

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

NUMBER 3

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20th Annual
Conference
The
Hotel Hershey,
Hershey,
Pennsylvania
October 2-5,
1988

FROM THE PRESIDENT:

Dear PASFAA Member:

The work of the association steadily moves along as does the work in our individual offices. The PASFAA Conference Committee is hard at work planning an exciting and stimulating October Conference in Hershey. The Council will review members' ideas for expanding Financial Aid Awareness Month activities. The Membership and Elections Committee will soon begin its work to prepare a slate of candidates for the October election. The Government Relations Committee is busy keeping us aware of important regulatory issues. And here's another newsletter edition!

Meanwhile, back in our offices . . .

"When it rains, it pours."

"The 'hurrier' I go, the 'behinder' I get."

"Truth is stranger than fiction."

There are about a dozen cliches which come to mind to describe our current professional state. As we all know, IT has begun.

Though extremely late in starting, the process of financial aid for 1988-89 is now in full swing. Those terms that were only vague and confusing—dislocated worker, displaced homemaker, simple needs analysis—are now part of our daily vocabulary—and are still somewhat confusing.

Perhaps the best thing about the newness of the process is that everyone is in the same boat. Let's all hope we can row faster than the late incoming tide of needs analysis documents flooding our offices!

In the few moments available to ponder anything beyond AGI, assets and number in college, several disturbing matters come to mind. And with them comes the increasing awareness that our comments are sorely needed to improve things.

- One reason for the delay is that the Department's rounding rule was not followed by the Department for the 5,000 sample cases, and the processors couldn't get their answers of need analysis to match EDs incorrect answers.
- The results of the changed needs analysis are now becoming evident. The family on little disability income with virtually no assets but where the student's base year income is high enough is kicked out of Pell eligibility by the federal formula. The parent who had earned \$90,000 and now earns \$60,000 considers himself a dislocated worker.
- Parents who have listed themselves as "dislocated workers" and who are asked by some aid officers to confirm that status through the state are calling financial aid offices in distress. It appears that the unemployment office and other agencies are unaware and unprepared to provide the documentation requested to verify the state-defined status of "dislocated worker." Another example of different branches of different governments not knowing what the other hand is doing!
- Do we really need Federal Student Assistance Reports on Treasury green paper with the Great Seal to further confuse students? Certainly we agree that students should know that certain funds come from the federal government. Most of us already include that information in our award materials. Can you picture a mob of students at the local bank or at our college cashiers attempting to "cash" the forms for the aid listed?
- Are there really many students who are illegal aliens on our college campuses, working 8 hours per week for minimum wage? Will the I-9 procedures catch them all? Or is this system only delaying eligible citizens and students from beginning their work as they have to prove who they are and that they are able to work in this country?
- Do we really think many of the "green cards" we check for eligible aid applicants are forgeries? Is it truly necessary to begin checking them through a national network telephone system to be sure they are valid cards?

(See FROM THE PRESIDENT, Page 3)

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1987-88 PASFAA EXECUTIVE COUNCIL

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Editor Xerpts

- The Newsletter publishes financial aid position openings free-of-charge and accepts signed letters to the editor.
- Lenders speak up! We need more articles for the Lender Language section of the Newsletter. Please contribute whatever you feel is newsworthy.
- We are expanding the dates to remember section on the back cover of the Newsletter. Please send events and dates to the Editor well in advance of the event.
- Position changes/personal notes: We will publish position changes and personal notes as space permits in each Newsletter.

PUBLICATION SCHEDULE

The PASFAA Newsletter is scheduled to go to final print during the last week of November, January, March, May and August. All contributions to the Newsletter must be submitted at the very beginning of each of these months. Please direct inquiries and all copy to:

Vali G. Heist
PASFAA Newsletter
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(215) 777-5411

Subscription to the PASFAA Newsletter is included in the Membership fee. Contact Bill Irwin, Lock Haven University, for information on PASFAA Membership.

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Maintenance	
Mailing	Stephanie McFadden, Alvernia College Joyce Frantz, Reading Hospital School of Nursing Alvernia College, College Work-Study Students

Pasfaa Potpourri

MOVING OR CHANGING POSITION?

PASFAA membership belongs to the individual and not your institution. Please be sure to provide PASFAA with changes of address or changes in title. Membership directories are printed for PASFAA by Bob Prince and Financial Collection Agencies. You should review your entry and submit any necessary changes to Georgia Prell, Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301 where the membership list is maintained.

1987-88 PASFAA COMMITTEES

Committee	Chairperson
Government Relations	Mary Andrews Miller
Membership and Elections	William Irwin
Professional Standards and Training	Milosh Mamula
Public and Professional Information	Vali G. Heist
1988 Conference	Michael Schreier
1989 Conference	Chris Zuzack
1989 Hotline	Helen Nunn

EXECUTIVE COUNCIL NOTES

1987-88 Council last met at PHEAA in Harrisburg on February 8, 1988. Highlights from the meeting are as follows:

1987 Audit. Vince Fernia again performed the audit of PASFAA's books and found everything in perfect order. Special thanks went to Vince for generously volunteering his time to perform this task for PASFAA.

1988 Hotline Report. George Walter, hotline coordinator for 1988, and Helen Nunn, coordinator for 1989, presented the hotline report to council with recommendations for 1989. Hotline 1989 will be held from January 23-27, 1989. Highlights of the 1988 hotline will appear in the next newsletter.

Default Prevention Packet. PHEAA will soon be releasing to the membership a default prevention packet with materials to distribute to GSL borrowers at exit interviews and materials to assist aid officers in their efforts to reduce defaults.

