

**PASFAA**

**NEWSLETTER**

**Pennsylvania Association of Student  
Financial Aid Administrators**

VOLUME XXXII / FALL 1999



**31st Annual PASFAA Conference**  
**Penn State Conference Center      October 3-6, 1999**

**31st Annual  
Conference  
Penn State  
Conference Center  
State College, PA  
October 3-6, 1999**

**FEATURES**

- President's Letter
- Candidates for Election
- Summer Institutes a Success
- History of PASFAA - the 80's
- OVR Benefits for Education
- '99 Conference Preview
- PASSCAC Awards PASFAA
- PELA News
- Council Minutes
- Sector and Committee Reports

# 1998-99 PASFAA EXECUTIVE COUNCIL

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# Editor Excerpts

## 1. NEWSLETTER EDITORIAL BOARD FOR 1998-99

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### EDITORIAL BOARD

Alisa DeStefano	Elizabeth McCloud	Sally Whiteman
Dana French	Judith Rile	Sherry Youtz
Patty Hladio	Ragan Watson	

## 2. PUBLICATION SCHEDULE

Articles, position openings, meeting dates or other items can be submitted to the Editor according to the following publication schedule:

Winter 2000 issue:	articles due November 15
Spring 2000 issue:	articles due February 15
Summer 2000 issue:	articles due May 15
Fall 2000 issue:	articles due July 15

## 3. IMPORTANT MESSAGE

The opinions by individuals who contribute to the newsletter do not necessarily represent the position of PASFAA.

# PASFAA Potpourri

## 1. MOVING? CHANGING POSITION OR TITLE?

PASFAA membership belongs to the individual and not the institution. All changes in name, address, or title should be submitted to Vali Heist, Financial Aid Office, Alvernia College, 400 Bernardine St., Reading, PA 19607. The 1998-99 membership list is maintained at Alvernia.

## 2. 1998-99 PASFAA COMMITTEES

Government Relations .....	Ken Grugel
Membership and Elections .....	Vali Heist
Professional Standards and Training .....	Bonnie Lee Behm
Public and Professional Information .....	Cindy Haney
1999 Conference .....	Mary Kosin
Financial Aid Training .....	Leanne Yunetz
Financial Aid Awareness.....	Peter D'Annibale
Technology.....	Greg Gearhart
Finance and Development .....	M. Clarke Paine

## 3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Vali Heist, Alvernia College, for information about 1998-99 PASFAA membership.

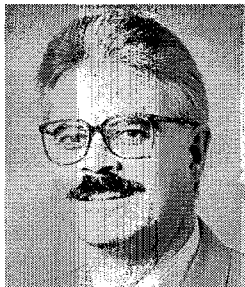
## 4. LETTERS TO THE EDITOR

Readers are invited to express their concerns about PASFAA or any financial aid related issues. Opinions, suggestions, questions, etc. are welcome. Letters must be signed. The Editorial Board reserves the right to condense or edit if necessary.

## 5. PASFAA HOME PAGE

Visit our World Wide Web site at: <http://www.sru.edu/pasfaa/>  
Webmaster, Mary Miller, mmiller3@pheaa.org or PH12038.

# LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues,

"Just around the bend." When I was a boy, my Scout leader uttered this phrase many times during our Susquehanna River canoe trips when we scouts would ask him how far our evening campsite destination was. I thought of his words when I envisioned my remaining days as PASFAA President. Of course, much has to be accomplished before I turn the reins over to our capable President-Elect, Bonnie Behm, most notably preparing the annual reports for our October conference. I'll save the exhilarating details for the formal report.

Now don't get the idea that I'm overeager to conclude my presidential year. It's actually been a good year, and it has been a pleasure working with Council, our committee chairs, and PHEAA staff to further PASFAA's goals. Membership is at an all time high, we have begun a successful mentorship program, we have a brand spanking new brochure explaining the purpose of our organization, and we have been honored by receiving the PASSCAC Partnership Award in recognition of the assistance our members provided to their programs.

Just around the bend for many of us is the start up of a new academic year. This can be an anxious time as we try to complete aid processing, conduct orientation programs, approve loans, and assign work-study positions. Even for veterans that have traveled the route before, the turn into that last bend can be nerve racking. Unfortunately, each year the bend seems to get longer and develops new twists. Some of these obstacles result from new regulations, changed reporting requirements, new programs, or upgrades to computer systems, while others generate from within our own institutions. As I discovered as a youth, in some cases, just around the bend lies another seemingly endless bend that must be traversed.

Just around the bend, lest we forget (Ha! Ha!) is the big Y2K computer threat. I don't know about you, but I can't wait to put this one behind me. It keeps rearing its ugly head on TV news, magazine articles, computer newsletters, and NASFAA daily messages. There was even a special session on Y2K at the NASFAA Conference. Honestly, the first time I heard the expression uttered was by Vince Racculia at a PHEAA meeting about two years ago. At first I thought it was one of his acronyms that he is famous for creating. I wish I had a nickel for every time I heard or read it since then. I guess we will have to worry less about Y3K.

Most notably, just around the bend is our annual conference that will be held at The Penn Stater Conference Center Hotel, October 3-6, 1999. The conference site will provide a unique experience for PASFAA attendees at this state-of-the-art facility on the campus of Penn State University. The Conference Committee is hard at work preparing for this safari adventure. It sounds like we'll have a **wild** time. Let's make this last PASFAA Conference of the century one to remember.

In closing, allow me to offer thanks to all of the Council members, Committee Chairs and their committee members, and PASFAA volunteers that traveled with me to this point... *just around the bend*.

Sincerely,

A handwritten signature in cursive script that reads "Bill Burke".

Bill Burke  
PASFAA President

# PASFAA 1999 Elections

*Submitted by  
Vali G. Heist  
Membership and Elections Chair*

The PASFAA nomination process is now complete. The candidates who have agreed to have their names placed on the ballot are listed in this newsletter. In accordance with PASFAA by-laws, the two persons receiving the highest number of nominations for each office have their names placed in contention.

Ballots will be placed in the conference packets for individuals eligible to vote. Active members may vote for the office of President-Elect, Vice President (one-year term), and representatives from their sector. Associate members may vote for the Institutional Support Services candidates.

At the opening session of the annual business meeting on Sunday, October 3, 1999, the candidates will be introduced to the membership, and nominations will be received from the floor for any of these positions. Voting will occur at the conference with the ballot box being located at the conference registration table. Balloting will end at 12:00 noon on Tuesday, October 5, 1999. The election results will be announced at the closing session of the annual business meeting later that day.

## Absentee Ballots

In keeping with the procedures adopted by PASFAA, absentee balloting will be available to persons unable to attend the conference but who have renewed their PASFAA membership for the upcoming 1999-2000 year. On the 1999 conference registration form, there will be a provision for individuals who cannot attend the conference to renew their membership and to request an absentee ballot.

Absentee ballots must be requested on or before Friday, September 3, 1999. Ballots will be mailed upon receipt of a request. The completed ballot must be returned to the Chairperson of the Membership and Elections Committee at least one week prior to the start of the conference, using the double envelope method. The Chairperson will bring any such ballots to the conference where they will be opened and counted by the Membership and Elections Committee prior to the counting of ballots cast at the conference. Write-in votes are only acceptable for individuals nominated from the floor at the conference. Therefore, members casting absentee ballots can only vote for individuals printed on the ballot.

Once an individual requests an absentee ballot, that person cannot receive a ballot at the conference should they attend. Any questions about the election process should be addressed to Vali G. Heist, Chair of the Membership and Elections Committee.

## Candidates for Office

<b>President Elect</b>	Dana Parker	West Chester University
<b>Vice President</b>	Ken Grugel	Clarion University
<b>Two-Year Public Sector</b>	Donna Wilkoski	Bucks County Community College
<b>SSHE Sector</b>	James Zuzack	Slippery Rock University
<b>Private Sector</b>	Ethel Desmarais	Widener University
<b>State-Related Sector</b>	George Gerhart	Penn State - Shenango Campus
<b>Nursing Sector</b>	Danell Schoemaker	Reading Hospital School of Nursing
<b>Business, Trade &amp; Technical Sector</b>	Richard Dombrowski	Tri-State Business Institute
<b>Institutional Support</b>	Robert Heyl	PHEAA
<b>Services Sector</b>	John Southwood	Educaid, A First Union Company

# PASFAA ELECTION NOMINEES

## PRESIDENT-ELECT



**Dana Parker**  
Director of Financial Aid  
West Chester University  
1986 - Present

### PREVIOUS EMPLOYMENT

Shenandoah University:

- 1984-1986 Vice President for Fiscal Affairs
- 1976-1984 Financial Aid Director & Registrar
- 1975-1976 Assistant Business Manager

### EDUCATION

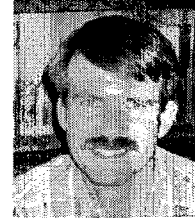
- MBA Mount Saint Mary's College, MD
- B.S. Economics, Randolph-Macon College, Va

### PROFESSIONAL ACTIVITIES

- 1997-Present: SSHE Representative on PASFAA Council and Professional Standards & Training Committee
- 1997-Present PHEAA Needs Analysis Advisory Committee
- 1999, 1997, 1995 Faculty & Curriculum Committee, Intermediate Summer Institute
- 1999 Presenter, PASFAA/PASSCAC Workshop
- 1997 Presenter, Guidance Counselor Workshop
- 1993 Curriculum Committee, New Aid Administration, Summer Institute
- 1993-Present PASFAA Hotline Participant

*"I value the support and training that PASFAA and its members provide. I have enjoyed serving on PASFAA Council during the past two years and seeing the growth in both our numbers and the services we provide to our membership and our students and families. If elected, I would work to continue and enhance our association's professional training and outreach programs. I would like to see special emphasis placed on financial aid awareness, continuing our outreach efforts with PASSCAC, and training for aid office support staff."*

## VICE-PRESIDENT



**Ken Grugel**  
Director of Financial Aid  
Clarion University  
1981 - Present

### PREVIOUS EMPLOYMENT

- 1976-1981 Director of Financial Aid, Juniata College
- 1974-1976 Assistant Director of Financial Aid, College of Wooster, OH

