting at ACC Hall of Champions, Greensboro, NC
- August 7, 2015 – SASFAA E-Meeting (Management Institute Contract)
- September 4, 2015 – WebEx Testing
- September 8, 2015 – GoToMeeting Testing
- September 10, 2015 – NASFAA Board Conference Call
- October 2, 2015 – SASFAA Local Arrangements Committee Meeting
- October 5, 2015 – Legislative Relations Conference Call
- October 7-9, 2015 – SASFAA Management Institute, Orlando, FL
- October 14, 2015 – Membership Committee Call
- October 14, 2015 – NASFAA Board Conference Call
- October 15, 2015 – NASFAA Webinar
- October 19-20, 2015 – Regional Presidents Meeting at NASFAA, Washington, DC
- October 26, 2015 – Conference Committee GoToMeeting
- October 27, 2015 – NASFAA Board Conference Call
- October 28, 2015 – SASFAA E-Meeting (Approval of Sandra Neel for Secretary effective December 1, 2015)
- November 1-4, 2015 – NCASFAA Fall Conference
- November 13, 2015 – SASFAA Nominations and Elections Committee Conference Call
- November 19, 2015 – SASFAA Board Meeting via GoToMeeting online
- November 21, 2015 – Green Zone Webinar

- December 8, 2015 – Conference Committee Conference Call
- December 11, 2015 – NASFAA Board Conference Call
- December 16, 2015 – Call with NASFAA Diversity Officer, Jim Brooks
- December 21, 2015 – Call with Keynote Speaker, Major General Ketchum
- January 4, 2016 – Meeting with Greensboro Convention and Visitors' Bureau
- January 13, 2016 – SASFAA Legislative Relations Conference Call
- January 14, 2016 – SASFAA Local Arrangements Conference Call
- January 20, 2016 – SASFAA E-Meeting (Hill Visits Hotel Contract)
- January 21, 2016 – Call with Keynote Speaker, Major General Ketchum
- January 21, 2016 – SASFAA Conference Committee Conference Call
- January 25, 2016 – Sheraton Greensboro Hotel Meeting, Greensboro, NC
- January 28, 2016 – ACC Hall of Champions Meeting, Greensboro, NC
- February 5, 2016 – Hotel Pre-Conference Meeting, Greensboro, NC
- February 5, 2016 – SASFAA State Presidents Meeting
- February 5, 2016 – SASFAA Budget and Finance Committee Meeting
- February 6, 2016 – SASFAA Board Meeting, Greensboro, NC
- February 7-10, 2016 – SASFAA 2016 Annual Conference, Greensboro, NC
- February 9, 2016 – SASFAA Legislative Relations Meeting, Greensboro, NC
- February 12, 2016 – Call with NASFAA President
- February 23-25, 2016 – NASFAA Board Meeting, Crystal City, VA
- March 13, 2016 – AASF AA Board Meeting, Mobile, AL
- March 14-17, 2016 – AASF AA Annual Conference, Mobile, AL
- March 16, 2016 – SASFAA Legislative Relations Call
- March 22, 2016 – PPY Webinar
- March 23, 2016 – SASFAA Board Conference Call
- April 3-6, 2016 – SCASF AA 50th Anniversary Annual Conference, Myrtle Beach, SC
- April 12-16, 2016 – KASF AA Spring 2016 Conference, Lexington, KY
- April 19-21, 2016 – Legislative Hill Visits, Washington, DC
- April 29, 2016 – NASFAA Board Call
- May 2, 2016 – SASFAA E-Meeting (Fall 2016 Leadership Symposium Hotel Contract)
- May 31-June 3, 2016 – GASFAA Conference, Savannah, GA
- June 8, 2016 – NASFAA Board Call
- June 9, 2016 – NCASF AA Middle School Enrichment Scholarship Presentation, Wake Forest University, Winston-Salem, NC
- June 12, 2016 – SASFAA Budget and Finance Meeting – St. Pete Beach, FL
- June 12, 2016 – State Presidents Meeting – St. Pete Beach, FL
- June 13, 2016 – SASFAA 1516 Board Final Meeting – St. Pete Beach, FL
- June 13-14, 2016 – SASFAA Transition Meeting 15/16 & 16/17 Boards, St. Pete Beach, FL
- June 19-24, 2016 – SASFAA New Aid Officer's Workshop, Jacksonville State University, Jacksonville, AL
- June 30, 2016 – SASFAA Annual Report Submitted to Membership
- July 7,13, 2016 – NASFAA 50th Anniversary Annual Conference as SASFAA Representative, Washington, DC
- July 8-9, 2016 – NASFAA Board Meeting, Washington, DC

A summary of many of our accomplishments from board members, committee chairs and other SASFAA members and volunteers is included below. Closing remarks will follow at the conclusion of the annual report.

If you have questions about any of the activities conducted by SASFAA, please do not hesitate to contact me at (336) 334-3372 or at alberrie@uncg.edu.

Immediate Past President

Nathan Basford (The Florida State University, Tallahassee, FL – 4 year public)

Nathan Basford, Immediate Past President, was responsible for Nominations and Elections, professional recognition and awards, and compilation of the Governance and Planning (GAP) report.

Governance and Planning Committee (GAP) Committee Members:

- Nathan Basford - Chair
- Zita Barree – Virginia
- Cathy Shell – North Carolina
- Billie Jo Hamilton – Florida
- Joan Bailey – Florida
- Marian Dill – Observer (President-Elect)
- Sharon Oliver – Observer (incoming President-Elect for 2016-2017)

Awards Committee Members:

- Nathan Basford – Chair (Past President)
- Amy Berrier – President
- Marian Dill – President-Elect
- Michael Morgan – Vice-President
- Sandra Neel – Secretary
- Jenelle Handcox – Treasurer
- Phillip Nelson – Alabama President
- Ryan McNamara – Florida President
- Sarah Baumhoff – Georgia President
- Laura Keown – Kentucky President
- Nicole Patrick – Mississippi President
- Joey Trogdon – North Carolina President
- Elizabeth Milam – South Carolina President
- Richard Smelser – Tennessee President
- Michael Farris – Virginia President

Nominations and Elections Committee Members:

- Nathan Basford – Chair (Past President)
- Stephanie Miller – Alabama Past President
- Joan Bailey – Florida President-Elect
- Susan Smith – Georgia Past President
- Kristie Hughes – Kentucky Past President
- Carrie Cooper – Mississippi Past President
- Cathy Shell – North Carolina Past President
- Kenneth Cole – South Carolina Past President
- Celena Tulloss – Tennessee Past President
- Tarik Boyd – Virginia Past President

The Nominations and Elections Committee worked extremely hard to identify qualified candidates for SASFAA elected positions. Information was provided on the SASFAA listserv, SASFAA Nine News, and SASFAA Website informing the membership about the upcoming elections. Details about the online voting procedures, photos, bios and candidacy statements were also available on the website and SASFAA Nine News. Online voting commenced 10 days prior to the annual conference.

Candidates for office included:

- President-Elect
 - Sharon Oliver – North Carolina Central University (North Carolina)
- Vice-President
 - Michael Morgan – Rhodes College (Tennessee)
- Secretary
 - Wayne Kruger – St. Petersburg College (Florida)
- Treasurer-Elect
 - Jody Darby – Chattahoochee Technical College (Georgia)
 - Janet Nowicki – Guilford Technical Community College (North Carolina)

Election results:

- President-Elect – Sharon Oliver, North Carolina
- Vice-President – Michael Morgan, Tennessee
- Secretary – Wayne Kruger, Florida
- Treasurer-Elect – Jody Darby, Georgia

I would like to thank all of the candidates who ran for office and sincerely appreciate their volunteerism and desire to serve the association and its members.

The following awards were presented at the 2016 Annual Conference:

- SASFAA Distinguished Service Award - Nancy Garmroth (South Carolina)
- Honorary Membership - Ellen Green (South Carolina) and Mary Givhan (Kentucky)
- NASFAA Regional Leadership Award – Ron Day (Georgia)

The GAP committee held an in-person meeting in the beginning of May to compile the annual report. The GAP report will be published by June 30th and be available for review on the SASFAA website.