PEN Network. PASFAA has purchased the PEN Network (NASFAA electronic mail system) for the Government Relations Committee. The purpose of this purchase was to assist the committee in keeping up-to-date on the latest happenings in financial aid and in turn keep the membership better informed. Contact Mary Miller at IUP if you have any questions concerning PEN.

Council will next meet on April 18 at PHEAA. Please direct any questions to council members before April 18 so council may discuss any concerns at that time.

MEMBERSHIP AND ELECTIONS UPDATE

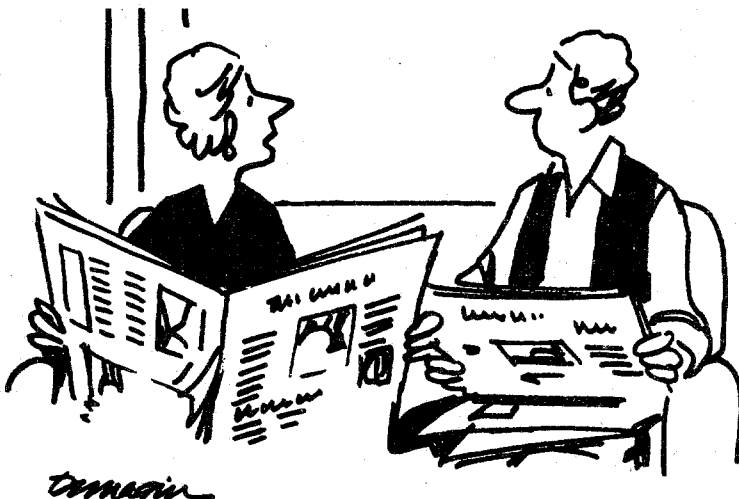
*submitted by Bill Irwin,
Lock Haven University*

PASFAA membership continues to grow at the time of writing, the informal count stands at 486. It is never too late to join, and you are encouraged to suggest to friends and colleagues who are not members that they become part of the Association. There is strength in numbers when the PASFAA Council and its committees speak for the financial aid community in Pennsylvania.

In other activity of the membership and elections committee, the committee is currently reviewing two issues regarding membership. The first concerns the definition of active and associate members. The committee is attempting to clarify this distinction so that persons join the Association in the proper category.

The second issue involves the growing number of members who work in graduate and professional schools of various types. We are looking at the question of how PASFAA can best serve the needs of these members and how their membership fits within the sector structure which we have. Further discussion of this is necessary and a survey of members may be part of the process for determining a recommendation on the matter.

The committee will continue to pursue these issues over the next few weeks. A report and possible recommendations for action will be presented to the council at its meeting on April 18.



"THERE'S PROBABLY A SIMPLE REASON FOR SO MANY DEFAULTS ON STUDENT LOANS. MAYBE THEY CAN'T READ THE NOTICES."

FROM THE PRESIDENT

(Continued from Page 1)

When small clusters of financial aid professionals gather, the conversation often revolves around these and other banes in our existence: These things that prevent or delay us in doing our jobs. Those small clusters often do find time to talk about what they enjoy in the work—and usually it boils down to helping students realize their educational goals. It seems a shame that somewhere that idea is getting lost: Lost in our own minds as we get bogged down in minutia; lost by Congress which dreams up some of these changes without realizing the impact; lost by the Department which has to try to implement some onerous laws with even more cumbersome regulations.

As aid professionals concerned about our real jobs and our real goals, it is imperative that we take time to speak our minds. Please be sure to respond to NPRMs and Government Relations Bulletins that come your way.

We can only change things if we speak up. And only if we speak up where and when it counts.

Keep the faith.

Sincerely,

Sheila

Sheila Angst
President

**PAATP
NEWS**

*submitted by Debbie Guild,
PAATP*

PAATP PREPARES FOR GSL WORKSHOPS

Preparations are currently underway for the annual May GSL Workshop Series. This year a series of twelve workshops will be held throughout the state for student loan officers and financial aid administrators concentrating on the effective administration of guaranteed student loan programs. The GSL Workshops are an opportunity for all persons working with student loan programs to keep abreast of current and pending developments in the most widely used form of student financial aid, student loan programs.

Don't miss out! Plan now to attend one of these workshop sessions and receive a comprehensive update on the procedures required to process student loans for the 1988-89 academic year. A complete brochure detailing the workshops along with registration materials will be forwarded to you within the month.

PLAN AHEAD FOR THE PAATP SUMMER INSTITUTES

PAATP has recently distributed material announcing the Seventh Annual Summer Institute for New Financial Aid Administrators and the Third Annual Summer Institute for New Student Loan Administrators to post-secondary schools and lending institutions throughout the state. Both Institutes, which will be held on the campus of Dickinson College, Carlisle, Pennsylvania during the week of June 19-24, 1988, are designed to provide detailed student financial aid training to participants with two years or less experience.

Mark your calendar and plan now to be a part of this annual training experience! Brochures providing a complete description of each Institute's full schedule of activities, identification of faculty and registration will be mailed to you in April. Institute classroom space and housing are limited; enrollment will be conducted on a first-come, first-served basis and restricted to first-time attendees.

**CRITICAL ISSUES IN FINANCIAL AID
REVIEW**

*submitted by Mary Frances Woodall,
Elizabethtown College*

On Wednesday, February 24, 1988, Pennsylvania Aid Administrators Training Program held a Professional Development Session at the Valley Forge Hilton, King of Prussia.