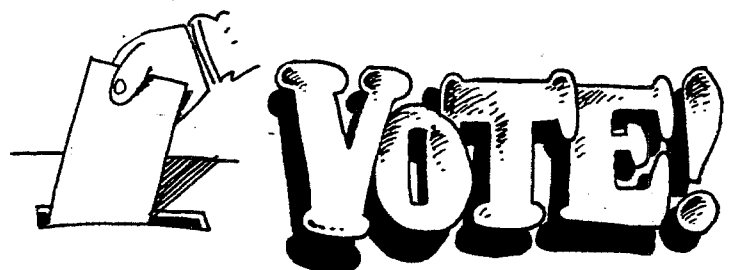
### EDUCATION

- Ph.D. Higher Education, LaSalle University
- M.A. Student Personnel, The Ohio State University
- B. Ed. Social Sciences, The University of Toledo

### PROFESSIONAL ACTIVITIES

- 1999 - Present PASFAA Interim Vice President
- 1999 Distance Learning Demonstration Project
- 1998-1999 PASFAA Guidance Counselors Wkshp.
- 1996-1999 PELA Sector Representative
- 1996-1999 NASFAA Transcript Board, Department of Education
- 1990-1999 Workshop Presenter
- 1995-1996 PAATP Chair
- 1987-1989 SSHE Sector Representative
- 1986 PASFAA Government Relations Committee

*"I have been a member of PASFAA since 1976, and during this 23 year association, have found the organization to be one of the most professional and supportive groups with which I have had contact. I am confident that I can bring a history of concern and professionalism to the office of Vice-President and chair of the Government Relations Committee."*



# PASFAA ELECTION NOMINEES

## TWO-YEAR PUBLIC SECTOR REPRESENTATIVE



**Donna M. Wilkoski**  
Assistant Director of Financial Aid  
Bucks County Community College  
1990 - Present

### PREVIOUS EMPLOYMENT

- 1989-1990 Student Employment Coordinator
- 1986-1989 Job Location Coordinator
- 1986 Acting Student Employment Coordinator/Job Location Coordinator
- 1982-1986 Secretary to the Director
- 1981-1982 Clerk/Typist Financial Aid Office
- 1980-1981 Accounts Payable/Payroll Clerk

### EDUCATION

- B.S. Philadelphia College of Textiles and Science
- A.A. Bucks County Community College

### PROFESSIONAL ACTIVITIES

- PASFAA 98 Conference Committee
- PHEAA DirectLINK Advisory Committee
- PHEAA FAT NSLDS Advisory Committee
- Presenter, HS Guidance Counselor Workshop
- NASFAA member

*"I have been in the financial aid profession most of my life. I now feel that it is my turn to give back to the organization what it has provided to me - knowledge and assistance. I feel that I have received an immeasurable amount of information and knowledge from the organization. I also have had the opportunity to meet so many interesting, supportive, and knowledgeable people during my many years as a PASFAA member. Now it is my turn to get more involved with the organization and represent my sector. I look forward to serving the sector by being involved and representing the sector at the council level of this most valuable and worthwhile organization of PASFAA."*

## SSHE SECTOR REPRESENTATIVE



**James V. Zuzack**  
Associate Financial Aid Director  
Slippery Rock University  
1986 - Present

### PREVIOUS EMPLOYMENT

- 1984-1986 Peirce Junior College, Philadelphia, PA

### EDUCATION

- M.A. Student Personnel Services, Indiana Univ. of PA
- B.A. Psychology, Indiana Univ. of PA

### PROFESSIONAL ACTIVITIES

- PASFAA Conference Committees
- PHEAA Advisory Board
- PHEAA Committee Work
- Financial Aid Hotline Volunteer
- Conference Presenter

*"The strength of PASFAA has always been its membership and the willingness of its members to volunteer their time and expertise. This makes it possible for PASFAA to grow as an organization and to have such a positive impact upon the aid community. I would like the opportunity to take an active role in the continuing development of PASFAA and in its service to all its members."*



# PASFAA ELECTION NOMINEES

## PRIVATE SECTOR REPRESENTATIVE



**Ethel M. Desmarais**  
Financial Aid Director  
Widener University  
1984 - Present

### PREVIOUS EMPLOYMENT

- 1998-Present Financial Aid Consultant, Crozier Chester Hospital School of Neurosurgery
- 1980-1984 Assistant Director of Financial Aid, University of Maine at Orono
- 1980 Employment Counselor, Penobscot Consortium, Bangor, Maine

### EDUCATION

- M.Ed. Counseling and Personnel Services, University of New Hampshire
- B.S. English, Plymouth State College, Plymouth, New Hampshire

### PROFESSIONAL ACTIVITIES

- 1998 PASFAA Conference Presenter
- 1997 Moderator, NASFAA National Conference
- 1997 Member of Local Arrangements Committee, NASFAA Conference
- 1997 Guidance Counselor Training Workshop
- 1990-1992 DE-DC-MD Member Federal Relations Committee
- 1989-1990 PASFAA Congressional Liaison/Coordinator
- 1986-1987 Delaware Chairperson, DE-DC-MD Association of Financial Aid Administrators
- 1986-1987 DE-DC-MD Speakers Bureau
- 1984 OSFA Trainer/Coordinator, Guidance Counselor Series, Maine

*"At the recent NASFAA conference, I realized so many of my mentors are now gone from the profession. After 19 years, I have become an "old-timer" and would like at this point in my career to become more active again in my professional association. Having been Delaware state chairperson (we didn't use the term "president" in those days!) I know that it takes time and commitment to be involved, but it is also a wonderful way to grow professionally. I'd like the opportunity to share what I have learned over the past 19 years, and to learn from my colleagues in private institutions. Private schools face many challenges these days: the new challenges of distance learning, enrollment management, and ever changing technology as well as the old challenges of serving students, and keeping sight of our ethics and idealism. We can meet those challenges by listening and sharing with each other."*

## STATE RELATED SECTOR REPRESENTATIVE



**George Gerhart**  
Financial Aid Officer  
Penn State - Shenango  
1978 - Present

### PREVIOUS EMPLOYMENT

- 1970-1978 Financial Aid Officer, Penn State - Fayette

### EDUCATION

- M.Ed. Counseling and College Student Personnel, Penn State University
- B.A. Psychology, Penn State University

### PROFESSIONAL ACTIVITIES

- PASFAA
  - State Related Sector Representative
  - Training Committee- Workshop Presenter
  - High School Counselors Workshop Presenter
- Pennsylvania College Personnel Association
  - 1983-1984 Chair-Long Range Planning Comm.
  - 1980-1981 President
  - 1977-1979 Secretary
  - 1977-1980 Workshop Presenter
- Association of College Unions-International
  - 1974-1977 Two-Year College Coordinator
  - 1974-1980 Council Member
  - 1977-1980 Coordinator of the Arts Workshop Presenter

*"My work in PASFAA has sparked a special interest in advocating for students and for our universities. The state-related institutions enroll a greater number of adults (compared to other types of institutions) as well as more traditional age students with high levels of need. In particular, I am interested in continuing to work with PHEAA's Grant Division as it studies my proposal to extend its application deadline to August for first time non-traditional students. I also would like to complete the work with which I have become involved on revising the high school counselors' training workshop. I am pleased with the significant increase in the number of new members of PASFAA from our sector this past year and look forward to seeing more of you involved in the committees and in leadership activities."*



# PASFAA ELECTION NOMINEES

## NURSING REPRESENTATIVE



**Danell J. Schoemaker**

Coordinator of Financial Aid/Recruitment Chair  
The Reading Hospital School of Nursing  
1995 - Present

### PREVIOUS EMPLOYMENT

- 1995-1996 Financial Aid Counselor, York College of PA
- 1992-1995 Financial Aid Officer, Montana State University
- 1985-1991 Marketing Coordinator, USUFE Corporation

### EDUCATION

- Completed work in Masters Program of Public Policy & Administration at MSU
- B.A. Communications, Penn State University

### PROFESSIONAL ACTIVITIES

- 1999 Faculty at Don Raley Institute
- 1996-Present PASSCAC member
- 1995-Present PASFAA member
- 1992-1995 MASFAA (Montana Assn. Student Financial Aid Administrators)
- 1992-1995 RMAFAA (Rocky Mtn. Assn.)
- 1992-1995 WASEA (Western Assn. of Student Employment Administration)
- 1992-1996 NASFAA

*"By serving as the nursing representative to PASFAA, I would be able to take ideas and concerns expressed by my colleagues, employed in the same area of higher education, back to PASFAA. Whether involved with financial aid at a private, state, community college, nursing school, etc., there are unique scenarios which need to be addressed, and I feel I would be able to represent the needs of the nursing sector."*

## BUSINESS, TRADE & TECHNICAL SECTOR REPRESENTATIVE



**Richard Dombrowski**

Financial Aid Administrator  
Tri-State Business Institute  
1997 - Present

### PREVIOUS EMPLOYMENT

- 1996-1999 Vice-President, Calamari's Squid Row, Inc.
- 1996-1991 Sales Representative, Nabisco Biscuit Co., Inc.

### EDUCATION

- B.S. Management, Minor in Economics, Pennsylvania State University

### PROFESSIONAL ACTIVITIES

- June, 1999 Pennsylvania Intermediate Financial Aid Training, Summer Institute, Carlisle, PA
- April, 1999 Spring Training Financial Aid Seminar
- December, 1998 The Learning College, Tri-State Business Institute, Erie, PA
- November, 1998 1998 Technology Series, PA Financial Aid Training, Edinboro, PA
- Member of PASFAA and NASFAA
- Member of Pennsylvania Financial Aid Training Committee

*"I wish to serve on the PASFAA council in hopes of offering my knowledge and skills that I have attained while representing the business, trade and technical sectors of postsecondary education. I hope to contribute to a more knowledgeable workforce within the financial aid environment."*

## Lets Get Out the Vote!

Submitted by  
Bill Burke  
PASFAA President

PASFAA is a membership association. This means that you have a right and a responsibility to vote for your elected officials. This year, all sector representatives and the president-elect and vice president positions are up for election. Please show your support, even in uncontested races, by properly completing and submitting your

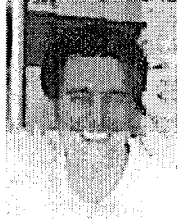
ballot at the annual conference. If you are unable to attend the conference, please contact Vali Heist, PASFAA Past-President at Alvernia College, to obtain an absentee ballot. A big thanks to all members who have volunteered their service to the association!