Past President Basford has been a critical resource and support for me during my year as President. My thanks and appreciation to Nathan Basford for his continued dedication and commitment! - President Berrier

Vice President

Michael Morgan (Rhodes College, Tennessee – 4 year Private)

Professional Advancement Committee Members:

- Michael Morgan – Chair (Vice President)
- Dotti Davidson – Virginia
- Aria Simmons – South Carolina
- April Tretter – Kentucky
- Sean Johnson – Florida
- Nathan Basford – Florida
- Derek Ball – Kentucky
- Celena Tulloss – Tennessee
- Kenneth Cole – South Carolina
- Sarah Baumhoff – Georgia
- Irma Molinares – ECMC
- Wendy Hutchins – Postlethwaite & Netterville
- Stephanie Lawrence – Georgia
- Stephanie Miller – Alabama
- Ronnette Hamilton – North Carolina

Vice President Morgan was responsible for the professional advancement (i.e. training) activities of the Association. The majority of Michael's work, and the work of the Professional Development Committee, occurred at the SASFAA New Aid Officer's Workshop. The weeklong workshop was held from June 19-24, 2016 on the campus of Jacksonville State University, Jacksonville, Alabama. There were 91 participants this year and 10 SASFAA members were selected as faculty and represented a cross-section of the membership and institution types. Four SASFAA members were selected to assist the Vice President, Curriculum Coordinator, and Local Arrangements Coordinator, with on-site activities and functions at the

workshop. Assistance during the week was also provided by David Bartnicki, a U.S. Department of Education Region IV training officer.

Michael, along with his committee, and the instructors, staff is to be commended for providing quality training for SASFAA's new aid and mid-level professionals this year. The New Aid Officer training has always been a premiere training event for our Association and the tradition continued this year. Thank you to Stephanie Miller, Jacksonville State University, for being such a gracious host to the staff and participants of the NAOW. The entire staff at Jacksonville State was wonderful!

Summer New Aid Officers' Workshop marketing information provided by Vice-President Morgan:

This training is a unique training experience designed to train those relatively new to Financial Aid Profession in the legislation, regulation, policies and procedures of Federal Student Financial Aid.

Using the NASFAA CORE training materials and selected NASFAA University courses, graduates have returned to their offices with a great toolbox of knowledge and resources. The week of training has helped participants find, renew and ignite their passions as they gained a better understanding of the rules and regulations of financial aid so that they can make a positive impact on their campuses. Participants, as a result of the New Aid Workshop, will have the opportunity to test for credentialing in several subjects that were offered at the workshop, depending on their class and experience. The NASFAA University subjects included:

- Application Process
- Student Eligibility
- Cost of Attendance
- Need Analysis
- Verification
- Pell Grants and Afghanistan Service Grants
- Direct Loan
- Return to Title IV
- Satisfactory Academic Progress
- Administrative Capabilities

In addition, David Bartnicki joined us to present a federal update as well as provide presentations on Cash Management, Compliance Issues, and David also helped the instructors with the topic of professional judgment. The workshop also included several sessions that were meant to enhance the participants' professional skills such as Student Service, Hiring Skillful Employees, Financial Aid Toolbox, and Work Life Balance.

Other training opportunities offered during the 2015-16 year:

- Mid-Level workshop during our annual conference in Greensboro, NC
- Management Institute in Orlando, FL (October 2015)

- NASFAA University Course – Professional Judgment (at Annual Conference)
- NASFAA University Course – Cost of Attendance (at Annual Conference)

Professional Development Committee at the Summer New Aid Officer's Workshop – June 2016:



Michael has served the association well, and I appreciate his dedication & commitment. I look forward to serving with him during his second term as Vice-President during 2016-2017. - President Berrier

President-Elect

Marian Dill (Lee University, Tennessee – 4 year private)

President-Elect Dill was very busy during the year preparing for the upcoming year in addition to many other responsibilities. I look forward to working with Marian this coming year as she continues to lead SASFAA forward.

- Conducted an all-day workshop/orientation for the state presidents-elect on Sunday at the Annual Conference

- Attended SASFAA Hill Visits during April 2016 and met with staffers from the offices below
 - Senator Cocker
 - Senate Help Committee Chairman – Senator Lamar Alexander
 - Senate HELP Committee Ranking Member – Senator Murray
 - House Education Committee Chairman – Rep. John Kline
 - Congressman Andrew Palmer
- Finalized 2016-2016 Executive Board
- Tennessee is my home state and I was happy to represent SASFAA and present the address on behalf of President Amy Berrier. This conference was held in Nashville TN on April 24-27, 2016 and my school covered the expenses for this event as I would automatically attend this conference.
- I attended the GAP meeting which was held in Tampa, FL on May 4 – 6, 2016. This was my first experience with GAP and it was insightful to see this group review in action. Attending this meeting was helpful for the final planning for the 2016-2017 year. I am thankful for the opportunity to be a part of this event and believe it is worth the time and expense in order to ensure the organization continues to fulfill our mission and goals.
- On behalf of President Berrier I attended VASFAA on May 23 -25, 2016 in beautiful Williamsburg, Virginia. SASFAA covered the travel expense and VASFAA comped the room expenses. Thank you to Michael Farris, VASFAA President, and Biz Daniel, Conference Chair, for their hospitality. During this conference, I participated in two panel discussions and delivered the SASFAA update during the lunch meeting.
- **2016 Leadership Symposium** – Brad Barnett and the task force have meet via conference call to develop the agenda for the Leadership Symposium which will be held October 26-28 in Orlando, Florida. He has also presented a proposed budget for this event and is ready to send out the first advertisement as soon as the board votes on and establishes a registration fee associated with this event. Consistent with the format from the past, this event will be a co-sponsored event between SASFAA and the states. There will also be registration opportunities for other members to attend. The Leadership Symposium Task Force consists of Brad Barnett, Heather Boutell, Ron Day, Brent Tener and Lisanne Masterson.
- Updated the SASFAA New Aid Officers’ Summer Workshop Guide and published to the SASFAA website
- Attended the NASFAA Leadership Conference, February 2016, Washington, DC
- I had the pleasure of attending the KASFAA conference in Erlanger, KY on October 14-16, 2015. This was a great conference provided by our friends in Kentucky My responsibilities during the conference were to deliver the SASFAA update, present a session, and serve on a panel discussion in another concurrent session. I am excited to report that I was able to attend Heather Boutell’s NASFAA Credentialing session on Student Eligibility and have since successfully earned my first NASFAA Credential.

Marian, I look forward to serving with you this coming year.-President Berrier

Secretary

Vicki Adams (Jacksonville State University, Jacksonville, AL - 4 year public) through November 30, 2015

Sandra Neel (University of Louisville, Louisville, KY – 4 year public) as of December 1, 2015

Bylaws Committee Members:

- Sandy Neel – Chair
- Sharon Oliver – North Carolina
- Kelly D'Eath – Alabama

Activities and accomplishments:

- Reviewed the Policy and Procedures Manual and Bylaws for corrections and made necessary revisions throughout the year
- Mailed sympathy and congratulation cards on behalf of the SASFAA Board to SASFAA members and their families as requested and needed.
- Prepared all Board Minutes and sent to the Electronics Chair for posting to the SASFAA web site.
- Compiled all reports for the Board meetings and disseminated the compiled reports electronically before each meeting.
- Bylaws recommendations and approvals by the Board were submitted to the membership for a vote prior to the annual conference held in February 2016.
- Assured that the records are secure and easily assessable to any board member as needed
- Organized the minutes on the SASFAA website

Sandra's comments: “I have enjoyed being the Secretary again for SASFAA. I would like to thank this Board for having the confidence in me to vote me in after Vickie retired. It has been a pleasure serving under Amy and this Board.”

Thank you Vickie for your dedication and commitment and I hope you enjoy your retirement. – President Berrier

Thank you Sandy for your continued dedication and willingness to step up and serve SASFAA. It was a pleasure serving as your Secretary during your presidency and thank you for serving again in this capacity. – President Berrier

Treasurer

Jenelle Handcox (The University of North Carolina at Pembroke, North Carolina – 4 year public)

Jenelle completed her first year as Treasurer this year. Her responsibilities and accomplishments included:

- Created and maintained annual operating budget.

