



PASFAA

NEWSLETTER

Pennsylvania Association of Student Financial Aid Administrators

VOLUME XXXIII / FALL 2000



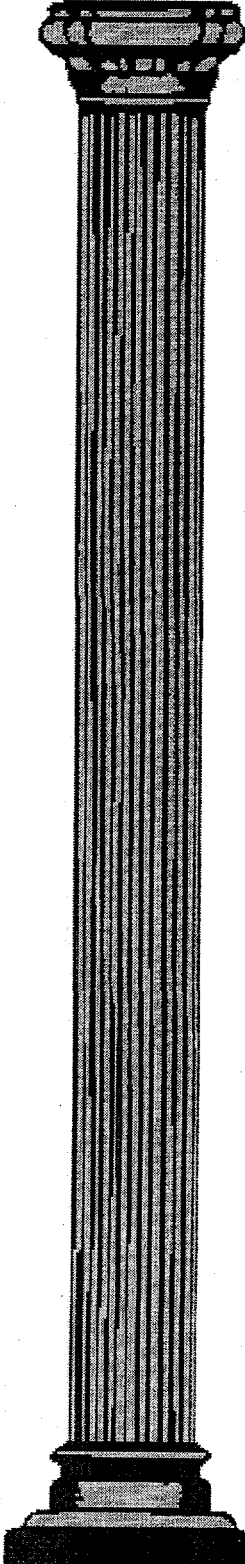
32nd Annual Conference

PASFAA GAMES 2000

The Torch Will Be Lit

October 15-18, 2000

Lancaster Host Resort & Conference Hotel



32nd Annual Conference
Lancaster Host
Resort & Conference Hotel
October 15-18, 2000

FEATURES

- President's Letter
- Nominees for Office
- NASFAA & EASFAA Events
- Summer Institutes End Year
- 2000 Conference Preview
- Early Awareness Issues
- H.S. Counselor Workshops
- Living Better, Not Busier
- Council Minutes
- Sector and Committee Reports

1999-00 PASFAA EXECUTIVE COUNCIL

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PRESIDENT

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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 1999-00

EDITOR: Joan L. Holleran, PASFAA Newsletter Editor
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EDITORIAL BOARD

Alisa DeStefano	Patty Hladio	David Smedley
Dana French	Elizabeth McCloud	Sally Whiteman
Ragan Griffin	Judith Rile	Sherry Youtz

2. PUBLICATION SCHEDULE

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

Winter 2001 issue:	articles due November 15
Spring 2001 issue:	articles due February 15
Summer 2001 issue:	articles due May 15
Fall 2001 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 Bill Burke, Financial Aid Office, University of Scranton, 800 Linden Street, Scranton, PA 18640. The 1999-00 membership list is maintained at the University of Scranton.

2. 1999-00 PASFAA COMMITTEES

Government Relations	Ken Grugel
Membership and Elections	Bill Burke
Professional Standards and Training	Dana Parker
Public and Professional Information	Cindy Haney
2000 Conference	Barbara Kretsch
Financial Aid Training	Leanne Yunetz
Financial Aid Awareness	Elizabeth McCloud
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 Bill Burke, University of Scranton, for information about 1999-00 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.pasfaa.org>
Webmaster, Mary Miller, mmiller3@pheaa.org or PH12038.

LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues,

Well, another academic year is about to start filled with the hustle and bustle of students and their families arriving on campus. Wouldn't it be nice to be in their shoes again? I don't know about you but I enjoyed my college experience and sure wish I had another chance to relive that time again. Since you don't get a second chance, let's see what we can do to make our students and their families see that their experiences on our campus are times that they will remember fondly. After all, without them we would have a pretty uneventful day.

And just as the new academic year begins, my year as President draws to a close. I can't believe it is almost over. Just when you start to get the hang of the job, it's time to pass on the responsibility to a new leader who will continue to plan and execute the various projects that PASFAA has to offer. Additionally, new leadership will step up to the plate as our new officers are elected at the Conference. And since I am on this topic, let me remind all of you to take the time to vote. Biographical information is contained in this issue listing the skills and talents of those professionals who have agreed to place their name on the ballot. Take the time to acquaint yourself with these individuals. Let me also extend my thanks to all those who so willingly agreed to run for office.

By now, you should all be looking forward to another great fall event – the PASFAA Conference! Since you should have received your conference materials, I know that you will agree that Barbara Kretsch and her committee have planned what will be another first rate educational and professional experience for newcomers and veterans alike. I believe they have designed a great program that will challenge us to learn from each other more about technology, professionalism and just plain old day-to-day operations. Lancaster is a beautiful part of our state and offers a great setting for our annual time to meet with our friends and colleagues. I hope you all will be able to join us for some of that special Lancaster hospitality.