**GET OUT the vote!**



# PASFAA ELECTION NOMINEES

## INSTITUTIONAL SUPPORT SERVICES SECTOR REPRESENTATIVE



**Bob Heyl**  
Assistant VP - Educational Services  
PHEAA  
1997 - Present

### PREVIOUS EMPLOYMENT

- 1984-1997 University of Pittsburgh, Associate Director of Financial Aid
- 1981-1983 State University of New York at Fredonia, Assistant Dean of Students/Resident Director
- 1979-1981 University of Illinois, Resident Director/Coordinator

### EDUCATION

- M.S. Ed. College Student Personnel Administration Indiana University, IN 1983
- B.A. History and Political Science Pennsylvania State University 1975

### PROFESSIONAL ACTIVITIES

- 1989-1995 PASFAA State Related Sector Representative
- 1986-1987 PASSCAC Conference Committee
- Member PHEAA Automated Loan Advisory Committee
- Member PHEAA Keystone Advisory Committee
- Member PHEAA Lender/School Advisory Committee
- Various Presentations at PASFAA and PASSCAC Conferences
- Member 18 Regional and State Financial Aid Assns.

*"The world of financial aid is in the midst of an evolutionary period, pushed by our changing society, technology and basic concept of what constitutes a formal education. I believe that I can assist PASFAA with its role as a source of information and intellectual discussion. Through my background and assistance of fellow colleagues, I believe that I can focus those energies for the good of the organization and the membership."*

## INSTITUTIONAL SUPPORT SERVICES SECTOR REPRESENTATIVE



**John R. Southwood**  
Senior Regional Account Executive  
Educaid, a First Union Company  
1997 - Present

### PREVIOUS EMPLOYMENT

- 1992-1997 Regional Manager, Chemical Bank-Education Financing Group Mid-Atlantic
- 1986-1992 District Sales Manager, Manufacturers Hanover-Education Finance (Merged with Chemical Bank)
- 1968-1986 District Sales Manager - The Tuition Plan, Inc. (acquired by Manufacturers Hanover)

### EDUCATION

- Business Major, South Georgia College, Douglas, GA

### PROFESSIONAL ACTIVITIES

- Current Vice President, Pennsylvania Education Lenders Association
- Past Chairperson, Pennsylvania Education Lenders Association, Finance Committee
- Active Member, PASSCAC
- Member several conference planning and professional development committees over the years
- Hosted 1998 and 1999 Eastern site for PASFAA Financial Aid Awareness "Hotline"

*"I would welcome the opportunity to represent the PASFAA Associate members in this position of Councilperson for the Institutional Support Sector. It is important to express our views and concerns to PASFAA for the benefit of all members. My involvement with PASSCAC, and PELA will afford access to the sectors most affected by issues these groups may have."*

**Speak Out**  
**VOTE!**

## Summer Institutes '99 a Success

Submitted by  
Leanne Yunetz  
Training Committee Chair



Gary Means instructs Don Raley Group.

Consolidated School of Business, contributed professionalism and humor to the Institute. The committee would like to thank Bill for his dedication to this worthwhile endeavor.

The faculty also included Gary Means from Westmoreland County Community College and Danell Schoemaker from the Reading Hospital School of Nursing. Gary, a first time faculty member, is very active in the training program and serves as a PASFAA sector representative. The training committee is fortunate to have Gary as a member and is looking forward to his return next year. The training committee would like to commend Danell Schoemaker who, at the last minute, accepted the daunting task as a faculty member. Dedicating herself to the Institute, Danell replaced Ellen Stein, who could not return to teach, and with little time to prepare, Danell assumed this position.



Bill Hoyt leads discussion during a session for Don Raley Group.

Building on the skills they already have, those in the financial aid profession who had more experience, opted for the Intermediate Institute. Dana Parker, from West Chester University, and Elizabeth McCloud, from Elizabethtown College, served as faculty. Since this was Dana's final year as a faculty member, the

committee would like to thank him for contributing his professional ingenuity and devoting much time to the Institute. The diverse agenda addressed important issues in financial aid, covering reauthorization, leveraging and merit scholarships and the new tax credits. Also included for the first time was a hands-on computer

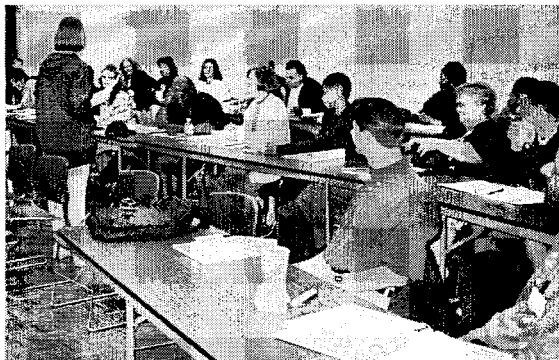
The Don Raley and Intermediate Institutes completed a successful week of training in June. Between the two programs, 89 individuals participated in the training on the Dickinson College campus. Those who were new to the financial aid profession had an intensive week of lecturing and case studies at the Don Raley Institute. Much of the success of this program goes to the dedicated faculty who gave their time and experience to teach at the week-long event. Finishing his third and final year as faculty, Bill Hoyt, Director of Financial Aid at



1999 Don Raley group "class picture".



Look who stopped in for a visit!



Elizabeth McCloud challenges the Intermediate Group.

class. Participants in the class learned how to access the Internet and various sources of financial aid information.

A great deal of work goes into researching, preparing, and writing the materials used for the workshops. We are fortunate to have the dedicated volunteers who worked together to make the Institutes a success. Thank you to all who participated.



Both groups enjoy Wednesday night clambake feast.

## Training Committee Gearing up for Next Year

*Pennsylvania Financial Aid*  
Training Program

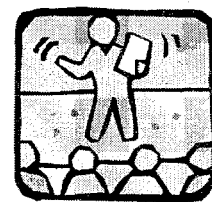
Submitted by  
Leanne Yunetz  
Training Committee Chair

Members of the PA Financial Aid Training Program (PFATP) committee, a cooperative effort comprised of individuals from PASFAA and PHEAA who assist in developing training workshops, seminars and institutes for the financial aid community, met in May to plan for the upcoming year's training projects. This year, the committee has planned to include Fundamentals, Technology Series, Support Staff Workshops, Teleconference, Spring Training Workshops, and the Don Raley Institute as the training activities. If you have suggestions for any workshop, please feel free to contact Leanne Yunetz or Ragan Watson.

Members of the PFATP committee include:

Leanne Yunetz  
Chairperson  
University of Pittsburgh at Johnstown  
CH00457  
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Ragan Watson  
Co-Chairperson  
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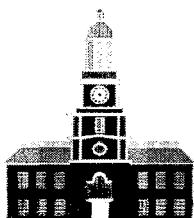


Bonnie Behm, Villanova University  
Joetta Bradica, Penn State-Berks/Lehigh Valley  
Richard Dombrowski, Tri-State Business Institute  
Lisa Kendi, National City Bank  
Mike Kelliher, PHEAA  
Betsy Stiles, Alvernia College  
Sherry Youtz, Thompson Institute

Karen Bloom, Mansfield University  
Valerie Carles, Juniata College  
Randy Harmon, Kings College  
Julianne Louttit, Butler County Comm. Coll.  
Judith Rile, Rosemont College  
Ron Shunk, Gettysburg College  
Dan Wray, Sallie Mae, Inc.

## PFATP Seeking Alternative Sites for Spring Training Workshops

We are pursuing new locations for the Spring Training workshops held in Pittsburgh and Philadelphia. If your institution is willing to host a workshop and is able to accommodate a large group, please contact Karen Bloom, Mansfield University, or Rich Dombroski, Tri-State Business Institute. Specifically, we are interested in a location that has enough space for three breakout rooms, which can hold 75-80 people, and one large room, which can hold 150-200 people comfortably.



The following Council Minutes have been abbreviated due to space constraints. The complete minutes are available from the PASFAA Secretary.

## PASFAA Executive Council

### June 7, 1999

### PHEAA, Harrisburg, PA

*Submitted by  
Cindy Haney  
PASFAA Secretary*

Council Members Present: Bill Burke, Bonnie Behm, Vali Heist, Dana Parker, Gary Means, George Gerhart, Ron Dawson, Tracey Long, Julie Salem, Cindy Haney, Doug Vore, Dan Wray, Bill Hoyt, Ken Grugel

- I. Call to Order – Bill Burke
  - A. Bill Burke called the meeting to order at 9:20 a.m.
- II. Secretary's Report – Cindy Haney
  - A. George Gerhart made a motion to approve the minutes of April 12, 1999. Dana Parker seconded the motion. Vote taken and minutes approved.
- III. Recording of Interim Council Votes
  - A. Bill Burke noted a unanimous electronic vote to elect Ken Grugel as Vice President as a result of Michael Bertonaschi's resignation.
- IV. Committee Reports
  - A. Finance and Development – Clarke Paine and Ron Dawson
    1. Clarke Paine reported that the committee expects about \$70,000 in sponsorship.
    2. The committee recommended that council increase the cost of vendor booths at the conference. Vali Heist made a motion to increase the booth fee to \$500 and PELA should not be charged. Ron Dawson seconded the motion. Vote taken and motion approved.
    3. Dana Parker made a motion to accept the proposed conference fee of \$125. Doug Vore seconded the motion. Vote taken and motion approved.
    4. Council discussed increasing the Executive Council Budget to cover expenses for a representative to travel to other association activities.
    5. The Guidance Counselor Workshop Budget was increased to include the cost of a three-ring binder.
    6. Council decided to decrease the budget to \$55,000 for the conference to be more in line with Mary Kosin's projection.
    7. Council increased officer travel to \$4000 to reflect 1998-99 budget. The name of the line item was also changed to Administrative Travel.
    8. Sector Expense was also increased to \$2100 to reflect 1998-99 budget.
    9. Council decided to create an expense reserve side under expenditures of \$3800 to create a balanced budget and to cover expenses throughout the year not part of the original budget.
    10. Ken Grugel made a motion to accept the budget with the changes. Bill Hoyt seconded the motion. Vote taken and budget approved.
    11. Clarke Paine suggested vendors could sponsor a block of sessions at the conference, envelopes for the directory, breaks at the conference (even though fees already cover break costs).
    12. Development decided to give the sponsors more information about the PASFAA Directory such as the number distributed and information about the number of sponsors for each event/item.
    13. The sponsor amounts had been increased and approved by council during the February 1, 1999 meeting.
    14. Bill Hoyt suggested that for future conferences the vendors sponsor a meeting room and not just a session.
  - B. Conference – Doug Vore
    1. Conference registration materials should be mailed during the first week in August.
    2. The committee is still waiting on Senator Santorum's response concerning his availability to speak at the conference.
    3. Bill Burke and Mary Kosin discussed the transportation issue concerning the conference. Mary will communicate with attendees about the transportation issue.
    4. Vali Heist asked if the conference committee had any suggestions about the charity PASFAA will sponsor at this year's conference.
  - C. Financial Aid Awareness – Bill Burke for Peter D'Annibale
    1. Bill Burke reminded Peter D'Annibale that the committee must begin work on the hotline earlier this year.
    2. Bill Burke will talk to Jerry Rodgers about the toll free number for the hotline.
    3. Bill Burke will also remind the committee about putting information in the newsletter about the logo contest.
  - D. Training – Bonnie Behm
    1. The committee has begun work on the Don Raley Institute, Spring Training, Teleconference, Support Staff Workshops, Technology Workshops and Lender and Business Officer Training.
    2. The committee discussed other possible sites for training that may be less expensive.
    3. Currently 55 participants registered for the Don Raley Institute and 40 participants registered for the Intermediate program.
  - E. Technology – Dan Wray
    1. The committee reviewed the training surveys and discussed ways of designing technology training that would reflect the respondents' requests.
    2. Council designated Dan Wray as the liaison between technology and training.