- Used PayPal to its fullest potential offering online payments and reporting to our members for membership, conference, professional development and sponsorship fees.
- Worked with the CPA firm to successfully file the 990 and 990-T for the past fiscal year.
- Paid all bills and reimbursements in a timely manner
- Balanced checking and savings accounts
- Maintained 3rd party vendor contracts including but not limited to Wild Apricot, BMI Music, ASCAP, PayPal, and the State of Georgia.
- Utilized QuickBooks Online to allow the necessary people to have anytime access to budget information or fund information.
- 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 and T, QuickBooks, and Wild Apricot
- Payments for registrations, membership dues, and sponsorships posted and receipted weekly
- Refunds from registrations processed weekly
- Financial reports submitted monthly to each board member
- Bank accounts reconciled monthly
- Credit card reconciled and outstanding balance paid monthly
- Paypal reconciled and deposited monthly
- Refund policy approved
- Travel insurance policy approved

Jenelle continued a timeline for providing budget line updates to Board members and committee chairs who had responsibility for specific lines of the SASFAA budget. The job of the Treasurer is a voluntary one and crucial to the long-term fiscal stability of the association. The hours that are required to perform all of the necessary duties are numerous, especially at peak processing times. Jenelle performed her duties accurately and timely and with a great deal of diligence and enthusiasm.

Thank you Jenelle for your commitment and dedication to ensuring the fiscal stability of our association. You have dedicated huge amounts of time to process requests, payments, and other duties in a timely manner. I look forward to working with you as you complete your term during 2016-2017. – President Berrier

State Presidents

Phillip Nelson (AL), Ryan McNamara (FL), Sarah Baumhoff (GA), Laura Keown (KY), Nicole Patrick (MS), Joey Trogdon (NC), Elizabeth Milam (SC), Richard Smelser (TN), Michael Farris (VA)

The state presidents have essentially two goals as they serve on the SASFAA Board. These goals include:

- To become an integrated part of the SASFAA Board with vested interest in the leadership and activities of SASFAA.
- To actively report to and involve the nine state's respective membership in the activities and concerns of SASFAA.

The State Presidents represented not only their respective states well, but also always kept the best interests of SASFAA in the forefront. They were very active this year by attending Board meetings in-person, and via conference call, to represent their members within SASFAA and actively communicate issues and concerns to the President and the Board. If for some reason a State President was unable to attend a meeting, they submitted a request to the President to allow a substitute voter for meetings as allowed by the P and P Manual. The State Presidents served with dedication, a great sense of teamwork and a lot of humor. Almost all state presidents participated in the State Presidents Exchange Program. This program allowed each of them to visit other state conferences to encourage members to get involved and to become leaders within their state association as well as in SASFAA.

Additionally, this year, the State Presidents continued presenting a session on volunteerism during the exchange program in addition to other sessions at the state conferences. The state presidents revised and utilized an existing PowerPoint presentation on volunteerism created by the 2014-2015 group of state presidents. The PowerPoint presentation was about the importance of getting involved in your state and regional association. The presentation was used during the state conferences this year and I hope that the 2016-2017 board will allow this project to continue. I feel that we need to continue collecting data and follow up with the session attendees before considering submission for a NASFAA Gold Star Award. I held meetings before each on-site board meeting to discuss issues within their states and also to come together with any concerns to bring before the board. The state presidents also started holding monthly conference calls in the spring.

I will continue to work with this year's outgoing state presidents during 2016-2017 on the Nominations and Elections Committee. The group has agreed to continue working on the state presidents' handbook. We had a good discussion about this project at the most recent state presidents meeting in Florida. I look forward to presenting the final product to the 2016-2017 Board for approval. I would also like to thank the state presidents for their willingness to support the Legislative Hill Visits conducted in April. Many of the state associations financially supported an additional attendee for the Hill Visits in April. Over 50% of the attendees in April had no hill visit experience.

State President's Comments:

I want to say it has been great to meet a lot of new people this year through SASFAA. I hope to see everyone soon. Always remember the work that we do is impacting the lives of our future. We are not only Financial Aid professionals, but we are also mentors and counselors for all aspects of their lives. Keep up the good work of making a positive impact on all the students you come in contact with. – Phillip Nelson, Alabama President

Thank you to SASFAA for allowing Kelly D'Eath (Alabama) to join us in Florida for our conference. Kelly, and I presented on a "Getting Involved" session for members. It was well attended and some expressed interest in how to get involved in their Association. Thank you to Nathan Basford and Joan Bailey for joining us for that. – Ryan McNamara, Florida President

For me personally, I thoroughly enjoyed the opportunity to attend the SASFAA Hill Visit. It was a well-organized event and I enjoyed the ability to meet with so many congressional staff members as well as network with my SASFAA colleagues. I also enjoyed the opportunity to visit the TASFAA Conference as part of the President's Exchange program. TASFAA was extremely welcoming and it was wonderful to visit with some friends and learn more. I presented two sessions and was able to attend several sessions while there. Thank you so much for the opportunity to get to know all of you. While I knew some of you by name, I now consider you friends. I look forward to continuing to work within GASFAA and SASFAA! – Sarah Baumhoff, Georgia President

Although the 2015-16 KASFAA year is not final until June 30, 2016, the association is on track to finish the year well within the approved budget. At the time of this writing, KASFAA has 288 members for 2015-16. This has been a good year for KASFAA, with membership excitement in the NASFAA Core opportunities, an active board, a strong dual slate of candidates, a significant move to use the association's reserve funds to generate income for the association, the establishment of relationships with state legislators, an approved new dynamic Long-Range Plan, and amended By-Laws which will allow KASFAA to be nimble and creative in responding to new opportunities and new ways of serving our membership and the students in the Commonwealth of Kentucky. – Laura Keown, Kentucky President

Looking back on my goals that were established for the 2015-2016 year, I feel great about what we have accomplished. We were able to visit every school in the state, complete a total rework of our Policies and Procedures manual, and make strides to add a Treasurer-Elect position. I've enjoyed getting to know everyone this year and treasure the friendships that I have made. I hope to work again with you all in the future. – Nicole Patrick, Mississippi President

It has been nothing but an honor and a privilege to serve as NCASFAA President this year. The 2015-16 NCASFAA board did an exemplary job and completed every task and project with enthusiasm. It is for certain that they made my job easier and I cannot thank them enough on behalf of myself and for the members of NCASFAA for everything they accomplished and worked on this year. I look forward to seeing several of them continue to serve in future years! – Joey Trogon, North Carolina President

The year culminated with our Annual Conference and 50th Anniversary Celebration at Kingston Plantation, Myrtle Beach on April 3-6, 2016. SASFAA President Amy Berrier and MASFAA President Nicole Patrick were our special guests. We were honored to have 25 of our 49 presidents in attendance. We brought back many fun activities from the past such as the SCASFAA Olympics (nothing creates a bond like being blindfolded and tied to a colleague) and the Miss SCASFAA Pageant. Conference Chair Katie Harrison and her committee did a

remarkable job putting together a conference with meaningful sessions, engaging activities, and historical remembrances. The conference touched the hearts of retired lifetime members and past-presidents, energized current members, and inspired those new to the profession. – Elizabeth Milam, South Carolina President

President Smelser participated in a conference call to discuss applicants for the Clyde Walker Professional Development Scholarship. The two recipients selected each receive registration fees for the SASFAA New Aid Officer's Summer Workshop. – Richard Smelser, Tennessee President

I have thoroughly enjoyed serving on the SASFAA executive board this past year, and wish all of my wonderful colleague's great success in their personal and professional lives! – Michael Farris, Virginia President

Conference Committee

Chair: Janet Nowicki (Guilford Technical Community College, North Carolina – 2 year public)

Janet Nowicki served as chair of the committee after Brenda Burke resigned to take a position out of the region in Utah. The 53rd SASFAA 2016 Annual Conference was held at the Sheraton Greensboro Hotel in Greensboro, NC February 7-10, 2016. Janet, along with her committee and local arrangements, did a fantastic job to ensure the conference was a success. We were excited about being in the great state of North Carolina and appreciated the hospitality that was shown to all visiting the state. Thank you to the North Carolina Association for their support, hospitality, and assistance with the charity. Thank you to Steve McCafferty, Brenda McCafferty's husband, for assisting at the conference as well and taking pictures at every event. Last but not least, thank you to Janet's husband, Walter Nowicki, for all of his time and dedication in assisting Janet and myself during the year and at the conference.