The featured speaker was Dr. Chuck Kormanski, a counselor in the Career Development and Placement Office at the Altoona Campus of the Pennsylvania State University.

Dr. Kormanski had presented a session at the PASFAA conference at Seven Springs Resort in October. At the conference, he spoke about styles of supervision for office management. Apparently the membership was pleased with his presentation as he was hailed for an encore presentation as part of the PAATP line-up for 1987-1988.

At the PAATP session, Dr. Kormanski spoke about group dynamics and leadership styles. He presented information and provided handouts on the Tuckman Model of Group Development. Dr. Kormanski noted that the Tuckman Model is sequential (in that the stages occur in a specifically stated order), developmental (in that the issues and concerns in each stage must be resolved in order for the group to move to the next stage), and thematic (in that each stage is characterized by two dominant themes, one reflecting the task dimension and one

reflecting the relationship dimension). The stages of group development are: 1. Forming (movement to awareness); 2. Storming (movement to conflict); 3. Norming (movement to cooperation); 4. Performing (movement to productivity); and 5. Adjourning (movement to termination).

In speaking on leadership styles, Dr. Kormanski made it clear that, after many years of research, there seems to be no one best all-purpose style of leadership. Also, successful leaders appear to be those who adapt their behavior to meet the demands of their own unique situation. Each participant had the opportunity to take a Leadership Effectiveness and Adaptability Description (LEAD) inventory (Paul Hersey and Kenneth H. Blanchard). This is a tri-dimensional leader effectiveness model consisting of four styles: Style 1—Telling; Style 2—Selling (Coaching); Style 3—Participating; and Style 4—Delegating. In each of the four styles there is a combination of task and relationship behavior. For example, Style 1—Telling, uses high task and low relationship levels of behavior. Dr. Kormanski's presentation and his handouts made it very easy to see how we use the different styles. The inventory permitted us to see if we use appropriate styles in different situations.

The afternoon session gave those in attendance an opportunity to look at budget construction and case studies using congressional methodology (i.e., professional judgment). It was a light-hearted session in which opinions on how to handle different cases varied. In making decisions for 1988-1989, we must remember to do our best, try our hardest, and keep the student in the center.



HERSHEY, HERSHEY, HERE WE COME!!!!

*submitted by Michael Schreier,
1988 Conference Chairman*

The '88 Conference Committee met on February 28 and 29 at The Hotel Hershey, site of the '88 Conference to be held October 2-5, 1988. Agenda development has begun and in addition to concurrent sessions, a general session on congressional methodology is being planned. Other topics of interest will also be addressed. In planning your budget for the coming year, be sure to include the PASFAA '88 Conference. The conference fee has not yet been set but the hotel charges are:

Single—\$130.00/day

Double—\$89.00/day/person

These rates are based on a full American plan and include all taxes and gratuities. If you have any questions or suggestions about the conference, contact Mike Schreier, Conference Chairman, at (215) 861-5510 or TM51.



HOTLINE 1989

*submitted by Helen Nunn,
Susquehanna University*

As noted in the Executive Council Notes in this newsletter, the 1989 PASFAA Hotline is scheduled for January 23-27. This Association project has been successful in previous years as a direct result of the willingness of many aid professionals to volunteer their time in support of this effort. Once again, the work of the membership will determine the success of this undertaking.

Helen Nunn, Director of Financial Aid at Susquehanna University, will chair the hotline project in 1989. At this time, volunteers are needed to aid in coordinating and organizing this effort. If you have an interest in getting involved in PASFAA and would like to help with this project, as either the assistant chair (to become chair of the 1990 Hotline) or as a committee member, please contact Helen Nunn, Financial Aid Office, Susquehanna University, Selinsgrove, PA 17870, (717) 372-4450, TMR6.

POSITION OPENINGS

Associate/Assistant Director of Financial Aid—Cabrini College seeking an experienced aid professional. Familiarity with all state and federal programs and automated office systems, good communication skills and some supervisory experience is required as well as a Bachelor's Degree and two years experience. The position is available July 1, 1988. Send resume and references to: Arlene Dittbrenner, Cabrini College, King of Prussia Rd., Radnor, PA 19087.

Pittsburgh Technical Institute is seeking **Financial Aid Officer**. Nationally renowned, fully-accredited, associate degree granting technical school requires a mature individual to perform all duties associated with post-secondary student financial aide. The position is located in downtown Pittsburgh and is full-time. All levels of experience are encouraged to apply from non-familiarity with financial aid policies and procedures to complete literacy. Emphasis given to business background (training and/or experience) and to ability to perform varied duties with minimum direction. Please send resumes to: Mr. Leslie Valitutti, 635 Smithfield St., Pittsburgh, PA 15222.

University of Pennsylvania; Assistant Director, Student Financial Aid; evaluate students' financial need, assign aid from specific sources, counsel about one-fourth of aided upper-class undergraduate students (a caseload of 800-900). Assist in freshman aid process as required. Qualifications: B.A./B.S. Three to five years experience in financial aid preferred; experience in related field considered. Excellent counseling, mathematical, organizational and supervisory skills. Range: \$20,700-\$26,550. Contact Mrs. Joann White at (215) 898-5730.

Waynesburg College has an immediate opening for the position of **Associate Director of Financial Aid**. Responsible for administration of all student financial aid programs. Aid experience recommended; Bachelors Degree, Masters preferred; computer background helpful; good communication skills a must; salary negotiable. Contact TMS7 or 412-627-8191, Ext. 227.