3. The committee will be developing a resource guide of helpful web links for the Guidance Counselor Workshops.
  4. Council discussed the time factors involved with the web page, submitting meeting times to Mary Miller, the ability to use mass e-mail, and a secure area of the web page.
  5. The committee also looked at training issues in technology for the conference such as Imaging and data management.
- F. Membership and Elections – Vali Heist
1. PASFAA has reached a record number of members at 697 as of May 28, 1999.
  2. Vali has received one nomination for the Distinguished Service Award. Vali will submit to the committee for a recommendation and then to council for approval.
  3. Bill Burke brought forth a nomination for the Leadership Award. Bonnie Behm seconded the motion. Vote taken and motion approved.
  4. Vali Heist nominated Gary Smith for the Lifetime Membership Award. Ken Grugel seconded the motion. Vote taken and motion approved.
- G. Professional Standards and Training – Bonnie Behm
1. Bonnie Behm made a motion to accept a new Association Recognition Award for a Retirement Recognition. Bill Hoyt seconded the motion. Vote taken and motion approved.
  2. Bonnie Behm also distributed information about a second Association Recognition Award of an Emerging Leader Award. Bonnie will send any suggestions and changes to Bill Burke for an electronic vote on this new award.
  3. The committee has set dates and agendas for the High School Counselor Workshops. They have added case studies to the program. Any changes to the material must be sent to Bonnie Behm by June 21, 1999.
  4. Bonnie Behm made a motion to adopt NASFAA's Statement of Ethical Principles. Vali Heist seconded the motion. Vote taken and motion approved.
- H. Public and Professional Information – Cindy Haney
1. Cindy Haney reminded council members that the deadline for submitting material for the Fall issue of the newsletter is July 15, 1999
- I. Government Relations – Ken Grugel
1. Ken Grugel distributed the Proposed Reduction in Aid memorandum.
  2. House and Senate funding cut allocations levels for federal education programs for fiscal year 2000.
  3. Ken Grugel is working with Scott Miller and will meet with him in Washington, DC.
  4. The four teams handling NPRMs will have final reports done in mid to late June.
- V. Treasurer's Report – Ron Dawson
- A. Ron Dawson reported that the current PASFAA funds are in strong financial health.
  - B. Ron Dawson wrote to Jack Spahr, Investment Advisor, about PASFAA's plan to make an investment of \$10,000. Mr. Spahr's recommendation was to invest the money in a Prudential Technology fund and a Financial Services Fund, splitting it between the two.
  - C. Ron Dawson will forward this information to the Finance and Development Committee. Council suggested Ron Dawson inform the committee that the money should be invested in nothing riskier than our current investments, perhaps looking for a balanced account between our current Prudential Money Market and Equity Fund.
- VI. Updates
- A. EASFAA – Vali Heist
1. EASFAA council met in Dorado, PR on May 12, 1999. EASFAA will have a retreat in June in Vermont.
  2. Bill Stanford, Lehigh University, tendered his resignation as PASFAA representative for EASFAA. Bill Burke nominated Ruth Cramer for this duty. Vali Heist seconded the motion. Vote taken and nomination accepted.
- B. Sector Reports
1. Two-year Public Sector – Gary Means
    - a. This sector met on April 15 and 16, 1999 in Carlisle, PA. Joe Kerns, USDE spoke about NSLDS.
    - b. The members also discussed the use of entrance counseling on line and the GEAR UP program.
  2. Nursing Sector – Doug Vore
    - a. The Nursing Sector met in Pittsburgh on May 28, 1999.
- C. PASSCAC – Vali Heist and Bonnie Behm
1. PASSCAC nominated PASFAA to receive the "Partner in Education Award." Vali Heist will put this information in the newsletter.
  2. The Mainline Fair was held on May 5, 1999 at Villanova University. PASFAA had a table staffed by PASFAA members.
  3. PASSCAC did not hold an "Avenues to Success" program in May. They will be reexamining whom the program needs to be marketed toward.
  4. Bonnie Behm joined PASSCAC. Vali Heist suggested the President Elect of PASFAA join PASSCAC each year.
- VII. Old Business
- A. Historian – Bill Burke
1. Bill Burke asked Vince Raccullia if PHEAA would be able to archive PASFAA materials. Vince suggested that some items might be imaged or put on microfiche.
  2. Bill is still searching for a historian to replace Lucky Hill. Lucky has submitted a second article on the history of PASFAA to the newsletter.
- B. SLSC Advisory Committee – Vali Heist
1. Vali made a motion to accept the following individuals to the SLSC Advisory Committee: David Glezerman - Temple University (State Related), Diane Fegely - Kutztown University (SSHE), Michael Lewis - National

Education (Institutional Support), Georgia Prell – East Stroudsburg University (SSHE), Ed Moyer – Wilkes University (Private), Cindy King – Northampton County Community College (Two-Year Public), Don Shade – Pennsylvania College of Technology (Private). Tracey Long seconded the motion. Vote taken and motion approved.

C. Association Representation – Bonnie Behm

1. Bonnie Behm reported that the PS&T committee felt the structure of the sectors was working and no need existed to change the format of the sectors.

D. Graduate Concerns Update – Bill Burke for Wendy Barron

1. Wendy Barron will be a member of an EASFAA committee on graduate concerns.

E. OVR Agreement – Bill Burke

1. Bill Burke asked Ken Grugel to have Government Relations Committee revisit this agreement between OVR and PASFAA.

VIII. New Business

A. PHEAA Grant Late Status for non traditional students

1. Eleanor Aispaugh from PHEAA Division visited with council during lunch to discuss PHEAA researching the effects of state grant deadlines on non-traditional students. Council suggested that the deadline should be moved forward to increase the probability of this group not losing eligibility due to a late application.

IX. Adjournment

- A. Bill Burke made a motion to adjourn the meeting at 3:40 p.m. Gary Means seconded the motion. Vote taken and meeting adjourned.

## Finance & Development Committee Report

*Submitted by  
M. Clarke Paine  
Finance & Development  
Committee Chair*



The committee met May 20, 1999 at Villanova University. The committee spent the morning working on the 1999-2000 proposed budget. This budget was submitted to PASFAA council for their revision and approval at the June meeting. We have planned for a contingency reserve for the first time. This reserve will hopefully be available at the end of the fiscal year to continue to grow the association's overall reserve. A fiscal goal is to be able to establish a reserve that is equal to one-half of our annual operating budget. Budget information will be available to PASFAA members at the annual conference in October.

The second half of the day, the committee revised the Sponsor/Vendor solicitation materials. PELA had provided some recommendations on ways to improve our communication/forms with them, timing of release of information, alternative sponsorship opportunities and a variety of other ideas. Something new added as a way to support PASFAA was to sponsor a block of interest sessions at our annual conference.

The last week of June, Chris Hanlon, of F&M College, sent out over 100 packets of materials soliciting support for our 1999-2000 year activities. Sponsors and vendors who have not received their material should contact Chris at 717-291-3991. Our annual conference, training, Financial Aid Hotline/Awareness and PASFAA Resource Directory are the areas in which we are seeking sponsorship and support.

Next year, I will again chair the committee with Chris leading our development efforts. We will also be looking to fill some committee spots and accept any ideas you may have. You may contact me at 717-361-1404 if you have questions. Finally, our treasurer, Ron Dawson, has done an outstanding job of providing reports and information and investing our money wisely. The committee wants to thank all who helped improve PASFAA's financial strength this past year!



# Life Membership Awarded to PASFAA Friend

Submitted by  
Vali G. Heist  
Past President



Vali Heist presents Life Membership Award to Gary Smith.

Gary D. Smith, Senior Vice President of State and Federal Programs at PHEAA, retired after more than 30 years of service to the agency. To honor Gary's accomplishments, PASFAA awarded him Life Membership. This rare honor is only given to the most distinguished individuals who have made a sustained and lasting commitment to student financial aid. Gary is such a person. A plaque was presented to Gary at his retirement reception on Thursday, June 24, 1999 at the West Shore Country Club in Camp Hill. The plaque read, *"The Pennsylvania Association of Student Financial Aid Administrators is pleased to present Life Membership to Gary D. Smith in recognition of his outstanding and sustained contribution to student financial aid and his dedication to providing access to higher education. Presented this day June 24, 1999."*

## Thank You

Dear Vali:

Thank you very much for your kind words at the reception and for honoring me with PASFAA's Lifetime Achievement Award. The plaque will occupy a prominent place in our den and serve as a frequent reminder of my many friends in PASFAA. Please share this thanks with the other officers and members.

Gary Smith

## PELA News

Submitted by  
Kerry Paoletta  
National City



Pennsylvania Education  
Lenders Association

Even though our PELA group has not had a meeting since the last newsletter was published, people and committees have been busy planning for the next meeting in Wilmington, DE on July 29. Part of the agenda planned is a presentation on ELM by Doug Jabbore. Doug represents all the lenders involved in the ELM product. He will discuss benefits of the program and how to assist schools to sign up. Peggy Shedden, from PHEAA, will also be talking about PHEAA's VFA agreement and the impact on marketing and volume. Any ideas that we can share with Peggy would be appreciated. This helps them to better design a plan to benefit the financial aid community in PA. Plans will be formulated for the PELA sessions (yes, there will be more than one) that will occur at the PASFAA conference this year. You can look forward to some "active" participation at one of the sessions, and the other will be spent on some office management skills. Please come and spend some time meeting old and new PELA members and have some fun while sharing ideas and any new concepts you have with our membership.