Committee Members:

- Alabama – Stephanie Miller
- Florida – Brenda Brown
- Georgia – Felicia Ailster
- Kentucky – Jennifer Priest
- Mississippi – Alex Washington (resigned from the committee in January due to leaving financial aid)
- North Carolina – Jamie Pendergrass
- South Carolina – Allison Sullivan
- Tennessee – Aaron White
- Virginia – Tarik Boyd
- 2017 Chair – Carolyn Sparks (South Carolina)
- Local Arrangements Chair – Cathy Shell (North Carolina)

The following are some highlights of the 2016 Conference:

- State President-Elects' Workshop led by President-Elect Marian Dill
- Pre-Conference Workshop for Mid-Level Aid Officers
- NASFAA University Pre-Conference Workshop – Professional Judgment
- NASFAA University Pre-Conference Workshop – Cost of Attendance
- Welcome Speaker – Dr. Alma Adams, Congresswoman, 12th District, North Carolina
- North Carolina welcome from Cathy Shell, NCASFAA Past President
- 493 attendees
- 30+ sponsors/vendors
- President's Reception - Super Bowl party following opening session
- 8 Birds of a Feather software user group sessions
- 5 Lunch and Learn sessions offered by our sponsors – new this year and seemed to be very well attended
- Many concurrent sessions and general sessions by Department of Education representatives
- NASFAA trainers attendance
- Jeff Baker, Director of the Policy Liaison and Implementation Staff, Department of Education
- Carney McCullough, Director of the Policy Development Group, Department of Education
- Dr. Beth Akers, General Speaker, Brookings Institute
- Sue Lewell, National Student Clearinghouse
- Washington Update – NASFAA President/CEO Justin Draeger
- Alex Smith – Associate Director of Academic and Membership Affairs, NCAA
- Karen Wolf – Assistant Director of Academic and Membership Affairs, NCAA
- SASFAA Charity – Zachary and Elizabeth Fisher House in Mississippi and two Fisher Houses in North Carolina
- Keynote Speaker – Major General Gerald Ketchum
- NASFAA Update was presented by Dan Mann, current NASFAA Chair
- NASFAA Regional Leadership Award to Ron Day
- SASFAA Distinguished Service Award – Nancy Garmroth
- SASFAA Honorary Membership – Mary Givhan and Ellen Green
- Brenda McCafferty, Sponsorship Chair, recognized the conference vendors
- SASFAA favorite...bingo!!
- Passing of the ceremonial gavel to Marian Dill, President-Elect, and she provided an update on her plans for the 2016-17 year
- Jeff Baker and Carney McCullough presented the Federal Update
- Provided time for our resource partners to hold sessions for current clients and future clients talking about products they offer schools
- 15 Past Presidents were in attendance.
- Conference came in under budget and evaluations were great. Suggestions and feedback from the evaluations have been passed along to the 2016-17 Conference Chair
- Session tracks in Best Practices, Compliance, Financial Aid 101, Global Issues and Diversity, Graduate and Professional, Leadership, and Professional Development
- State meetings

Janet's Comments: *Thank you so much for all the support I received during the change in Conference Chair. It was quite the challenge, but with everyone's help, SASFAA succeeded in presenting an outstanding conference and way under budget! Thank you Madam President for the opportunity!*

Overall, the committee did an amazing job providing a conference with session content that matched the theme, the speakers were motivational and educational, attendance and vendor/sponsorship participation was strong, donations to the charity were impressive, and there were many positive comments about the conference.

I would like to thank Brenda Burke, now at the University of Utah, Janet Nowicki, the Conference Committee, Local Arrangements Committee, Vendor/Sponsors, the speakers, and the moderators for making this such a great event. I am positive that everyone who attended the conference had a great experience! - President Berrier

Global Issues Committee

Stacy Walker (University of Mississippi Medical Center, 4 year public/grad/professional)

Global Issues Committee Members:

- Stacy Walker – Chair (Mississippi)
- Mendi Morrow – Georgia
- Michelle Standridge – Kentucky
- Betty Edwards – Alabama
- Yolanda McLean – North Carolina
- Jan Price – South Carolina
- Shunice Bennett – Mississippi
- Joan Zanders – Virginia

Veterans Task Force Members:

- Rachel Cavanaugh – Chair (North Carolina)
- Brenda Mercer – North Carolina
- Jill Rayner – Georgia
- Sherika Charity – Virginia

Minority Serving Institutions Task Force:

- Jacqueline Morris – Chair (Alabama)
- LaTanja Banks – Alabama
- Shannon Cross – Georgia
- Sharon Williams – Alabama
- Rosa McQuary - Georgia

Stacy did an excellent job in chairing this committee and working with the two task forces, and I appreciate her dedication and support to SASFAA.

I created the Minority Serving Institutions Task Force and the Veterans Task Force. These task forces contributed to our association without the chairs attending the board meetings as a cost savings measure. The Veterans Task Force presented a webinar on Green Zone training in November. The Global Issues Committee also arranged and presented three sessions for the Annual Conference back in February based on various topics of diversity (Diversity Training Session, Green Zone Training, and LGBTQ Safe Zone Training session). The committee also published three articles to the SASFAA blog/SASFAA Nine News.

The Global Issues Committee also posted a Thank You Notice to our Veterans on Veteran's Day, personally thanking each of them for their service.

The Global Issues Committee also posted an article to the SASFAA Nine News for the month of October.

Heather Boutell and Tarik Boyd were SASFAA representatives on the NASFAA PPY Implementation Task Force. They presented, with the SASFAA Minority Serving Institutions Task Force, an informative webinar of financial aid administrator perspectives on the upcoming 2017-2018 Prior-Prior-Year Implementation. There was an overwhelming level of support and desire to attend this webinar. This webinar was recorded for member viewing.

Stacy was a first time committee chair for SASFAA. Good luck in your upcoming role as MASFAA President-Elect. Thank you for all of your hard work and support this year! – President Berrier

Electronic Services Committee

Kenneth Cole (University of South Carolina – Lancaster, two year public)

Ken Cole served as chair for the Electronic Services Committee. The goal of this committee per the Policies and Procedures Manual is to explore ways to enhance the internal and external communications of the Association using a variety of media, but with particular attention to the SASFAA website.

Electronic Services Committee Members:

- Kenneth Cole – Chair (South Carolina)
- Paul Burke – Florida
- Reed Allison – South Carolina
- Greg Windham – Mississippi
- Dexter Smith – Virginia

- Angela Black – Kentucky
- Paul Coscia – North Carolina

Summary of Accomplishments:

The SASFAA electronic Services Committee has significantly expanded the use of web services this year. Our first action was to make the Home page more interactive. We added more links, especially to upcoming events and recent webinars, new buttons (such as the Surveys link) and made sponsors more prominent on the page. We also changed up the “cover photo” as the year progressed.

Our second action was to expand the resources to the Executive Board and members by purchasing GoToWebinar, through a contract under TechSoup. This allowed committees to meet quickly and efficiently, and even a large board meeting to be held on-line. The tool was used to hold two webinars, which began our SASFAA Webinar Series, which we hope will continue in the years to come.

We also updated the “Resources” pages for our members, providing links to important sites, veterans’ links, and technology resources. All other regular duties continued as normal with very few problems. Membership opened on time and with no major glitches. Sponsorship opened a little late, but ran smoothly after that. The Annual Conference registration and website were operating on-time and ran well. The Elections were conducted smoothly. Other events like the Management Institute, New Aid Officer’s Workshop, have thus far been setup and working correctly, and the Leadership Symposium setup will begin soon.

During this year the Website contract was renewed and extended for 2 years, and with that website security changed. Administration of the website is closely monitored. The new board members have had their access set up and in July the prior board members will have theirs adjusted. We have setup the Volunteer Form for the next year and other 2016-2017 setup has begun.

Ken’s Comments: *It has been a great pleasure to be a member of the SASFAA board for this year. It has been an honor to serve as the Electronic Services Committee Chair. I hope I have served you well for the many new endeavors and expanding electronic services we provided. I am working with Celena Tulloss, incoming Electronic Services Chair, to transition and will continue to serve on the committee. I will miss you all and I hope I can make it to the next SASFAA conference. God bless you all! ~Ken*

Ken has worked tirelessly at all hours of the night to continue the great work of former chair, Angela Black, to enhance SASFAA’s website. Thank you Ken for your friendship and dedication. Thank you Angie for your assistance with completing Electronic Services tasks! - President Berrier

Budget and Finance Committee

Terri Parchment (TSAC, Tennessee, Agency)

Terri Parchment (Tennessee, Agency) served as Budget and Finance chair and her committee's charge was to ensure that the association remained financially sound. The financial stability of the Association is provided through careful and regular planning and evaluation.