What's up in Washington

FROM THE GOVERNMENT RELATIONS COMMITTEE

*submitted by Mary Andrews Miller,
Indiana University of Pennsylvania*

Summary of the PHEAA Grant Survey of House Bill 961.

A survey was distributed by the Government Relations Committee on the State House Bill 961 which addresses PHEAA Grant funding to part-time students. This survey was sent to 237 Directors of Financial Aid who are also active members of PASFAA. We received 159 responses which represents a 67% return.

Responses were requested for the following main components of House Bill 961:

1. The sum of \$13 million is to be utilized for eligible students enrolled less than full-time but at least half-time in an undergraduate program of study approved under the Act of January 25, 1966. (Program eligibility requirements currently in existence extended to part-time students).

2. The sum of \$7 million is to be utilized for eligible students enrolled at least half-time in an undergraduate non-degree program of study that is the equivalent of 900 but less than 1800 clock hours of instruction at an institution using clock hours or the equivalent of at least 30 but less than 60 semester credits at institutions using credits.

3. If in any year, the appropriation to fund State grants to full-time students does not equal or exceed the level of funds appropriated for State grants for full-time students for the previous fiscal year and there are funds appropriated specifically for State Grants for part-time students, PHEAA's Board of Directors shall determine if sufficient funds are available from part-time grants funding to permit awards to be made to full-time students; and the Board shall have the power to utilize such funds to make and administer grants to students enrolled on either a full-time or part-time basis.

4. In general, are you in favor of a Part-time State Grant program?

SUMMARY OF RESPONSES:

Type of Institution:	Response #1			Response #2			Response #3			Response #4		
	yes	no	unsure	yes	no	unsure	yes	no	unsure	yes	no	unsure
Four Year Private	39	13	2	16	28	7	36	8	8	37	13	4
Four Year Public	13	2	—	7	7	1	13	2	—	13	2	—
Community College	12	—	—	8	3	1	10	—	1	11	—	—
Two Year Jr. College	8	—	—	4	3	1	6	1	1	7	—	1
Trade & Technical	18	1	3	21	—	1	13	3	5	21	1	—
Cosmetology	1	—	1	1	—	1	—	2	—	1	1	—
Nursing	25	2	—	21	3	2	25	1	—	25	2	—
Business	5	—	1	5	—	1	5	—	1	5	—	1
All Others	8	5	1	4	6	4	9	1	4	8	5	1
All Responses	129	23	8	87	50	19	117	18	20	128	24	7

Summary of Survey:

The recurring concern expressed in the survey is the fear of a reduction in appropriations to the full-time program. Many felt the part-time state grant program is needed but not at the expense of jeopardizing funding to the full-time program. Some felt that the 5th year student and fully funding the full-time student is more of a priority. Others felt that most institutions are experiencing an increase in the non-traditional student who cannot commit time to a full class schedule due to family and work responsibilities and that the part-time state grant program would be beneficial. Others were concerned about the additional administrative burden and monitoring the part-time enrollment.

PASFAA LEGISLATIVE NETWORK IN FULL SWING

*submitted by Bill Burke,
University of Scranton*

The PASFAA Legislative Network has some new members this academic year. I extend my gratitude to retired members Christine Zuzack, Ethel Desmairais, Enrico Serine, Henry Chance, Bernadette McGonigle, Kimberly Kilyk and Richard Soudan for a job well done. I welcome their replacements Alisa DeStefano, Eva Hess, Georgia Prell, Rachael Lohman, Michael Price, Rosemary Stelma, Douglas Mahler and Gary Seelye. Of course, I appreciate those returning members who have agreed to continue to serve their district schools and PASFAA.

If contacted by your districts' liaison, please oblige their requests for information or action. It is only through cooperation from each school that the network is effective. A copy of letters you send to your federal or state legislator should be sent to your liaison member. If you have a concern that you feel the PASFAA Network should address, please contact me or your district liaison.

PASFAA LEGISLATIVE NETWORK

COORDINATOR: William R. Burke
University of Scranton

Representative	Dist.	Cong. Liaison	Institution
Thomas M. Foglietta (D)	1	Nicholas Flocco	Drexel University
William H. Gray, III (D)	2	John Pergolin	St. Joseph's Univ.
Robert A. Borski (D)	3	Richard McCracken	Com. Col. of Phila.
Joseph P. Kolter (D)	4	Alisa DeStefano	Indiana University of Pennsylvania
Richard A. Schulze (R)	5	Eva Hess	Ursinus College
Gus Yatron (D)	6	Edward Aponte	Albright College
Curt Weldon (D)	7	David Hoy	Haverford College
Peter H. Kostmayer (D)	8	Arlene McEvilla-Dittbrenner	Cabrini College
Bud Shuster (R)	9	Thomas Moriarty	Shippensburg Univ. of Pa.
Joseph M. McDade (R)	10	Georgia Prell	E. Stroudsburg Univ.
Paul E. Kanjorski (D)	11	Rachael Lohman	Wilkes College
John P. Murtha (D)	12	Michael Price	St. Francis College
Lawrence Coughlin (R)	13	Rosemary Stelma	Harcum Jr. College
William J. Coyne (D)	14	Kathy Smith	Boyd School
Donald L. Ritter (R)	15	Lucille Bavaria	Lehigh University
Robert S. Walker (R)	16	Gene Wise	Millersville Univ.
George W. Gekas (R)	17	Helen Nunn	Susquehanna Univ.
Doug Walgren (D)	18	Douglas Mahler	Robert Morris College
William F. Goodling (R)	19	Donald Raley	Dickinson College
Joseph M. Gaydos (D)	20	Milosh Mamula	Allegheny College
Thomas J. Ridge (R)	21	James Treiber	Gannon University
Austin J. Murphy (D)	22	Gary Seelye	California Univ. of Pa.
William F. Clinger Jr. (R)	23	Dr. William Irwin	Lock Haven Univ. of Pa.