The PELA Directory is being updated with current information from our lenders on alternative loans. If you have not already received your "new" alternative loan section for your directory or if you need a paper copy of the complete directory, please contact Linda Romanak at 800-721-2265 at Allfirst for your copy. We will also have copies with us at the PASFAA conference. In the future, this directory will be on our website.

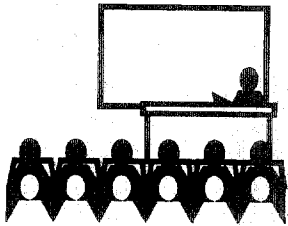
The PELA website should be up and running before the fall conference. The site will house the PELA Directory, alternative loans offered by the members, a listing of the PELA membership along with an application for enrollment and information on exit and entrance counseling. An announcement will be made along with more information about the website when it is activated.

Please stop and visit with any of the PELA members at the PASFAA conference. We need your ideas and suggestions to help us continue to work as a unit to assist our students in PA with the process of financial aid. Your input is the key to us offering the right products and services to help all of our students.



# High School Counselor Workshop Update

Submitted by  
Bonnie Lee Behm  
President Elect



Plans for the 1999 High School Counselor Workshops series are well on their way. This year, PASFAA and PHEAA will be offering counselor training at 39 sites across the Commonwealth. (A complete list of the sites is below.) PASFAA volunteers are teamed up with a PHEAA Regional Director to present new and experienced counselors an overview of financial aid. If history repeats itself, then we should continue to receive rave reviews from counselors who attend the event.

In July, all members of the financial aid community were mailed a letter asking for volunteers to serve as presenters or registrars. If you have not received this mailing and are interested in serving please contact me and a new letter will be sent to you immediately or use the volunteer form printed here. If you have received a copy of the letter but have not yet responded, please send your form to Julie Salem, University of Pittsburgh at Johnstown, as soon as possible. Assignments for presenters and registrars will be made in September.

A special training session for all presenters will be offered at the annual PASFAA Conference on Monday, October 4, 1999 at 8:00 a.m. At this time, we will review the 1999 syllabus and PowerPoint presentation.

Let me encourage each of you to consider volunteering for this effort. I would like to extend a special invitation to our newer members to use this opportunity to "jump in" and become active in the association. Try it - I think you will find this experience fun and rewarding.

I would be remiss if I didn't take this opportunity to thank the members of the Professional Standards & Training committee, and PHEAA representatives, Bruce Diefenderfer, Cheryl Mobley Stimpson and Vee Blaine for all their hard work. This workshop series is truly a team effort and every member has worked hard to make this program a success. Thanks!

## 1999 High School Counselor Workshop Series

### NORTHWEST

Daniel Johnston, Regional Director - Sharon Regional Office

(724) 347-5891

(1)	November 3, 1999	University of Pittsburgh	Bradford
(2)	November 4, 1999	Warren County Vo-Tech	Warren
(3)	November 5, 1999	Crawford County Vo-Tech	Meadville
(4)	November 8, 1999	Midwestern I.U. #4	Grove City
(5)	November 9, 1999	Clearfield High School	Clearfield
(6)	November 15, 1999	Gannon University	Gannon
(7)	November 16, 1999	Clarion County Vo-Tech	Shippensburg

### SOUTHWEST

C.A. (Jim) Cardinale, Regional Director - Pittsburgh Regional Office

(412) 881-5279

(8)	November 4, 1999	Penn State University-Fayette Campus	Uniontown
(9)	November 5, 1999	Washington & Jefferson College	Washington
(10)	November 8, 1999	Arin I.U. #28	Indiana
(11)	November 9, 1999	Hollidaysburg High School	Hollidaysburg
(12)	November 10, 1999	* CCAC-South Campus	West Mifflin
(13)	November 12, 1999	* CCAC - North Campus	Pittsburgh
(14)	November 15, 1999	* University of Pittsburgh-Greensburg Campus	Greensburg
(15)	November 16, 1999	Penn State University-Beaver Campus	Monaca
(16)	November 17, 1999	University of Pittsburgh-Johnstown Campus	Johnstown
(16A)	November 18, 1999	* Pittsburgh Federation of Teachers Building	Pittsburgh (South Side)

### NORTH CENTRAL

Daniel Hudock, Regional Director - Williamsport Regional Office

(570) 323-7001

(17)	November 4, 1999	Susquehanna University	Selinsgrove
(18)	November 5, 1999	Newport Business Institute, Inc.	Williamsport
(19)	November 9, 1999	Bloomsburg University of PA	Bloomsburg
(20)	November 12, 1999	Mansfield University of PA	Mansfield
(21)	November 16, 1999	Northern Tier Career Vo-Tech	Towanda
(22)	November 19, 1999	South Hills School of Business & Tech.	State College

# High School Counselor Workshop Series (cont.)

## SOUTH CENTRAL

Bruce Diefenderfer, Regional Director – Carlisle Regional Office

(717) 245-0062

(23)	November 1, 1999	Newport High School	Newport
(24)	November 3, 1999	Bradley Academy of Visual Arts	York
(25)	November 4, 1999 *	Messiah College	Grantham
(26)	November 5, 1999 *	Shippensburg University of PA	Shippensburg
(27)	November 9, 1999 *	Elizabethtown College	Elizabethtown

## NORTHEAST

Thomas O'Donnell, Regional Director – Wilkes-Barre Regional Office

(570) 826-1476

(28)	November 3, 1999	Colonial Northampton IU	Easton
(29)	November 4, 1999 *	Alvernia College	Reading
(30)	November 5, 1999	Penn State University-Lehigh Valley	Fogelsville
(31)	November 9, 1999	Westminster Theological Seminary	Philadelphia
(32)	November 10, 1999 *	Bucks County Community College	Newtown
(33)	November 12, 1999 *	Marywood University	Scranton
(34)	November 16, 1999 *	Wilkes-Barre Area Vo-Tech School	Wilkes-Barre
(35)	November 17, 1999	Penn State University-Schuylkill Campus	Schuylkill Haven

## SOUTHEAST

Cheryl Mobley-Stimpson, Regional Director – Philadelphia Regional Office

(215) 735-2877

(36)	November 2, 1999 *	Chester County IU	Exton
(37)	November 10, 1999 *	Delaware County IU	Media
(38)	November 16, 1999 *	Community College of Philadelphia	Philadelphia

\* Indicates those sites needing a Registrar

## 1999 PASFAA/PHEAA High School Counselor Workshop Volunteer Form

Name \_\_\_\_\_ Title: \_\_\_\_\_

Institution \_\_\_\_\_

Address \_\_\_\_\_

Work Phone \_\_\_\_\_ Work Fax \_\_\_\_\_

E-mail address \_\_\_\_\_ Home Phone \_\_\_\_\_

Please indicate your top three choices of workshop locations by referring to the schedule of 1999 High School Counselor Workshops. Every effort will be made to place you in your first choice; however, your assistance may be requested at an alternate site. Locations listed with an asterisk (\*) indicates those workshops that are expected to need a site registrar so you will need to indicate your preference as a presenter or registrar at those sites.

	<u>Date</u>	<u>Location</u>	<u>Presenter or Site Registrar</u>
Choice # 1	_____	_____	_____
Choice # 2	_____	_____	_____
Choice # 3	_____	_____	_____

**Please Return This Form to:**  
 Julie Salem  
 Director of Financial Aid  
 University of Pittsburgh at Johnstown  
 125 Biddle Hall  
 Johnstown, PA 15904



## WASHINGTON UPDATE

Submitted by  
Scott Miller  
Federal Relations  
Director, PHEAA

### FY 2000 Appropriations: Student Aid Funding At Risk



As the summer heat and humidity build up in Washington, DC, so does the drama surrounding this year's Appropriations process. So many factors - both political and economic - are at work this year, that the outcome of the funding debate is in more doubt than usual.

At press time, both the House and Senate subcommittees that allocate education-related federal dollars were preparing to debate their versions of the spending plans for the 2000 Federal Fiscal Year (FY 2000). These plans will, at the end of the process, determine the maximum Pell Grant, the amount of funding available for the Campus-Based aid programs, and the spending level for LEAP (formerly SSIG). These funds, generally, will affect aid awards made for the Academic Year beginning on July 1, 2000. Also to be determined are the levels of financial support for the TRIO and GEAR-UP programs. The full Congress is not likely to consider these

funding issues until September.

A major factor complicating an agreement on funding levels is the existence of the so-called "caps" on discretionary spending. These caps, which are the maximum amounts that can be allocated government-wide to programs that are funded each year, were established as part of the Balanced Budget Act of 1997. That Act anticipated that the federal budget deficit would be eliminated by FY 2002. Strict adherence to the caps means that education programs would have to suffer a cut of approximately 12% in funding. According to the Student Aid Alliance, this would mean a \$378 decrease in the maximum Pell Grant and a more than \$200 million cut in Campus Based aid funding.

Both the Congressional Budget Office and the Office of Management and Budget have certified that the goal of a balanced budget was reached much earlier than anticipated in the Balanced Budget Act - projections are that there will be a budget surplus of about \$100 billion this year. A number of members of Congress are urging that these caps be raised to reflect the current strength of the economy and to recognize that the budget has indeed been balanced. Two Pennsylvanians, Senator Arlen Specter and Representative Phil English, are among a small band of Republicans who

have endorsed the concept of raising the caps. Most Republicans, many Democrats, and the Clinton Administration are reluctant to raise the caps - at least until the long-term health of the Social Security and Medicare programs are assured.

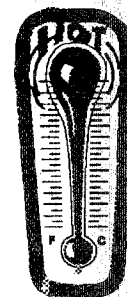
Factor into this mix some leftover hard feelings from the impeachment debate, the start of the Presidential campaign season, and a fractious Congress and the result is a good deal of uncertainty. Conventional wisdom is that the appropriations battle will not be waged in earnest until the September 30, 1999 deadline for action is at hand. It would not be surprising to see the government limp along on a series of "continuing resolutions" for several weeks past that deadline until the final budget agreement is signed.

PASFAA President, Bill Burke, recently sent a very strong letter to Senator Specter urging his support for increased student aid funding. In his letter, Burke thanked Senator Specter for his past support of students and made the point that, "Investment in education, especially higher education, is the key to maintaining the economic expansion begun in the 1990's. Should Americans be discouraged from attending

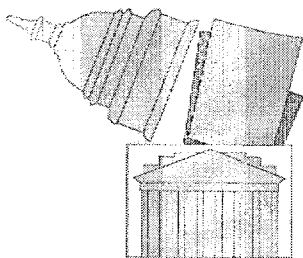
college, due to a lack of funding, we will jeopardize our economic advancement and our hopes of growing the federal budget surplus in the coming years."