Budget and Finance Committee Members:

- Terri Parchment – Chair (Tennessee)
- Sonja McMullen – Tennessee
- Jennifer Priest - Kentucky

The Chair, along with the President and the Board of Directors, established an operational budget for 2015-2016 and managed the association's reserve funds. These reserve funds have been established to protect SASFAA in the event that the association is unable to meet its contractual obligations. These funds, with approval of the board, are also set aside for training events and other events to benefit the association.

Activities accomplished by the Budget and Finance Committee included:

- Completed an annual review of the financial records, which detailed the positive work of our Treasurer.
- Maintained the SASFAA Contract spreadsheet to review ongoing liability and to monitor hotel deposit amounts and due dates.
- Prepared an annual SASFAA budget for adoption by the SASFAA Board.
- Worked with the Treasurer and President to adjust budget line items as necessary.
- Updated Policy & Procedures Manual as necessary
- Updated Guide to Financial Management
- Created definition of self-supporting as requested by the Governance and Planning Committee
- Created budget planning section for Guide to Financial Management (GFM) to be finalized by the 2016-2017 Board
- Duties of the Treasurer-Elect position have been updated in the P and P and GFM

Terri has done an exceptional job as chair of the Budget and Finance Committee. I appreciate her dedication and commitment. She has been an incredible support to me as President and I appreciate her continued dedication to TASFAA and SASFAA! –President Berrier

Legislative Relations Committee

Ron Gambill (Edsouth, Tennessee, Secondary Market)

Ron did an outstanding job of chairing the Legislative Relations Committee. His long-time dedication to students, financial aid administrators, to our state associations, and to SASFAA is much appreciated.

Legislative Relations Committee Members:

- Ron Gambill – Chair (Tennessee)
- Della Bays – Virginia
- Joey Derrick – South Carolina
- Kelly D'Eath – Alabama
- Marea Herrington – Mississippi
- Erin Klarer – Kentucky
- Christen Neher – Georgia
- Chad Williams – North Carolina
- Frank Valines – Florida
- Chad Sartini - Virginia

The Legislative Relations Committee monitored and shared legislative actions that were pertinent to the financial aid community. The greatest accomplishments for the legislative relation committee were disseminating legislative actions, preparing a briefing document/talking points for congressional visits that included concerns for all sectors, and disseminating legislative actions.

Committee Goals for 2015-2016:

- Provide weekly updates for Congress when in session and other DC related activities impacting higher education
- Review relevant NPRMs and Congressional legislation as appropriate for comment
- Conduct a DC Hill Visit with appropriate proposals for Reauthorization in the spring of 2016
- Provide legislative updates to the SASFAA Board and Membership
- Develop a committee listserv and establish conference calls for communication

The SASFAA Legislative Relations Committee organized a Hill Day event held on April 20, 2016 with 19 SASFAA members participating. Every state in the SASFAA region was represented with one to three members. SASFAA provided funding for one representative from each state, and states were invited to fund an additional representative if they chose to do so. Fifty percent of the attendees had not participated in a Congressional Hill visit previously, which provided a great opportunity for mentoring.

The SASFAA Hill Visit Team utilized a talking point paper that had been vetted through the committee since last fall and a document from NASFAA relative to Reauthorization that served as an informational piece for other topics that could have materialized during discussions.

Group meetings were conducted with Senator Alexander's staff on the HELP Committee, Senator Murray's staff on the HELP Committee, and Representative Kline's staff on the House Education and the Workforce Committee. These committees are responsible for submitting the legislative language for Reauthorization of the Higher Education Act. The discussions were very productive as there was an opportunity to respond to questions from the staff and to present general points of the ways to improve the HEA in the future.

The evening prior to going on the Hill, a former Hill staff member with 17 years' experience provided an excellent overview relative to conducting Hill visits and the current DC political environment. His presentation provided good preparatory information.

In addition to the group meetings, SASFAA members conducted 23 meetings either with members or staff during the Hill Day visits. These meetings were focused on members of the Education Committees of Congress, members from the SASFAA member's district, or members of other key committees that will impact Reauthorization.

The SASFAA attendees were encouraged to send follow-up emails expressing appreciation for the members' or staffs' time during the visits.

Ron's Comments: *On behalf of the Legislative Relations Committee, we appreciate the support provided by SASFAA for this event.*

Ron has been a dedicated board member in our states and region for many years. I appreciate his willingness to serve SASFAA again in such a critical year with many higher education proposals on the table along with pending reauthorization. As many of you are aware, advocacy is my number one passion and I think SASFAA's voice is the strongest in the nation. Even with the short amount of time that has passed since our hill visits, three items have already been passed or are being considered! Thank you for supporting our advocacy efforts. SASFAA should continue to allocate funds in the budget to support Hill Visits in order to keep our congressional delegation aware of financial aid regulations, pending legislation, and how these items could possibly impact our students, our institutions, and us as financial aid administrators. Thank you Ron for all you have done to ensure that SASFAA's voice will continue to be heard!!
– President Berrier

SASFAA Members on the Hill in April 2016



Membership Committee

Angela Black (University of Louisville, Kentucky – 4 year public)

Angela Black was chair of this committee, and I appreciate her service in this role for 2015-2016. She worked with her committee to encourage financial aid professionals to join SASFAA.

Membership Committee Members:

- Angela Black – Chair (Kentucky)
- Carmen Afghani – deceased (Florida)
- Sherika Charity – Virginia
- Shannon Cross – Georgia
- Em McNair – Georgia
- Kristie Hughes – Kentucky
- Debra Johnson – Virginia
- Angela Lewis – Georgia
- Timothy Mention – South Carolina
- Brenda Mercer – North Carolina
- Irma Molinares – Florida
- Brenda Pittman – Mississippi
- Samantha Sullivan – Tennessee

➤ Clark Aldridge - Alabama

Membership Management: At the start of the 2015-2016 membership year, the membership application link was made visible and accessible from SASFAA's home page. The membership services page was updated to emphasize the benefits of membership and to provide more detailed information about current membership options. System settings (automated emails) were utilized for membership renewal reminders. Prior to the launch of the membership application, the 2014-2015 New Aid Officer participants were activated for 2015-2016 membership. New membership categories, Associate and Retired, were implemented effective with the 2015-2016 membership application/year; the application and website were updated accordingly and a work flow was developed for management. In January and February, the membership committee chair completed thorough and frequent membership record reviews in preparation for elections and coordinated with the Electronic Services Chair during the election period to confirm activity and verify new information needed for the distribution of voter keys for newly qualified members. As one of a few final tasks of the membership committee, a membership certificate process was implemented in April. A membership certificate template was created and made available for electronic distribution on a by request basis; information about the certificate has been advertised on the home page and membership page of the SASFAA website. On a monthly basis (and more frequently during the election cycle), the membership committee categorized and filed membership data to effectively manage the new membership categories and to provide the opportunity for better membership data and trend analysis across membership years in the future.

The following committee goals were met:

- Launch the 2015-2016 membership application.
- Update 2015-2016 membership status for 2015 NAOW participants.
- Implement a method for management of new membership categories.
- Generate/setup communications to encourage the submission of membership new and renewal applications.
- Monitor and update SASFAA's membership database/records.
- Explore options and committee workflow for electronic issuance of a membership certificate to members.

Membership Promotion and Communications: A communication plan was implemented in conjunction with the 2015-2016 membership launch to encourage new and renewal applications. System settings and automated emails were utilized for renewal reminders. An email outlining the benefits of SASFAA membership was sent to state presidents for distribution on state lists in an effort to reach out to potential new members. Membership application information was placed in a more prominent location on the home page of the website. The membership services page was updated in consultation with the president emphasizing the benefits of membership and the updated membership categories. With specific consideration given to the best timing in conjunction with activities of the association, another group of communications outlining the benefits of SASFAA membership were pushed to state lists via membership committee resources in November. Through the work of several SASFAA committees, membership was promoted through website and social media outlets and also in conjunction with all SASFAA activities throughout the year.