I would be remiss if I didn't take this chance to brag and mention a few words about PASFAA's recent successes at the NASFAA conference. While I have included an article detailing the recent events, I didn't want to fail to include a few more words in this letter. I can't tell you how proud I am of our association to see that the work that we do locally is recognized nationally. Winning the NASFAA State Award, witnessing Rachael accept the gavel as next NASFAA National Chair and having great membership support at the PASFAA/PHEAA breakfast honoring Congressman Goodling made July 11, 2000 a special day for our association. These events are not just individual achievements; they represent hard work and support from the entire membership. I hope you are as proud of our achievements as I am – you all earned the recognition.

Finally, let me take this time to thank you for the opportunity to serve as the President of PASFAA. It has been a great adventure, personally and professionally. Thanks to the Executive Council, committee chairs and the countless committee members who so willingly gave of their time to participate in the many activities PASFAA sponsored during the year. Working with all of you has made this a great year – one I will remember just as fondly as I do those fun filled college days!

Sincerely,

Bonnie Lee Behm
Bonnie Lee Behm
PASFAA President

PASFAA 2000 Elections

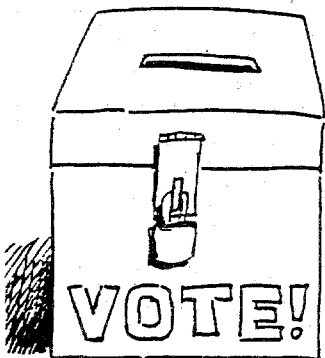
Submitted by
Bill Burke
Membership & Elections Chair

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, Secretary, Treasurer and Representative-At-Large. Associate members will not participate in the election this year, as the Institutional Support Services sector representative position is not open.

At the opening session of the annual business meeting on Sunday, October 15, 2000, 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 17, 2000. 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 2000-2001 year. On the 2000 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 15, 2000. 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 Bill Burke, Chair of the Membership and Elections Committee.

Candidates for Office

President-Elect	Gary Means	Westmoreland County Community College
Vice President	Ken Grugel	Clarion University
Secretary	Suzanne Sparrow	Ursinus College
Treasurer	Ron Dawson	Philadelphia University
Representative-At-Large	Sally Ann McCrea David Smedley	Harrisburg Area Community College Valley Forge Military Academy & College

PASFAA ELECTION NOMINEES

PRESIDENT-ELECT



Gary Means
Director of Financial Aid
Westmoreland County Community College
1987 - Present

PREVIOUS EMPLOYMENT

- 1978-87 Coordinator of Educational Services, Westmoreland County Community College

EDUCATION

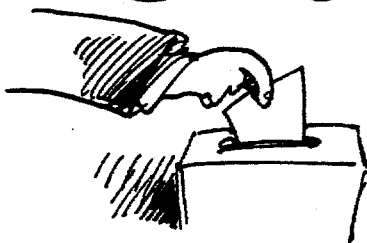
- M.B.A. Indiana University of PA
- B.A. Public Administration, IUP

PROFESSIONAL ACTIVITIES

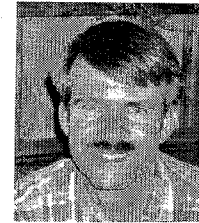
- 1999-2001 Don Raley Summer Institute Faculty
- 1994-99 H.S. Counselor Workshops Presenter
- 1999 PASFAA Conference Presenter
- 1997-99 Two-Year Public Sector Representative
- 1998-99 Summer Institute Committee Member
- 1997 Intermediate Summer Inst. Comm. Member
- 1993-94 Financial Aid Hotline

"I consider it an honor to be nominated by a number of my colleagues for such an important position. If elected, I would continue to support the many activities that currently go on. Also I would look for and listen to new ways for PASFAA to help us do our jobs better. I have met a lot of good people over the years through PASFAA and would like the opportunity to work with them to continue to make this an effective organization."

Vote



VICE-PRESIDENT



Ken Grugel
Director of Financial Aid
Clarion University
1981 - Present

PREVIOUS EMPLOYMENT

- Assistant Dean of Student Services/Director of Financial Aid, Juniata College
- Assistant Director of Financial Aid, College of Wooster, OH

EDUCATION

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

PROFESSIONAL ACTIVITIES

NASFAA

- 2000-01 Editorial Board, Journal of Student Aid
- 1999 NASFAA Leadership Conference
- 1999-00 Research Committee
- 1998-99, 1996-97 Financial Aid TRANSCRIPT Editorial Board
- 1996-97 Non-Traditional Education Committee
- 1992-94 Multi-Cultural Initiatives Committee
- 1984-86 Regional Membership Coordinator
- 1982-84 State Membership Coordinator

PASFAA

- 1999-00 Vice President
- 1986, 1998-00 Government Relations Committee (Chair, 1999-00)
- 1998-99 YMCA Mentor Program
- 1990-94, 1996-99 Presenter - H. S. Couns. Wrkshp.
- 1989 H. S. Counselors Workshop Planning Comm.
- 1987-89 Executive Council
- 1983 Conference Committee