Until the final decisions are made, it will be important to keep up a steady drumbeat of support for the federal student financial aid programs. With the Administration seemingly focused on elementary/secondary programs, and with the budget caps forming a dark cloud over the process, PASFAA and individual schools will be challenged continually to remind our Senators and Representatives of the need to increase funding for Pell Grants and all

### What's



### on the Hill?



## Government Relations

Submitted by  
Ken Grugel  
Government Relations Chair

The main focus of the PASFAA Government Relations Committee is to keep the membership apprised of legislative developments that will effect the delivery, regulatory, and practical application of financial aid to students and their families.

This summer the major thrust of the Committee is to inform PASFAA members of the regulatory progress which is occurring in Washington, DC. With the passage of Reauthorization, Congress was charged with developing the new regulations which will carry out the provisions of the law. Four Negotiating Rule Making Teams were established comprised of members of congress, special interest members such as NASFAA representatives, and lobbyists.

Once all four teams have released their committee reports, the PASFAA Governmental Relations Committee will review each of the proposals to determine if a response should be solicited from the committee for a response. The membership was informed that they could contact their congressional leaders to show their support for increased funding for FY2000 budget. NASFAA members can view current legislative trends via the NASFAA web site.



## PASFAA Receives Award from PASSCAC

Submitted by  
Vali G. Heist  
Past President



The annual conference of the Pennsylvania Association of Secondary School Counselors and Admissions Counselors (PASSCAC) was held in Seven Springs, Champion, PA, June 20-22, 1999. During this conference, PASFAA received the PASSCAC "Partner in Education Award" for 1999. PASSCAC's mission is to promote the worth and dignity of individuals through educational programs that contribute to the growth and well being of society. The PASSCAC Partner in Education award was created to enhance awareness about PASSCAC by recognizing someone outside the membership for outstanding contribution to, and support of, post-secondary education. This award represents the collaborative spirit needed to foster a commitment to educational equity and access for all.

The original partnership with PASSCAC was formed to unite the associations in their efforts to bring information concerning higher education to students and their families in the most efficient and effective way possible. Joint programs have included the Delaware County Financial Aid Night, the Avenues to Success Programs, as well as participation in the Regional College Fairs programs. Chris Zuzack and Sheila Checkoway, both former PASFAA presidents, and Mary Kosin, 1999 Conference Chair, accepted the award on behalf of PASFAA.



(l to r) Mary Kosin, Chris Zuzack, Pat Rambo (Past-President PASSCAC) Sheila Checkoway

## Office of Vocational Rehabilitation Services

Submitted by  
Elizabeth McCloud  
Editorial Board

Even if you have never worked with a student at your institution who has been eligible for Office of Vocational Rehabilitation (OVR) assistance, it is important for all of us in the aid community to be aware of the services that OVR can provide to our students. Agencies, schools, clergy, hospitals, families or any interested individual can make referrals to OVR. At some point, maybe you in your role as a financial aid administrator, will need to refer a student to OVR.

The Pennsylvania Office of Vocational Rehabilitation serves persons with impairments that present a substantial impediment to employment. Services are provided to individuals who can benefit from and who need those services to prepare for, enter, engage in, or retain employment. The vocational rehabilitation that is provided is a direct service program through the 15 district offices of OVR that are located throughout Pennsylvania.

Funding for OVR comes from a partnership effort of the federal and state governments. One of the services that OVR can offer to clients is assistance with training, or the development of job skills. This training can include enrollment in a vocational or technical school, or a college or university.

Some of you may remember the days when it was common for an OVR recipient to receive over \$15,000 per year in OVR assistance. Then in the early 1990's, PASFAA and OVR worked together on a Memorandum of Understanding. The agreement in this memorandum provided for consistent coordination of information and assistance between these two organizations. This provided a system in which a student would not receive any more assistance from OVR than the remaining need shown by the student. It also ensured that OVR assistance would not jeopardize a student's eligibility for a PHEAA or Pell Grant.

In 1994, the maximum amount of college funding that OVR could provide to a student was reduced to the lesser of cost minus aid or \$3500 per year. According to Dave Smith, a supervisor in the York district office, a person's funding depends upon individual need, and there are occasionally situations where a student with unusual circumstances might receive more than \$3500 per year. A student who is receiving OVR assistance is generally required to enroll full-time and must maintain a 2.0 GPA in order to continue receiving OVR funding.

If you know of a student who might benefit from the services that OVR provides, refer your student to his/her regional OVR office to receive diagnostic services, counseling and assistance in pursuing career goals.



This is the second article of a series. The first article, covering PASFAA's beginning from 1968-1978, was printed in the Spring 1999 issue of the newsletter. Photos in this article represent PASFAA activities in the 1980's.

## 30 Years of PASFAA

### The 80's - A Decade of Growth

Submitted by  
Lucky Hill  
PASFAA Historian

The Seventies were the developmental stage of PASFAA. It's creation, it's first attempts to walk, the recognition that some things "work" and others don't. Having overcome the initial pangs of a "just born" organization, PASFAA moved forward in the Eighties to establish more credibility in the eyes of the financial aid community.

In 1980, PASFAA became incorporated as a non-profit educational association. The Executive Council pursued state and federal tax exempt status, Salvatore Ciolino was president, and the conference was at the Marriott in Pittsburgh. The Office of Health, Education, and Welfare was created about this time, and Jimmy Carter was President of the United States. A survey put out in October, 1980 revealed the salary ranges for various positions:



Barry McCarty

Private School Director	\$8,500 - \$28,000
Private School Associate Director	\$11,000 - \$23,000
Private School Assistant Director	\$6,000 - \$18,450
Public School Director	\$11,200 - \$27,000
Public School Associate Director	\$17,000 - \$20,000
Public School Assistant Director	\$12,000 - \$17,500
Proprietary School Director	\$8,300 - \$33,000

However, salaries alone don't reflect the scope of these positions. The Winter 1979 issue of the EASFAA newsletter included this item from "Beleaguered Yeoman: Comments on the Condition of Collegiate Middle-Managers" by Robert A. Scott:

*"In many ways, Financial Aid officers are perfect representatives of the major dilemmas faced by middle-managers on every campus. They are a young group, in existence for only 19 years, many of whom are recent graduates of their institutions. I have found them especially interesting because of the conflicts they face. They enter the career field to work with students, but find that they must work mostly with paper. They have high institutional loyalty, but must look off-campus for training, guidance, recognition, collegiality, and rewards. They are highly oriented to service, but find increasing pressures to exert both administrative and financial controls. They have little substantial contact with faculty and senior officers, but want higher status on campus. They exhibit highly desirable traits of behavior - tolerance of ambiguity, administrative talent, fiscal ability, and interpersonal skills - but they experience a very high rate of turnover."*



Past Presidents



Art Schweitzer

Certainly sounds familiar, although these "young people" have grown older! On April 7, 1981, PHEAA communicated the following message to Pennsylvania aid officers via the PHEAA terminal system. This is a perfect example to illustrate that as much as things change, they remain much the same:

*"After several weeks of negotiation, the Department of Education has resumed processing of Pell Grants for 1981-1982. All applications which need correction or additional data will be mailed back to the students this week, and the first part of next week, and processing and mailing of complete applications will begin on or near April 16.*

*"The eligibility index which appears on the 1981-82 SER's will assume a maximum award of \$1,750 and the use of the family size offsets which were published in the*

## 30 Years of PASFAA (cont.)

March 13 Federal Register by the Administration. These are the same offsets that were used in the 1980-81 academic year. The incorporation of a required \$750 self-help requirement in the Pell Grant Program has been dropped for this year by the administration, but is likely to be reconsidered in the future."

"Further, it is assumed that schools will be required to use the same cost of attendance standards that were used in the 1980-81 Pell Grant Program. The official payment schedule for 1981-82 will not be sent to schools until Congress has approved the supplemental appropriation for FY 81. This payment schedule is not likely to be available to schools until early June, and is expected to include the first step ratable reduction language outlined in the educational amendments of 1980. This reduction will protect all awards for students with eligibility indices between 10% and 40%, depending upon their level and the statutory schedule. Schools are advised that the estimated EI's that they have received on the output documents for the national services are incorrect since they were based on the January 19 Family Contribution Schedules."



Milosh Mamula and Sheila Checkoway

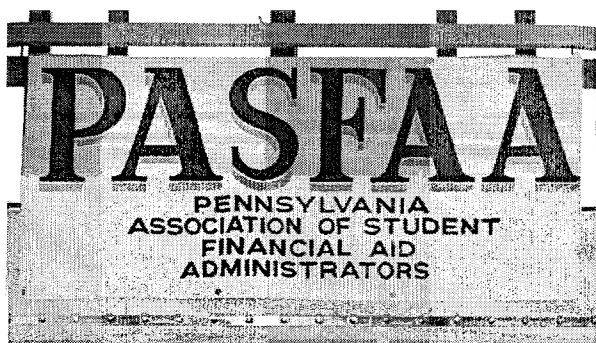
"NASFAA will attempt to provide schools with a preliminary payment schedule to be used in estimating awards, but it should be noted that this schedule should not be used for actual disbursements since the official one won't be forthcoming until later. A final resolution to anticipated changes in the guaranteed student loan program is not likely to be resolved for at least three to four weeks. However, any change made to the program will probably not effect loans made prior to October 1, 1981. Therefore, schools should encourage their students to get their loan applications for guaranteed student loans in early before the changes take place."



Ken Reheer

The early Eighties continued to be a period of growth for PASFAA. Jack Ferrara was president in 1981, and the annual conference was at the Pocono Hershey Resort. A record 240 members attended the conference that year. Do you remember our very own Cal Marquis? A truly outstanding member of PASFAA, a "fed" who understood the pain of Financial Aid (formerly Director of Aid at Philadelphia Community College), and an OK kind of guy. Sadly, he passed away in December, 1981. This was also the year that Social Security benefits were adjusted, and payments to students in college eventually eliminated.

In 1982, the PASFAA newsletter format went through a big change. It was transformed from a six to eighteen page typewritten document, reproduced on a copy machine, collated, folded, and mailed by hand, to a professionally produced, splendid-looking printed newsletter. I'm pretty sure that Sheila Angst (now Ms. Checkaway) was responsible for this change (let me know if I'm not correct), and a wonderful change it was! It reflected the coming-of-age of our organization since we now had a little money to support this publication. However, our thanks and appreciation goes out to those who made the tremendous effort to produce the newsletter when there was no money and little support. Thank you to Catherine Kratzer, Jennie Taylor, and all the others.