The following committee goal was met:

- Generate/setup communications to encourage the submission of membership new and renewal applications.

Mentorship Program: The membership committee took several steps to implement a more effective mentorship program, including confirmation of mentorship program interest/participation, verification of data, collection of additional information to meet specific needs of mentees, thorough and careful consideration during the mentor assignment process, strategic timing to ensure membership record collection for 2015-2016 was as complete as possible and could be aligned with the conference, and planning of a conference event. After record verification activities were completed, the membership committee sought out additional information from the mentors and mentees regarding areas of interest, leadership, special programs, and expertise; that information was used in conjunction with membership profile data to match mentors with mentees. The committee finalized the process of assigning mentors to mentees for the 2015-2016 membership year in January in alignment with peak membership period and conference. A mentorship program meet and greet was held at the annual conference. Special consideration was given to conference attendance in the mentor/mentee assignment process to ensure the most successful outcome possible associated with the recommendation to incorporate a mentorship activity at the conference. A few mentorship updates were made as needed to accommodate mentee needs throughout the spring.

The following committee goal was met:

- Enhance the mentorship program, including the incorporation of activities during the annual conference.

Conference Membership Activities: The membership committee completed a review of supply lists and submitted a recommendation for supplies needed associated with conference registration. The membership chair prepared name badges for the conference and coordinated with the Treasurer to support conference registration activities. The membership committee assigned mentors prior to the annual conference and a mentorship program meet and greet was held at the annual conference. The membership committee targeted new members for an activity to encourage engagement in all aspects of the conference and a drawing was offered to encourage participation.

The following committee goal was met:

- Enhance the mentorship program, including the incorporation of activities during the annual conference.

Survey: While some surveys were conducted by other committees throughout the year, the membership committee has not conducted a comprehensive survey of SASFAA membership during the 2015-2016 membership year. The membership chair will discuss the appropriate course of action with SASFAA leadership.

P&P, Bylaws, and Reporting:

The Membership Committee has met all report requirements throughout the year. The committee also shared a monthly membership summary with the board each month and filed as a tool for

use in trend analysis in future years. The committee recommended a change to information pertaining to Membership in the Bylaws at the November 19, 2015 board meeting to address member qualification for committee service and outdated language associated with communications. The change to the Membership section of the Bylaws was approved by membership during the election in February. The Membership Committee confirmed the accuracy of the Bylaws and associated P&P change with the Secretary.

The following committee goals were met:

- Complete reporting for board meetings, the GAP assessment, and the President's annual report.
- Review the P&P periodically and submit recommendations for updates to the board as needed.

Membership Involvement: Membership involvement occurred for all activities of the association. SASFAA's electronic registration process for membership and events allows for the evaluation of member involvement in association activities. Upon review of the overall participation/registration in SASFAA activities, a substantial increase in membership involvement has been noted for 2015-2016. The membership committee attributes the increase in overall involvement through participant registrations to SASFAA leadership and committees who worked to effectively advertise and offer additional training options to members in various forms.

The following committee goal was met (indirectly, via the work of others on the SASFAA board):

- Increase engagement with membership.

Membership Status: As of 6-6-16, there were 1341 members. Of those, 1260 were classified as active, 36 were classified as associate, 5 were classified as retired, and 40 were classified as honorary. Additionally, there were 75 preliminary/initiated members with applications pending payment. Just prior to the close of the membership year, a final membership review will be completed and the membership committee will coordinate with the Treasurer to purge pending membership records. Continued growth in overall membership has been noted with several additional memberships expected to be finalized as the SASFAA New Aid Officer event draws near (total membership reported at the end of 2014-2015 was 1300).

Thank you Angie for ensuring that your committee accomplished all of your committee goals for this year. You have done a great job in keeping the board up to date on membership issues and making sure the transition from the new membership categories approved in 2014-2015 were successfully implemented this year. I am proud of the work you have accomplished with the mentorship program. Thank you for also assisting the Electronic Services Chair in keeping up with the duties of that position. Good luck next year as the KASFAA President! – President Berrier

Communications & Outreach

Jody Darby (Chattahoochee Technical College, Acworth, GA 2 Year Public Technical)

Jody has done an excellent job in posting information to the membership. I appreciate his hard work and dedication. Below you will see the committee goals and the year-in-review:

Committee Goals for 2015-2016:

- SASFAA *Nine News* - Monthly Article (This month in History)
- Reduce duplication
- Help promote partner services
- Increase Facebook interactions
- Utilize states' communication means to accomplish SASFAA's goals
- Provide timely and relevant information
- Be engaging to membership
- Support states' efforts
- Consider bringing back an electronic newsletter

Year in Review:

SASFAA Nine News:

- Since the blog's inception in May 2010, the primary source of traffic is directly from SASFAA.org. Second to that, visitors come from Google.com.
- The audience for *Nine News* comes from more than solely the United States. The 'top countries' in terms of 'page views' are U.S., France, Russia, and Germany; however, over 90% of the page views originate from the U.S.
- Seventy percent of the page's viewers use Internet Explorer, and 87% of the viewer's use a Windows operating system.
- Due to the fact that people, in general, like articles with photos, etc., *Nine News* is a good outlet to be creative. It allows more flexibility with colors, fonts, etc. than does the listserv.
- Lesson learned: Although I reminded people of the schedule of article submissions from Policies and Procedures, I need to remind them more often so that the board members adhere to the schedule.

Facebook page:

- The page has a total of 1167 'likes' as of June 23, 2016. At the beginning of the year, July 1, 2015, we had 981. This equates to 160 people who, over the course of the year, have gone to SASFAA's Facebook page, 'liked' it, and are following the material posted—30% more than in the past.
- In many cases, in order to help the *Nine News* popularity, I would post to *Nine News* first, and then link over to it from the Facebook page. This way, people are getting information from multiple sources yet not duplicative.

- Some duplication is needed and unavoidable.

Listserv:

- During 2015-2016, 183 messages were sent via the listserv
- The listserv continues to prove to be a quick, easy way of getting information to the membership. The drawback is that it's text-only, so the messages can't be creatively constructed, etc.

Jody's comments: *Reviewing the year, it's been very busy—personally and professionally. The work completed during this year is evident through Facebook and Blogger along with postings to the listserv as needed. Job postings continue to be plentiful.*

I couldn't have made it through the year without Amy Berrier's excellent and needed support—a shoulder to lean on, posting things as needed/wanted, etc. I truly appreciate your partnership.

Thank you for allowing me to serve in this position for 2015-2016. I do believe we have met the initial goals of the committee except for the electronic newsletter. Maybe that can be accomplished moving forward.

Thank you for a job well done! You have a talent that is much appreciated! I look forward to serving with you next year as you begin your term as Treasurer-Elect - President Berrier

Site Selection Committee

Tracy Misner (Cape Coral Institute of Technology, Cape Coral, Florida, Proprietary)

Tracy has continued to serve SASFAA in negotiation contracts for site selections. She continues to research and find viable and more affordable options when selecting site locations for board meetings, training opportunities, as well as conference locations. Tracy has done this with commitment and dedication.

Site Selection Committee Members:

- Tracy Misner – Chair (Florida)
- Tarik Boyd – Virginia
- Celena Tulloss - Tennessee

The purpose of the Site Selection Committee is to identify sites that will provide a suitable physical environment for conferences, committee meetings, Executive Board meetings and professional development workshops.

The 2015-16 year was very busy for Site Selection. Sites were arranged for board meetings, committee meetings, training activities, a new home for next year's transition and the 2018 conference location was secured. We can look forward to the Leadership workshop in October at the Lake Buena Vista Embassy Suites Resort in Orlando. The 2017 SASFAA conference will be

held at the beautiful Beau Rivage Resort in Mississippi. The August 2016 board meeting will be held there as well. The 2016-2017 Executive Board will transition with the 2017-2018 Executive Board at the B Ocean Resort in Fort Lauderdale.

Site Selection is transitioning to Tarik Boyd for 2016-2017. He has been very active on the Site Selection committee and is ready to take on his new role. Janet, Celena, Maureen and Tarik have been knowledgeable, supportive members of the Site Selection team and have been instrumental in securing solid contracts for SASFAA. A special thanks to Terry, Jenelle, Brad, Marion and Amy for additional contract oversight.