DISLOCATED WORKER DEFINITION RESEARCHED

*submitted by Sheila Angst,
Albright College*

As financial aid applications are arriving, many of us are seeing parents and students define themselves as "dislocated workers" according to the new Congressional Methodology and definition. The application's instructions give a fairly clear definition of the "dislocated worker" status. However, several questions are arising as aid officers review the data.

How long does a person remain a dislocated worker? How can this status be documented? Some families report 1987 income, 1988 expected income and yet checked "dislocated worker," so are they truly dislocated?

Recent discussions with Donna Richey of PHEAA and Ed Rollings of the Office of Employment in Harrisburg have provided some insight.

1. PHEAA communicated earlier this year with the Office of Employment to alert them to this new financial aid definition. Mr. Rollings provided information to all Offices of Employment and Job Training Partnership Act (JTPA) Offices in the Commonwealth along with copies of the PHEAA Grant Application.
2. The dislocated worker definition is a federal one and is noted in the instructions for the FAF and PA state grant application. Most questions were expected to arise as students and parents completed the application and wondered if they fit the definition. While that may have occurred to some extent, more questions may arise as aid officers try to confirm a person's status as a dislocated worker.
3. The state Office of Employment level has flexibility for further definition and clarification. Each state may set its own criteria. The criteria establish the length of time a person may seek JTPA training as a "dislocated worker."
4. In PA a person remains a dislocated worker for four years IF no other employment is found OR if only "non-suitable" employment is found. The worker can obtain JTPA training through this time period.
5. "Non-suitable" employment is defined in PA as a job that pays less than 80% of the base wage or salary than the job from which the worker was dislocated. This is not calendar year wage but the base hourly wage rate or salary amount and does not include overtime.
6. Verification of the dislocated worker status is not required by federal student aid regulations. However, some schools may wish to confirm this item before disallowing home equity and using estimated year information for aid eligibility. The local Office of Employment or JTPA could provide documentation. However, the worker would have to provide documentation of lay off or unemployment compensation before that office could provide paperwork that would label him or her a "dislocated worker." Not every person who meets the definition has sought benefits or training through these offices prior to calling themselves dislocated for financial aid this year. Therefore, those offices may not already have a file indicating the person's status.
7. A call to NASFAA brought this differing time-frame concern to their attention. They look forward to hearing from other states and researching the matter as their staff time permits. Since schools enroll students from states other than PA, it would be important to understand the differences of state definitions for length of dislocated status to be fair to families. Or an aid officer may wish to use professional judgement to establish the criteria for longevity among all students at the school.
8. The Department of Education indicated some time ago that it would issue a listing of the various state offices responsible for determining "dislocated worker" status. To date, that list has not been forthcoming.
9. The aid community may want to recommend to the Department and Congress that such statuses as "dislocated worker" and "displaced homemaker" be handled under institutional professional judgement instead of as a separate application question considering the existing State differences.

Sector Sidelines

IT'S ALL IN THE FOLLOW-THROUGH

*submitted by Ralph Hosterman, Jr.,
State-Related Representative*

*This article was reprinted from the **Administrator**, the Management Newsletter for Higher Education, 10/12/87.*

Follow-through. Athletes must work on it, and so should administrators. Indeed, the essence of good management is follow-through: letting people know what you expect, examining what's being done, and giving positive feedback when things are done well.

Why is it important? Because your control over a project begins to slip once you become a supervisor; you can't spot trouble as easily. You need to know what's going on so you can take action in time. Here are the steps to effective follow-through:

- **Assignments must be carefully defined.** Spell out responsibilities. Set and agree upon timetables, goals, and objectives.
- **Resolve questions of authority and accountability.** Make sure that people understand the extent of their decision-making powers and to whom they're accountable.
- **Recognize subordinates' personal needs.** Know who requires and wants constant checks, and who resents any control. The best follow-through techniques are tailored to individuals.
- **Establish controls.** Develop a system of checks and balances so you know what's happening. Tools range from tickler files to staff meetings.
- **Use a sound rating system.** When evaluating results, rate those who did the work, good or bad. Get your judgment on the table.

Good follow-through is a balancing act: Too much and you could wind up with dependent subordinates. Too little and you could be run over.

Source: *Executive Strategies*, July 15, 1987

PRIVATE FOUR-YEAR

*submitted by John A. Pergolin,
Private Four-Year Representative*

The response to my questionnaire concerning the proposed sector meeting was excellent and a sign of sincere interest in this undertaking. The majority of the members selected April for the time of the meeting. I am pleased to announce that it will be held on Friday, April 15, 1988 at Dickinson College, Carlisle, PA. It will begin at 10:00 AM and will end at 4:30 PM. A registration form, an agenda and details concerning this day will be mailed to members.

I extend my thanks to Don Raley for arranging to have Dickinson College as the site for this occasion. The comments and suggestions that were submitted in the questionnaire were beneficial and interesting and will help to make this a productive day.

Something to think about: The paragraph below is taken from the report of the NAICU Task Force on Student Financing Options.