PASFAA banner

The annual conference continued to grow during these years. In 1982 and 1983, Arthur James was president of PASFAA, and the conference was held at the Harrisburg Marriott Inn and the Seven Springs Resort in Champion, PA. In 1984, W. Arthur Switzer was president and our numbers had grown to 402 members. Over 300 of these attended the conference at the Hershey Pocono Resort. Membership grew to 426 in 1985 under Barry W. McCarty's presidency, and in 1986, it swelled to 464 members. President Donald V. Raley led the conference that year at the Americana Host Farm Resort in Lancaster with over 350 attendees. In 1987, the conference was again held at the Seven Springs Resort under Bill Irwin's leadership. The 20th annual conference was held in 1988 at the Hotel Hershey in Philadelphia with President Sheila Angst leading the festivities. In 1989, the conference was back in Pittsburgh at the Sheraton Hotel, and PASFAA reached a record number of 555



## 30 Years of PASFAA (cont.)



Catherine Kratzer and Milosh Mamula

members under Milosh Mamula's presidency. The Eighties were certainly a decade of significant growth for our organization!

The Financial Aid Hotline made big news in 1987 by answering questions from over 2,050 calls during a one-week period in January. The Hotline continued to be a rousing success in subsequent years, with a total of 2,143 calls in January, 1989.

No reprise of the '80's would be complete if it did not include a reference to Frank A. Williar, always a friend to financial aid people. In 1986, Frank moved from Philadelphia to his new post in Washington as the Chief of Campus and State Grant Branch in the Division of Policy and Program Development for the Department of Education. That year also saw the reauthorization of the Higher Education Act for another five years, and an ongoing discussion of the verification requirements and other regulations.

The Eighties were certainly a decade of growth for PASFAA. Many dedicated people devoted countless hours to help our organization expand and develop. The next article in this series will focus on the events and people from PASFAA's third decade, 1988 to 1998. If you have any stories to tell or memories to share, please contact Lucky Hill at (570) 945-4068. We look forward to hearing from you!

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## Professional Standards and Training

*Submitted by  
Bonnie Lee Behm  
President-Elect*

The work continues... since the last Newsletter, PS&T met on Sunday evening prior to the June Council meeting. At this time, we finalized a variety of projects and continued to tie up some loose ends on others.

### • High School Counselor Workshop

Plans are well underway for this annual event to be held throughout the month of November. Additional details and site locations are listed elsewhere in this issue. Don't forget to volunteer to help. Volunteer forms for this program are to be returned to Julie Salem.

### • Membership Recognition

Council approved the Retirement Recognition Program and the Emerging Leader Award. These programs are designed to show recognition for past service and provide encouragement to new members who have been willing to step up and actively participate in association activities. A thorough description of each program will be published in the winter Newsletter.

### • Policy and Procedures Manual

Revisions to the Manual are being typed as this Newsletter goes to print. Thanks to the entire committee for their input and a special thank you to George Gerhart for agreeing to edit the publication.

### • Sector Restructuring

As mentioned in the summer issue of the Newsletter, Council members were actively seeking input from the membership at various sector meetings across the state regarding the structure of the association. At the June meeting the results of these discussions were shared. Based on the feedback we received from the membership, it seems that the current structure is working. While there are always areas for improvement, overall, the current sector structure appears to be the most appropriate model. Thanks to all of you who participated in these statewide discussions. This process would not have been possible without the willingness of the membership to share in the proceedings.

As the current year comes to an end and I leave as chair of this committee, I want to take this opportunity to thank the PS&T committee members for all their efforts. This is a hard working group, not only did they give up a Sunday night before each Council meeting, but also logged countless hours during the year working on various association projects. THANKS!



## PASFAA Conference Preview

Submitted by  
Betty Casale  
1999 Conference Committee



It's a financial aid jungle out there! What better way to sift through that jungle than to attend this year's PASFAA Conference in State College, October 3 through 6. Like experienced safari guides, PASFAA volunteers will maneuver you through the financial aid jungle of technological advances, the information explosion, distance education, consortium agreements, adding new educational programs, financial aid fraud, etc. etc. etc. Each evening, after a long journey through the 'jungle', you'll welcome the chance to relax and enjoy all that State College has to offer.

### Accommodations And Costs

All conference sessions will be held at the Penn State Conference Center Hotel in State College, with one meal scheduled at the Nittany Lion Inn. Attendees have the option of staying at either the Conference Center or the Inn, with shuttle service available between the two facilities. The costs are the same for either facility, \$177 per person, per night/single occupancy or \$124 per person, per night/double occupancy plus 7% tax. The price includes dinner on October 3, the membership luncheon on October 4, and lunch and dinner on October 4. (Breakfast is not included, but is available at both facilities for an additional cost. Breakfast reservations are suggested.) Meal tickets are available for guests and may be reserved by completing the meal ticket order form accompanying your conference registration packet. Prices for guests' meals are as follows:

Dinner: Sunday, October 3, Nittany Lion Inn - \$25  
Membership Luncheon: Monday, October 4 - Conference Center - \$15  
Lunch: Tuesday, October 5 - Conference Center - \$14  
Dinner: Tuesday, October 5 - Conference Center - \$30



### Registration

Late in July, you should have received a Conference registration packet. Included in the packet are directions to the Conference Center and the Inn, a list of scheduled entertainment and activities, a tentative agenda, and a guest meal ticket order form. If you do not receive a packet by early August, or if you need additional packets, please contact Mary Kosin at 570-740-0351. For those who do not pre-register, on site registration is available during the following times:

Sunday, October 3: 12:00 - 5:00  
Monday, October 4: 8:00 - 5:00  
Tuesday, October 5: 8:00 - 5:00



### Dress Code

The conference dress code is casual. On the evening of Tuesday, October 5, prizes will be awarded for the "best dressed safari animal" at the Legends Pub in the Conference Center as conference attendees dance to the music of DJ Local Motion.

Conference shirts (classic quality button downs in safari tan and black with the conference logo) are available for purchase at \$25 per shirt.

### Entertainment

Sunday, October 3:

- Birds of Prey Show from the Shaver's Creek Environmental Center during the President's Reception.
- Nommo, an African Drum and Dance Group, provide dinner entertainment.
- Daisy Jug Band, an eclectic mix of music and showmanship, back by popular demand for an evening of fun and dancing.

Monday, October 4 - Evening on your own. Suggestions:

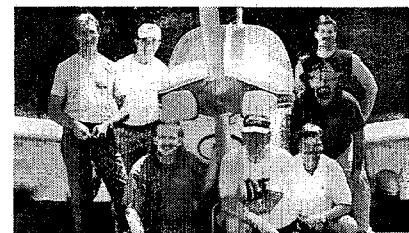
- Tour Penn State Campus-provided by Lion Ambassadors.
- Visit historic Boalsburg, well known for its unique dining and shopping opportunities.
- Visit the Palmer Museum of Art.
- Dine at one of many popular local restaurants.
- Join a "pub-crawl" through State College.
- Tour the beautiful Penn State Campus.

Tuesday, October 5

- Dance the night away in Legends Pub to the music of DJ Local Motion.
- Participate in the 'safari animal costume' contest.

### Sponsors And Vendors

Any company or organization that is interested in sponsoring a conference function or activity, should please contact Lisa Angell at 570-759-7137.



The energetic Daisy Jug Band makes a return appearance.

## SLSC Advisory Committee Formed

Submitted by  
Vali G. Heist  
Member & Elections Chair

The Student Loan Servicing Center (SLSC) Advisory Committee has finally been formed! The following committee members have been approved by PHEAA and by PASFAA Council. Thank you to all who asked to be a part of this committee. Please feel free to funnel your suggestions and comments to these committee members:

Diane Fegely, Kutztown University of PA  
David Glezerman, Temple University  
Vali G. Heist, Alvernia College  
Cindy King, Northampton Community College  
Michael Lewis, National Education

Janet McLaughlin, LaRoche College  
Ed Moyer, Wilkes University  
Georgia Prell, East Stroudsburg University of PA  
Don Shade, Pennsylvania College of Technology



## **BUSINESS, TRADE & TECHNICAL SECTOR**

*Submitted by  
Bill Hoyt  
Business, Trade  
& Technical  
Sector Representative*

Conference Greetings to all my Trade, Technical and Business Sector peers. It's that time of year.

I am drawing the curtain on my abbreviated term as sector representative, and as I do, I will reflect for a moment on my term. It was forgettable. It will not go down in history as the Term That Turned the Tide of BT&T Schools. Yet, it was gratifying. I was truly honored to be chosen by you as your representative. And I will remain as a representative for you, beyond any formal election.

Times have changed. The need to meet has diminished somewhat - replaced by new methods of communications, and increased training activities. Finda-L presents the opportunity to attend a seminar on a daily basis just by reading the questions and following the responses of some of the best and brightest our profession has to offer. So, given my availability by e-mail and phone, I wasn't pro-active in attempting to organize any meetings. However, choosing a leader as we go forward with interest and a vision for our sector is very important.

Choose wisely now as you get the opportunity to elect your new sector representative. There are many, many outstanding individuals to choose from within our sector. And become involved. The opportunities to contribute to an organization such as ours are numerous. The satisfaction of knowing you mattered is priceless.

I will always be available to my sector for advice, guidance or elbow grease. I am proud to be a part of the Business, Trade and Technical sector. And I always will be. Thanks to all my peers, present and past, who gave me knowledge and inspiration that I now can pass along to those who come behind me.

With Gratitude,  
Bill Hoyt

## **INSTITUTIONAL AT-LARGE SECTOR**

*Submitted by  
Julie Salem  
Institutional At-Large  
Sector Representative*

By this time, you have received a request to volunteer for the Guidance Counselor workshops to be held in November thorough out Pennsylvania. Please consider volunteering for this worthwhile endeavor. If you have never volunteered for these workshops, here is your opportunity. It is an excellent avenue to "get your feet wet" in our association. We are always looking for new volunteers and we make every effort to keep you as close to home as possible. Thanks for your support!

Have a great summer! See you at the Penn Stater!

## **STATE-RELATED SECTOR**

*Submitted by  
George Gerhart  
State-Related  
Sector Representative*

Welcome to another year of excitement in the world of student financial aid. If you hadn't read your mail all summer, you've probably been catching up on the latest changes in federal and state programs and procedures. All certainly will affect our work significantly this year and next.