Tracy's Comments: *I strongly recommend maintaining a committee to assist in reviewing contracts. I have enjoyed my fourth year on the SASFAA board in this role. Thank you Amy Berrier for a wonderful year.*

Tracy has been such an asset to have on the SASFAA Board. Thank you for agreeing to serve in 2015-2016 for your fourth year. You have saved the association a lot of time and resources. Thank you for your service! - President Berrier

Sponsorship

Brenda McCafferty (ECMC, Sponsor/Agency)

Sponsorship Committee Members:

- Brenda McCafferty – Chair (Virginia)
- Sandra Neel – Kentucky
- Elizabeth Daniels – Virginia
- Jennifer Williams – South Carolina
- Russ Romandini – Georgia
- Cindy May - Mississippi

Brenda chaired the Sponsorship Committee and also served as the Resource Partners Liaison for 2015 -2016. The committee goals were as follows:

- Raise a minimum of \$106,000 in sponsorship
- Form a committee made up of vendor/sponsor chairs in the 9 SASFAA states (seven of the 9 states have agreed to serve on the committee)
- Survey all resource partners at the end of the annual conference to provide feedback for improvements and increase sponsorship to the board. The survey was delivered at the conference to each exhibitor the last morning that the exhibit area was open. We received an 88% response and those results have been forwarded to the incoming Sponsorship Chair and President for review.

SASFAA was excited to have 33 sponsors this year. Their support allowed us to do many exciting things for our membership! Below is the list of our Sponsors:

Sponsors:

- Edfinancial Services
- Inceptia
- NASFAA
- PNC
- Academic Works
- Appalachian State University
- ASA/SALT
- Campus Logic, Inc.
- Citizen One Bank
- CMD Outsourcing
- College Ave
- Discover
- ECMC
- ELM Resources
- FATV
- Financial Aid Services
- Goal Structured Solutions
- Great Lakes Educational Loan Services
- Greenwood and Hall
- KHEAA
- MOHELA
- Nelnet Business Solutions
- NerdWallet
- Postlethwaite & Netterville
- Regent Education
- Sallie Mae
- Sun Trust
- Thrivent Financial
- Touch Net
- U-fi Student Loans
- USA Funds
- VSAC – Vermont Student Assistance Corporation
- Edsouth
- College Foundation, Inc.
- Survey Monkey

This committee was charged by the Executive Board to accomplish several tasks this year. First and foremost was the goal of generating \$106,000 of income from our current and new sponsors. Even though we fell slightly short of this goal, Brenda and her committee have secured sponsors already interested for 2016-2017. This will definitely benefit SASFAA in the future! The support of our sponsors financially and their time serving on committees is critical to the success of our association. Thank you!

Brenda's Personal Thoughts and Recommendations:

This year the committee has tried many new things to increase sponsorship. It should be noted that we competed against a SACUBO forum and a financial education conference, since our conference was two weeks earlier than normal. I recommend we stay with the mid-February date so we do not have similar conflicts going forward. Also, several long time sponsors had to reduce the level of sponsorship so we will need to be creative in finding more and new ways to give them more bang for the bucks. The exhibitors love SASFAA and really feel strongly we have a strong conference but their ultimate role is to justify return on investment which links back to increasing the number of prospective sponsors.

Brenda's Sponsorship Update:

The goal set by the board during the transitional board meeting for budget purposes is \$106,000. I have worked with the state presidents to work with each state's vendor/sponsorship chair in their states. I have seven state representatives that agreed to be a part of my committee. I'm excited about the possibilities as we move forward. State representation will allow SASFAA to continue to look for additional sponsors that may have previously only vended at state conference.

Resource Partners Update:

Several lenders are moving from a college focus to a high school connection focus. This needs to be watched moving forward since it could play a role in future sponsorship.

Just as schools struggle with budget cuts many of our long time sponsors have also voiced similar concerns. Representatives are expected to do more with less and have to document how much booth activity they have. Unfortunately this does not mean how many pens or items are given away but instead of real people stopping by the booth and having real conversations. I encourage all board members and SASFAA members to make time during the conference to spend a few minutes with our sponsors. A thank you is wonderful but a real conversation will assure return sponsorship for the future. Last note, I can't encourage the 2017 conference chair enough to please include some sponsors in the program.

Brenda and her committee should be commended for all her hard work on sponsorship this year. The vendor/sponsors respect Brenda highly and it is because of that respect that we had a significant number of exhibitors at our conferences.

I appreciate your dedication and service to SASFAA. Thank you also to your husband Steve for working so hard at the conference taking photographs and doing any other tasks that we needed. Thank you very much! - President Berrier

Long Range Planning

Sandy Neel (University of Louisville, Louisville, KY - 4 year private) served as chair for the second year to complete work on the Long-Range Plan.

LRP Committee Members:

- Sandra Neel – Chair (Kentucky)
- Brenda McCafferty – Virginia
- Michael Morgan – Tennessee
- Runan Pendergrast – Kentucky
- Keith Reeves – South Carolina
- Bill Spiers – Florida

Committee Goals for 2015-16:

- Write a strong but easy to follow long range plan to get us to where we want to be in the next 5 years
- Hold Conference calls when necessary with Committee
- Hold in person meeting this fall to write the new Long Range Plan
- Present a rough draft of the new Long Range Plan at November Board Meeting
- Present the final draft of the Long Range Plan to the Board for Approval at annual Conference Board Meeting

Summary of Activities:

Since writing the Long Range Plan was a two-year commitment, the committee members remained the same as last year. In continuing with the work from last year, the committee held conference calls and email discussions throughout the fall and up until the new LRP was submitted to the Board at the Board meeting on February 6, 2016. An in-person meeting was held in Miami, Florida October 15-27, 2015. The committee began on the afternoon of October 25, all day October 26, and a half day on October 27 in which the rough draft of the Long Range Plan was written. After the in-person meeting, the P and P Manual and By-Laws were carefully reviewed to ensure there were no conflicts between the new Long Range Plan objectives and these documents.

At the Annual Board meeting in February the new Long Range Plan was presented to the Board. The Board voted on and adopted the new LRP on February 6, 2016. The narrative is updated and is on the website.

The 2016-2021 Long Range Plan is included below.

2016-2021 SASFAA LONG-RANGE PLAN

I. ORGANIZATIONAL STRUCTURE

BY-LAWS

GOAL: Ensure the association is legally sound.

OBJECTIVE:

- Review the By-Laws annually. Make changes sparingly and judiciously.

GOAL: all actions adhere to the guiding principles of the by-laws.

OBJECTIVE:

- President ensures the board members are educated on the by-laws annually.

POLICIES AND PROCEDURES

GOAL: Policy and Procedures shall be reflective of current practices and shall be compliant with the By-law.

OBJECTIVES:

- The elected board and committee chairs shall continuously review P&P.
- Board and Committees chairs shall document their review of the P&P.
- When updated, a new P&P shall be created as to keep historical information intact.

MISSION and VISION STATEMENT:

GOAL: Develop a new Mission Statement.

OBJECTIVE:

- Create a succinct statement that captures the purpose and intent of the association and provides a sense of intended direction.

GOAL: Develop a new Vision Statement.

OBJECTIVE:

- Create a vision statement that energizes, inspires, and is reflective of the revised Mission Statement.

BOARD OF DIRECTORS

GOAL: The SASFAA Board of Directors (elected and appointed) should be reflective of the diversity of the organization, be knowledgeable financial aid practitioners, Involved, engaged and committed to the success of the organization.

OBJECTIVES:

- Ensure the Board of Directors understand the responsibilities and time commitment of their positions.
- President-Elect shall send job responsibilities to each potential committee chair prior to committee chair selection.
- Past-President shall send job responsibilities to each nominee prior to final nomination selections.
- Use transition meeting to develop committee goals and objectives and publish the goals on the website.
- Explore new ways to measure Board Effectiveness and determine the best process to be used going forward. (possibly replace current GAP practices while keeping in mind an evaluation must be done to retain our Non-profit status)

COMMITTEES

GOAL: Committees should represent the mosaic abilities of the membership.

OBJECTIVES:

- All efforts should be made to fully vet members who are considered for committees.
- The volunteer form should be redesigned to include detailed qualifications, state affiliation and interests of the volunteers.
- Committee chairs shall provide a summary of the committee's composition to be included in the president's annual report.

MEMBERSHIP

GOAL: Increase membership.