"Independent higher education's interest in developing student financing initiatives stems from a number of trends in public policies which have tended to produce adverse consequences for students attending or hoping to attend independent colleges and universities. Types of aid available have shifted dramatically, with loans now accounting for about half of all aid available (up from 16 percent in 1975-76) and grants now accounting for 47 percent (down from 80 percent in 1975-76). Sources of aid also have changed substantially. In 1979-80, Pell Grants (or BEOG's) to students attending independent colleges amounted to \$622 million and aid offered by independent colleges themselves equaled \$904 million. In 1985-86, Pell Grants amounted to \$785 million (an increase of 26 percent) and institutional aid offered by independent colleges and universities was approximately \$3 billion (an increase of 232 percent)."

SYSTEM WILL OPERATE HARRISBURG SITE

*submitted by Kenneth E. Grugel,
Clarion University of Pennsylvania*

The State System Board of Governors on December 15 signed an agreement with the University Center Board Corp. to assume operation of Harrisburg's University Center. The System has formed a higher education consortium, including affiliated members Elizabethtown College and Lebanon Valley College, to offer undergraduate courses at the site.

Operating as the University Center at Harrisburg of the State System of Higher Education, the consortium will offer courses in various degree disciplines from the 14 state-owned universities beginning in the fall of 1988. In the spring of 1988, Elizabethtown and Lebanon Valley will continue course offerings currently available at the center.



THE GUARANTEED STUDENT LOAN PROGRAM AT PUBLIC POSTSECONDARY INSTITUTIONS: A DIMINISHING RESOURCE

*submitted by Christine A. Zuzack,
Indiana University of Pennsylvania*

The following is an excerpt reprinted, by permission of the author, from an article that appeared in the EASFAA Journal. Please refer to the EASFAA Journal, Winter 1987, for the complete article.

The limited availability of GSL funds will particularly affect students at low—and moderate—cost public institutions where the GSL program has often been the major financial assistance program available for middle income families. The somewhat limited institutional resources at public colleges and universities has also forced these same schools to come to depend upon the GSL program as the only significant funding source available to particular segments of their aid applicant group.

In order to obtain a more accurate comparison of changing GSL borrowing levels, a study was undertaken using Indiana University of Pennsylvania student borrowers from the 1986–87 academic year.

Each student's eligibility for a Guaranteed Student Loan was calculated according to the provisions of the three most recent GSL need analysis regulations: the Middle Income Assistance Act of 1978, the Postsecondary Student Assistance Amendments of 1981, and the Higher Education Amendments of 1986. It was assumed that each student applied for the maximum loan amount available to him/her.

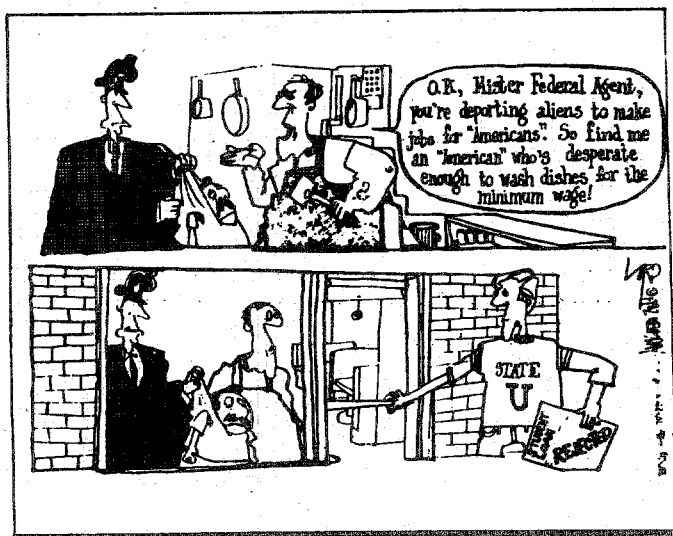
The results of these three different calculations were then extrapolated across the total dependent undergraduate population who had borrowed through the GSL program in 1986–87 (N=5,438) in order to see the total effect on GSL volume at IUP.

RESULTS

The analysis of the study for the sample indicated the following results:

	Average GSL GSL Volume	
Middle Income Assistance Act of 1978	\$2,356	\$12,811,928
Postsecondary Student Assistance Amendments of 1981	\$2,024	\$11,006,512
Higher Education Amendments of 1986	\$1,641	\$ 8,923,758

By comparing the average amount of GSL eligibility per student under the Middle Income Assistance Act of 1978 with that of the Higher Education Amendments of 1986, the effects of the changing need analysis regulations become clear—the average amount of GSL eligibility has dropped 30 percent and the total GSL volume has dropped by \$3,888,170.



STUDENT WORKER SHORTAGE ?

This cartoon from a few years ago may no longer be true.

According to several colleges, there is increased difficulty in finding students willing to work on campuses, particularly in dining hall jobs. Several reasons are cited:

- low pay on campus and the availability of higher paying off-campus jobs;*
- the concept of serving one's peers in a manual labor job;*
- the availability of the up-front money from student loans, particularly with the recent increased loan maximums.*

Despite the tighter needs-analysis for GSLs and the expected increased ineligibility, students attending Pennsylvania schools have the rescuing availability of the unsubsidized PA HELP GSL.

Schools may find it increasingly difficult to spend their federal College Work Study allocations for all these reasons.

Regional and National NEWS

NASFAA MINORITY CONCERNS NEEDS YOUR INPUT

*submitted by Georgia Daniels,
Lafayette College*

Your assistance is requested by Georgia Daniels, EASFAA Representative on the Minority Concerns Committee, to submit names of "Student Successes" to NASFAA. These stories will be used to create a **Success Story Data Bank**. Please see the application blank and additional details on page 6 of the NASFAA Newsletter dated February 23, 1988. Please contact Georgia at 215-250-5057 if you have any questions concerning this project.