Some of us are already into using the Master Promissory Note and are finding it helpful. On the other hand, it has meant a lot of extra time spent explaining to students the new procedures for reducing the loan amount or cancelling it altogether if so desired. I've heard mixed reviews at this early stage.

My proposal to ask PHEAA to consider changing the State Grant deadline for first time applicants who are independent to August 1 regardless of academic program was very well supported by PASFAA Council. PHEAA's State Grant Division was receptive to studying the potential impact of such a move and will do so. They will submit the results of their research to the Council for further consideration and discussion.

Thank you all for your response to my invitation to join PASFAA or to invite someone to do so. Our sector experienced the highest rate of membership gain ever - over 32%! We have grown from 31 members last fall to 41 this summer. I'm anticipating even more as the word gets out about the conference. It also has been nice to hear from formerly inactive members who have expressed interest in serving on a committee. If you haven't returned your Volunteer Form, please consider how and where you would like to serve and submit the form as soon as possible. Committees will be appointed by the Council after the conference.

I'm looking forward to meeting all of you at the annual conference. Be sure to attend the Sector meeting to meet your colleagues and to share your ideas or requests for training opportunities.

You have my best wishes for a personally and professionally exciting and rewarding year.

## INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by  
Dan Wray  
Institutional Support  
Services Sector  
Representative*

Next PELA Meeting: Thursday, July 29 (a week from now, as I am writing this!)

Good luck to all who will be running for ISS Sector Representative. It's a good job, and I highly recommend it! PASFAA Council are a good bunch to work with (they did not pay me to say that.)

REMINDER: PASFAA is always updating and improving its homepage - check it out sometime! (The address is listed in the front of this Newsletter.)

## NURSING SECTOR

*Submitted by  
Douglas Vore  
Nursing Sector  
Representative*

Thanks for a wonderful two years! This is my last newsletter article as our sector representative and believe it or not, I'm going to miss writing about the folks in our sector. I feel privileged to have met so many of my colleagues and I apologize to those I was unable to contact. The "fun" began at our "Mardi Gras" Conference in Pittsburgh, continued through the "Networking" Conference in Hershey and is coming to an end at the "Safari" Conference in State College. I have the greatest respect for everyone in our sector due to the diversity of challenges we face year-in and year-out. Kudos to everyone who does recruiting, admission, counseling, student activities advisors, billing, receivables, and just plain everything we are asked to do, not to mention our full-time jobs as financial aid administrators. You guys are the best.

## PUBLIC TWO-YEAR SECTOR

*Submitted by  
Gary Means  
Public Two-Year  
Sector Representative*

Eighteen members representing ten different schools attended our sector meeting April 15-16 at the Holiday Inn, Carlisle. The meeting began with a brief update of PASFAA council and an EASFAA update. Other topics included:

- The College Board is looking for ways to get more involved and assist us.
- Motor/Voter Registration - discussion on school responsibilities.
- NSLDS Update - Joe Kern, Dept. Of Education gave a brief history and update of the NSLDS process and that it is working.
- Entrance Counseling On the Internet - discussion about schools using this. Schools are using a couple of different ones that are available. PHEAA will have their exit out by early May.
- Gear Up Program - discussion on this new early awareness program set up by the Feds. Many schools do not have much info yet. Will review.
- National City Non-Traditional Brochure - showed tentative copy of brochure. Schools will have their name and logo on back cover if they give camera-ready copy. The brochure has been sent to be printed.
- PHEAA Update - Vince Racculia gave us an update on the current activities of PHEAA and answered questions.
- Default Rates - discussion on the most recent rate. A lot of schools have increased default rates. Schools need to review this issue to determine why.
- Sector Representation - Discussion of current breakdown of PASFAA sectors. Strong opinion to leave things as they are. It works for our group and meets our needs.
- Master Promissory Note - Schools are reviewing it to decide if they will use it for 99-00. Not all schools will use it.

Next meeting will be at the PASFAA Conference at Penn State, State College in October

## PRIVATE SECTOR

*Submitted by  
Tracey Long  
Private Sector  
Representative*

Hi everyone! This is my last report as sector representative. We will be electing a new private sector rep at the conference in October. Please make sure you vote, whether you attend the conference or via absentee ballot. We will be meeting as a sector at the conference, so please plan on attending the session. I am trying to line up some informative topics, such as leveraging and the review process. I want to take this opportunity to thank all of you for allowing me to serve as private sector rep. I have enjoyed the experience tremendously and have met so many of you that I did not know prior to becoming sector rep. I hope to see all of you at The Penn Stater! By then, I will be married. Please keep me in your thoughts on September 18 when I become Tracey A. Berton.

## SSHE SECTOR

*Submitted by  
Dana Parker  
SSHE Sector  
Representative*

SSHE financial aid and computer system staff met with PHEAA staff on June 14 to discuss ways to improve our internet connection to PHEAA through SSHE Net. Staff from the Chancellor's Office will review each University's internet connection and then make a recommendation for any ways to improve processing speed. More details will be forwarded as they become available.

Our next meeting will be at the PASFAA Conference in State College in October - make plans now to attend!



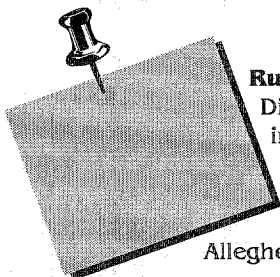
## FROM THE EDITOR'S DESK

At the upcoming annual conference, PASFAA members will cast their ballots to elect Council Officers and Sector Representatives. For those members unable to attend the conference, an absentee ballot can be requested to vote for the candidates of choice. Regardless of how you vote, please be sure you do vote. Even when a position is uncontested, it is important to show support for the candidate. Of the almost 700 members of PASFAA, only a few step forward and accept the challenge and responsibility that goes along with an elected position. We are very fortunate to have a strong leadership made up of individuals who take their roles seriously and perform them passionately. I urge you to show these people your appreciation by casting your ballot in the next election.

*Joan L. Holleran*

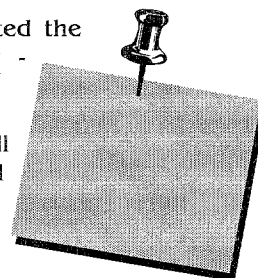
Joan L. Holleran  
PASFAA Newsletter Editor

## PASFAA BULLETIN BOARD



**Ruth Cramer**, formerly at Wilson College, has accepted an Associate Director position at Dickinson College vacated by **Madelyn Campbell**, who has moved into a part-time position in another office.

**George Santucci**, formerly at Duquesne University, has accepted the director position at Community College of Allegheny County - Allegheny Campus.



Sallie Mae's **Dan** and Vicki **Wray** are the proud "grandparents" of Dexter, a Hereford bull calf. Born April 15, he was 36" long and weighed a sleek 98 pounds. Mother (Maisie) and calf are doing well. As of June 28, Dexter has beefed up to 312 pounds. (It's the Purina Calf Chow and Mama's "udderly" nutritious liquid refreshment.) Rumor has it that Maisie is expecting again... already.

Congratulations to **Vince Racculia**, PHEAA, who has been appointed to the position of Senior VP of State and Federal Programs and to **Ed Cunningham**, PHEAA, who will serve as VP for the Educational Services Group.

**Carolyn Wharton**, formerly at Point Park, has accepted a Director position with Community College of Allegheny County. **Sandy Cronin**, formerly at the Boyce campus of Community College of Allegheny County, has stepped into the Director of Financial Aid position at Point Park College.

Congratulations to new grandfather, **Dana Parker**, West Chester University, who welcomed Nathaniel Parker, Jr. into the world, April 21, 1999.

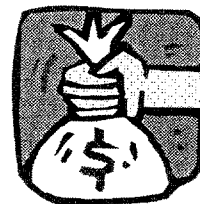
### PASFAA acknowledges the following sponsors who are providing generous support for PASFAA activities for the 1998-99 academic year:

**Platinum** (\$7,500 and above): Mellon Bank, PNC Bank Education Loan Center

**Gold** (\$5,000 - \$7,499): BankBoston, Fleet Bank, National City, Sallie Mae

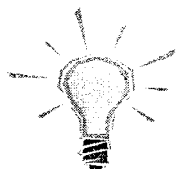
**Silver** (\$3,000 - \$4,999): Education First, First Union Bank, PHEAA

**Bronze** (\$1,500 - \$2,999): The Access Group, Academic Management Services (AMS), Educational Finance Group, Great American Federal Savings and Loan Association, Key Education Resources, Nellie Mae, USA Group Guarantee Services



## Financial Aid Awareness Committee

Submitted by  
Peter D'Annibale  
Financial Aid Awareness  
Committee Chair



Got any  
suggestions?

The Financial Aid Awareness Committee is working on several initiatives to increase financial aid awareness as well as give PASFAA more "name recognition" in the public eye. The committee is working on the development of a PASFAA "tag line" or motto to be used on all publications and public service announcements. A contest to come up with a tag line is under development and should be announced at the annual conference.

## Lohman Scores a Hat Trick!

Submitted by  
Bill Burke  
PASFAA President



Rachael Lohman, Director of Financial Aid at Wilkes University, scored a hat trick at the NASFAA Conference held in July in Las Vegas, Nevada. Her first score was assuming the position of NASFAA Chair-Elect. Her second goal was having the Conference Committee she chaired share in the NASFAA Committee of the Year Award, and her final tally was being awarded the NASFAA Leadership Award from the EASFAA region. Again, congratulations to Rachael!



## 1998-99 Resource Directory Additions

Submitted by  
Vali G. Heist  
Membership & Elections Chair

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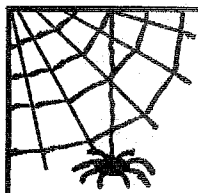
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Please make these  
corrections:

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**VISIT THE PASFAA WEB SITE:**  
**<http://www.sru.edu/pasfaa>**

## **A**ctivity lmanac

<b>October 3-6, 1999</b>	<b>PASFAA '99 Conference, State College</b>
<b>October 2-3</b>	<b>Fundamentals Workshop, prior to PASFAA Conf.</b>
<b>November 1999</b>	<b>Technology Workshops</b>
	<b>High School Counselor Workshops</b>
<b>December 1999</b>	<b>Support Staff Workshops</b>
<b>May, 2000</b>	<b>EASFAA 2000 Conference, Connecticut</b>
<b>July 9-12, 2000</b>	<b>NASFAA 2000 Conference, Washington, D.C.</b>
<b>October, 2000</b>	<b>PASFAA 2000 Conference, Lancaster</b>



650 PASFAA Newsletter  
Financial Aid Office  
Kutztown University  
Kutztown, PA 19530