OBJECTIVES:

- Encourage each state president to establish increased membership goals for SASFAA.
- Promote continuous membership through the New Aid Officer's Workshop.

- Establish a membership drive.

GOAL: Expand mentoring opportunities.

OBJECTIVES:

- Develop a mentorship guide.
- Provide mentor training and resources.

GOAL: Expand the benefits of membership.

OBJECTIVES:

- Provide for the needs of all sectors.
- Provide services and resources that meet the needs of all sectors.

II. COMMUNICATION/COLLABORATION

COMMUNICATION

GOAL: Disseminate information to the membership and appropriate constituencies.

OBJECTIVES:

- Information should be timely and relevant.
- Efforts should be made to avoid duplication of information.

GOAL: Develop a plan and policy for the use of social media.

OBJECTIVES:

- Develop content that promotes the objectives of the association.
- Use social media platforms that are relevant and appropriate.

III. PROFESSIONAL DEVELOPMENT

PROFESSIONAL DEVELOPMENT

GOAL: Foster collaborative training opportunities among member states, sister regional organizations and NASFAA.

OBJECTIVES:

- Continue to use evaluation feedback, membership surveys and national trends to develop training topics and programs.
- Periodically offer venues to upper level aid administrators to train, discuss and engage with peers and other high level administrators.
- Provide annual training opportunities to aid officers with less than 3 to 5 years of experience that increases knowledge and passion for the profession.

LEADERSHIP DEVELOPMENT

GOAL: Provide leadership development opportunities.

OBJECTIVES:

- Identify and encourage potential leaders who are prepared to take leadership roles and cultivate the use of their abilities.
- Develop an evaluation tool to identify those with leadership abilities and provide opportunities for association involvement.
- Create various avenues for leadership development.

IV. FINANCES

GOAL: Be fiscally prudent.

OBJECTIVES:

- To ensure adequate organization reserves are available, a zero base budget should be developed and maintained.
- Review and update the Guide to Financial Management annually to ensure sound financial practices.

GOAL: Develop a 5-year financial plan

OBJECTIVES:

- Provide for the establishment, maintenance, investment and monitoring of an Associational reserve fund which is sufficient to cover at least one year's operating expenses and outstanding contractual obligations.
- Explore investment opportunities to grow the reserves.

GOAL: Develop a Vendor/Sponsor Guide

OBJECTIVES:

- Define levels of sponsorship that will meet our needs as an organization.
- Define who may or may not vend/sponsor.
- Outline process for seeking new sponsorship resources.

V. POLICY ADVOCACY

GOAL: Educate membership on legislative advocacy.

OBJECTIVES:

- Update and republish the SASFAA Legislative Guide.
- Provide on-going legislative advocacy training to the membership.

GOAL: Provide opportunities for legislative advocacy.

- Ensure the Legislative Relations Committee keeps the membership apprised of impending legislation and regulation.
- Where appropriate and where consensus exists, provide the membership with appropriate analysis of legislation and regulations.

GOAL: SASFAA should be an influencer in the legislative and regulatory process.

- Where appropriate and where consensus exists, write letters or emails to the appropriate agency.
- Inform the membership of any action taken by the Board and encourage membership participation in the advocacy process.

Sandy's comments: *It has been a pleasure serving as the Long Range Plan Chair for the last two years. I want to thank Nathan and Amy for having the trust in my abilities to get this task completed. The drive of the Committee was outstanding and one of the best committees I have ever had the pleasure in which to work. Being involved in SASFAA has always been important to me and has been very rewarding to me personally and professionally.*

Thank you Sandy for your time and dedication. You are a great friend and mentor. I appreciate all of your assistance this year! - President Berrier

Management Institute

Brad Barnett (James Madison University – 4 year public)

Thank you to Brad for agreeing to chair the Management Institute Committee this year. The committee started their work in the spring of 2015 and continued into the new year. The event was held October 7-9, 2015 in Orlando, FL. The Management Institute had not been held for several years and members were excited to see the return of this training event. The Board hopes to start offering this level of training for upper management more frequently.

Management Institute Committee Members:

- Brad Barnett – Chair (Virginia)
- Michael Morgan – Tennessee
- Zita Barree – Virginia
- Brent Tener – Tennessee
- Heather Boutell – Kentucky

SASF AA went into planning this event hoping for 50 participants. The registration spots went very fast and the committee decided to open up registration again for up to 75 slots. Seventy-five registered but 3 did not show up to the event due to extenuating circumstances. The committee did a great job of keeping expenses to a minimum.

SASF AA was pleased to welcome several speakers to the Management Institute. Below are some of the agenda highlights:

- David Bartnicki (Department of Education) – Compliance Challenges
- Compliance Challenges Group Discussion and Brainstorming
- Enrollment Management – the Appropriate Role of the Financial Aid Office
 - Michael Bennett – St. Petersburg College
 - Billie Jo Hamilton – University of South Florida
 - Joseph Miller – LaGrange College
 - David Page – Dillard University
- Enrollment Management Discussion and Brainstorming
- Student Retention and Student Success Initiatives in the Financial Aid Office – Discussion and Brainstorming
- Justin Draeger (NASFAA) – Advocate Leadership: True Leadership Cannot Exist Without Embracing an “Advocacy” Mindset
- Advocate Leadership Follow Up Discussion and Brainstorming
- Brent Tener (Vanderbilt University) – The Difference Between Leading and Managing and Other Human Resource Issues
- The Difference Between Leading and Managing – What’s Appropriate? Discussion & Brainstorming

- Dr. Bryan Terry (UNC Greensboro) – Using Data to Make Decisions and Tell Your Story
- Using Data to Make Decisions and Tell Your Story – Discussion & Brainstorming
- David Bartnicki (Department of Education) – Federal Update with Q and A Open Discussion

Brad and the entire Management Institute Committee did a wonderful job planning and executing a packed and informative agenda for the MI participants. SASFAA appreciates the guest speakers that joined us for the event. All of you helped to make this event a success! – President Berrier

Closing comments:

Greensboro, North Carolina has played an important role in Civil Rights history. On February 1st, 1960, four young African-American male college students took a stand against intolerance and inequality at a local Woolworth's lunch counter. They made an impact by forever changing the course of history. To honor the spirit of the Greensboro four, SASFAA's theme this year was simply to "Make an Impact".

I believe each one of our board members, volunteers, and SASFAA members did just that this year – made an impact. Just like with anything else in life, there have been good moments and bad moments. Through it all, we have grown together, learned together, but most importantly, we have made SASFAA better. We have thought outside of the box many times when planning for the year.

To Deborah "Tolly" Tollefson, Bruce Cabiness, and Dr. Bryan Terry – thank you all for allowing me this opportunity to not only serve SASFAA, but to represent UNC Greensboro in many different forums all across the nation. I've had the opportunity to use my voice to advocate for students, families, institutions, and financial aid administrators. I've had the opportunity to share knowledge and training received with our office numerous times. Although I have been out of the office frequently, thank you for acknowledging my time and effort to keep up with my UNCG duties in addition to my SASFAA responsibilities. Thank you all very much for what each of you done to support me!

To the Staff at UNC Greensboro – thank you for being incredibly supportive and helpful during this year!

To Kay Stroud – thank you for being there when I needed you as an incoming freshman in 1990 after the loss of my father. Because of your unwavering support and your ability to make a continuous impact in my life, I have made financial aid not only my career, but my passion.

To Brett Lief – thank you for your friendship, your knowledge, and your listening ear. You have been and continue to be a critical resource for me in my roles in associations and in my financial aid career. We are in it together for the long haul! Thank you!

To Janet and Walter Nowicki – thank you both for being there for me time after time after time. Janet, you have been a mentor to me ever since I entered the profession and I thank you for your wisdom and friendship. You are the epitome of a true professional who has and continues to donate numerous hours to our associations and to the development of new leaders. You have continued to step up to the plate numerous times when SASFAA has needed you! I love you both!

As we move into the upcoming year under Marian Dill’s leadership, let us always remember...

“I can do things you cannot, you can do things I cannot; together we can do great things.” -
Mother Teresa

I look forward to serving SASFAA for years to come. Together we CAN continue to do great things while making an impact!

Thank you for your support,

A handwritten signature in cursive script that reads "Amy Berrier".

Amy L. Berrier
SASFAA President
June 30, 2016