R.A.I.D.: MEETING A NEED!

*submitted by Gordon Bateman,
Elizabethtown College*

On Friday, March 4th, 21 Financial Aid professionals from central Pennsylvania met at Shippensburg University from 9:00 a.m. to 12:00 noon to discuss important agenda items. The atmosphere was informal and give-and-take discussions were the order of the day followed by a super luncheon provided by our host Tom Moriory and Shippensburg University.

The following schools were represented: Central Penn Business School, Shippensburg, Susquehanna, Elizabethtown, Lycoming, F & M, Lebanon Valley, Messiah, Juniata, Millersville, Stevens Tech, Consolidated School of Business and Lancaster General Hospital.

Topics that were discussed included: PHEAA remote terminal problems, refund policy, communications to students, bookstore charges, student deferments, tax reform policy, treatment of student earnings, dependency status and professional judgment, new registration compliance statement, new SAR, federal student assistance report, lender problems, congressional methodology, VA, early distribution of GSL apps, and verification.

EASFAA REPORT

*submitted by Bill Irwin,
Lock Haven University*

On January 22, the EASFAA Council met in Boston. Representatives from each state in the region plus Puerto Rico, and the officers of the Association, constitute the Council.

The Council received reports from a number of committee chairs and from NASFAA. There has been regional activity in a number of areas. The newsletter continues to offer reports on a variety of subjects and news from around the region. The training committee planned a series of CM workshops which were held in February. The new publication, The Journal, has been well received and will have a spring issue available about the time of the conference.

The conference will be held in Hartford, CT, May 1-4 at the Hilton. The council approved a conference fee of \$160. The conference should provide a good opportunity to share CM concerns and processing questions. PASFAA members are encouraged to consider attending the EASFAA spring meeting.

In other business items, the council reviewed the budget and made some adjustments. Future conference sites were also considered. The 1989 meeting will be in Portland, ME and the 1990 gathering will be in Philadelphia.

In a final note, the editor of the EASFAA newsletter is resigning due to having taken a new position. Anyone interested in this position should contact any EASFAA council member or Bill Irwin for more information.

LVFAA HOLDS GUIDANCE COUNSELOR WORKSHOP

*submitted by John McKeown,
Kutztown University*

The Lehigh Valley Financial Aid Administrators held the tenth annual Guidance Counselors Workshop on December 9, 1987 at Kutztown, Pennsylvania. Approximately 150 Guidance Counselors, College Admissions Counselors, and Financial Aid Officers participated in the one-day conference.

Presentations for the workshop were made by Financial Aid Officers from the member colleges. The Counselors were provided with an update on the new FAF and PHEAA applications and an introduction to Congressional Methodology. Other presentations covered the various loans with options for repayment, award packaging strategies used by colleges, and information on Byrd, Douglas, and SEA Scholarships. In addition, there was a report on the role of Financial Planners in Financial Aid.

Counselors were given the opportunity to attend special small group sessions to elaborate on the changes in the 1988-89 application and methodology. These sessions were conducted in response to questions and concerns from the counselors. Lunch and wrap-up time permitted opportunities for counselors and Financial Aid people to share informally.

Next year's workshop is planned for December 7, 1988 at Kutztown University.

PROJECT FOR INFORMED CHOICE—UPDATE

Within the following paragraphs are highlights from a report prepared for Lilly Endowment, Inc., a foundation contributor to the Project for Informed Choice, of some of the successes which the Project has realized during the past year.

In 1987, the Project gained impetus in the establishment of partnerships with six model schools across the Commonwealth. The original five schools have organized planning committees, identified their goals and objectives, and begun the processes of implementing programs and activities that intend to encourage more able minded young people to go on to higher education.

The Pennsylvania Higher Education Assistance Agency has made a special commitment to the Project by approving a contribution of \$110,000 in personal computers, programs, and staff time to the model schools. Also, they have agreed to award \$5,000 each to two additional schools, bringing the total to seven that will be partners in the Project.

The statewide campaign to raise the awareness levels, among the general public, as to the opportunities for higher education, has been a most successful venture. One hundred "Pennsylvania Colleges—The Smart Choice" billboards were widely posted throughout the state this fall. Four public service video announcements on college opportunities and financial aid programs were produced and hand delivered to thirty-five television stations in the major market areas in Pennsylvania.

The Project office continues to receive ever growing numbers of inquiries about newsworthy activities of the Project, requests for materials dealing with organizing programs to promote student and parent interest in higher education, and queries seeking information as to how and with whom partnerships can be established between basic and higher education communities.

We are delighted to see that state agencies, basic and higher education associations, and other organizations are responsive to taking up the cause of encouraging more Pennsylvanians to go on to higher education.

Inquiries about the report and any aspects of the project are welcomed. Copies of the Progress Report may be secured by contacting:

Bill Harrell
Project Director
Pennsylvania Association of Colleges
and Universities
800 North Third Street
Harrisburg, PA 17102
Telephone: (717) 232-4446

The following excerpts from the report may be of interest to PASFAA members:

The Pennsylvania Association of College Admissions Counselors (PACAC) has produced four public service announce-

ments for use on television. The theme of the texts centers on the variety of higher education opportunities available in Pennsylvania that can meet the needs of students. Two of the announcements are entitled "Pennsylvania Colleges—The Smart Choice." These tapes have been distributed to 35 television stations throughout the state.

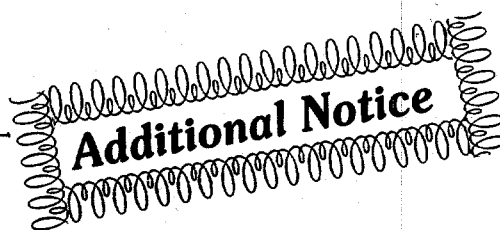
As part of Financial Aid Awareness Month, the Pennsylvania Association of Student Financial Aid Administrators (PASFAA) has sponsored, for three consecutive years, a number of financial aid hot lines, with 800 numbers, which students and parents can call in mid-January to obtain information, and to receive answers to questions, concerning financial aid opportunities. An estimated 2,000 calls were received in one week's period. PHEAA has collaborated with PASFAA in providing facility support and in coordinating announcements and publicity about the Hot Lines to schools and communities.

PHEAA has developed the PHEAA Aid Information System (PAIS), a computer software program, designed to allow students and parents to estimate their eligibility for aid programs. "Choices," a joint publication of PACU and PHEAA, describes the opportunities among more than 150 institutions of collegiate study in Pennsylvania. The computer component of "Choices" is known as "KEYS." PAIS and KEYS are complemented by a national career guidance program, the American College Test—Discover. All three of these computer programs have been placed in more than 200 secondary schools in the Commonwealth. The programs assist students in making wiser, better informed decisions about postsecondary educational and career planning.

West Chester University has proposed to increase the ability of minority students to gain meaningful access to postsecondary education by forming partnerships between the University and local high school personnel, parents, and community youth leaders. The project seeks change among families through activities which (a) increase students' social, emotional, academic, and attitudinal preparedness for college, (b) strengthen and involve parent and community support systems, and (c) involve counselors and teachers in helping students remove barriers to achieving their academic goals.

The Pennsylvania State University, Mont Alto Campus, Adventures in Learning program, annually invites area junior high school age students to spend a day getting instruction from university professors in a campus environment. Saturday sessions include workshops in biology, acting, forestry, chemistry, micro-computers, old-time entertainment, photography, and reading short stories. The program gives students a more positive perspective toward the enjoyment of learning and encourages them to elect more challenging high school courses, with a view toward better preparation for college.

Wilkes College Upward Bound Program has published "The Guide to Selecting a College in Pennsylvania." A personalized workbook contains essential, easily accessible information that removes many obstacles to successful decision making about the college selection process.

**LETTER FROM THE EDITOR...**

Dear PASFAA Members:

Having worked on the PASFAA Newsletter for the past years, I appreciate the many comments from members over its content, quality and improvements. Contributions of articles and assistance by members have helped to make it a success.

To many people, the creation of a newsletter is a mystery. Because that "mystery" exists for some, I would like to try to dispel that feeling and urge you to become involved in its production. Valuable skills include writing and editing ability. As aid officers we are often writing letters and perhaps incorrectly underestimate our own abilities to write newsletter articles. Also important in production is design and layout ability. Again, as aid officers, we often design our own forms and already have a sense of what is visually appealing.

As you know, the editorship for the PASFAA newsletter is a responsibility of the elected office of Secretary. My term will be up with the October conference and election. Those interested in being nominated for the position will have to be identified early in the summer.

For any active PASFAA member who would like to learn more about how the newsletter is put together and the inner workings of it, I invite you to please contact me within the next few weeks. Everyone interested in learning more about the newsletter and helping out will be invited as an "apprentice" to an informal workshop. PASFAA will cover travel expenses for any active member interested in coming to a meeting about the newsletter. A date will be selected convenient to those who are interested in participating in this informal workshop.

Won't you consider attending this workshop? It may be the beginning of a rewarding involvement with PASFAA.

RAID

(Continued from Page 11)

This informal organization has come to be known as R.A.I.D.—Regional Aid Issues Discussion. The next meeting will be held at Messiah College on April 8th. Any financial aid professional from central Pennsylvania who would like to be included in our sharing group, please send your name, address, and terminal I.D. to: Mr. Gordon Bateman, Director of Financial Aid, Elizabethtown College. (TMCF)

At this meeting, we welcomed two new people into financial aid, Karen Wolfgang, Financial Aid Assistant at Central Penn Business School and Ruth Andersen, Assistant Director of Financial Aid at Lebanon Valley College. Also, our PHEAA Regional Representative, Tony Mazza, was present to hear concerns and respond to questions.

POSITION CHANGES

Rose Bobak McGregor has received an Executive MBA from the University of Pittsburgh. Mrs. McGregor has recently been promoted to the position of Associate Director of Admissions and Student Aid at the University of Pittsburgh at Johnstown.

Ronald Dawson has left Waynesburg College and is now the Associate Director of Financial Aid at Philadelphia College of Textiles and Sciences.

The membership extends its congratulations to both of these aid officers!

**Activity
Almanac**

- April 17-18 **PASFAA 1988 Conference Committee Meeting**, The Hotel Hershey, Hershey, PA.
- April 18 **PASFAA Executive Council Meeting**, Harrisburg, PA.
- May 1-4 **EASFAA Annual Conference**, Parkview Hilton Hotel, Hartford, CT.
- July 17-20 **NASFAA Annual Conference**, Denver, CO.
- October 2-5 **PASFAA Annual Conference**, The Hotel Hershey, Hershey, PA.

PASFAA

Pennsylvania
Association
of Student Financial Aid
Administrators

Alvernia College

Financial Aid Office
Reading, PA 19607



**The 1988-89 processing
year has begun for:**