NWPFAA (Northwest PA Fin. Aid Administrators)

- 1992-94 President
- 1990-92 Vice President

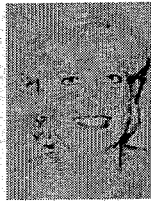
PAATP (PA Aid Administrators Training Program)

- 1995-96 PAATP Chair
- 1995 Summer Institute Chair
- 1993 Reauthorization Committee and Faculty
- 1990-92 Stafford Loan Workshop Faculty
- 1988-89 Proprietary/Nursing School Committee

"During the past academic year of 1999-00, I was fortunate to serve as interim Vice-President of our organization. I enjoyed serving in this capacity which stresses the governmental relationship of our profession. After 26 years in the field, I feel that I can offer some insight into the way our profession works and can be of service to PASFAA as a valuable resource."

PASFAA ELECTION NOMINEES

SECRETARY



Suzanne B. Sparrow
Director of Student Financial Services
Ursinus College
1991 - Present

PREVIOUS EMPLOYMENT

- 1989-1991 Financial Aid Administrator
East Stroudsburg University
- 1983-1989 Senior Administrative Assistant
Country Miss, Inc.

EDUCATION

- B. S. East Stroudsburg University, 1981

PROFESSIONAL ACTIVITIES

- 1998-99 Mentor for YMCA Mentor Program
- 1993-97 Registrar - H. S. Counselors Workshops
- 1996 PASFAA Conference Committee

"While working in the financial aid world for over ten years, I have been asked numerous times why I have chosen this profession. There is no easy answer to this question. But I do know the friends and colleagues that I have been fortunate to meet through PASFAA have been very valuable to my professional growth. I am very proud of the PASFAA organization for the services it provides to families, schools and its own members. I would be honored to serve as a council member and give back to the organization which has been vital to my professional development."

TREASURER



Ronald P. Dawson
Associate Director of Financial Aid
Philadelphia University
1988 - Present

PREVIOUS EMPLOYMENT

- 1986-88 Assist. Director of Financial Aid
Waynesburg College, Waynesburg
- 1976-86 Province of St. Augustine of the
Capuchin Order, Pittsburgh

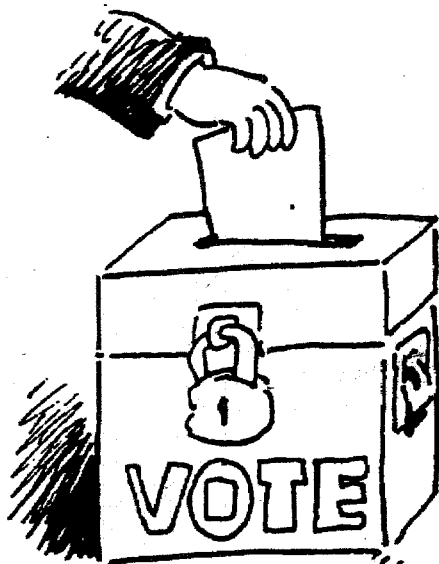
EDUCATION

- M.A. Theology, Washington Theological Union, 1976
- B.A. Philosophy/Liberal Arts, St. Fidelis Coll., 1972

PROFESSIONAL ACTIVITIES

- 1998-00 PASFAA Treasurer
- 1998-00 Member, Finance & Development Comm.
- 1994 Chairperson, Financial Aid Hotline
- Hotline Volunteer - multiple years

"After 14 years in our profession, I am reminded of the value, friendship and support of my colleagues. Over the years, many have provided me guidance and support, have enriched my life with friendship and always have reminded me of the value and blessing of humor. Wishing to serve our association for another term as Treasurer is simply another way of giving back and saying thanks."



PASFAA ELECTION NOMINEES

REPRESENTATIVE AT-LARGE



Sally Ann McCrea
Counselor, Financial Aid
Harrisburg Area Community College
1990 - Present

PREVIOUS EMPLOYMENT

- 1990-92 Cumberland-Perry Drug & Alcohol Commission
- 1987-90 Shippensburg University
- 1982-87 Carlisle YWCA

EDUCATION

- M.S. College Counseling, Shippensburg University
- B.S. Health, Phys. Ed. & Recreation, Lock Haven Univ.

PROFESSIONAL ACTIVITIES

PASFAA Member since 1991

Participated as member, chair or faculty of:

- PA Financial Aid Training Program
- Fall Fundamentals
- Financial Aid Basics
- Teleconference
- Technology Training
- Support Staff Training
- Spring Training
- High School Counselor Workshops
- Hotline

PASFAA Leadership Award, 1999

HACC Betty Martin Staff Development Award, 2000

National Certified Counselor

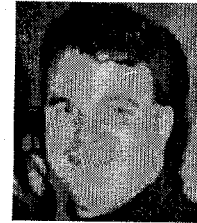
National Association Cognitive Behavioral Therapists

Middle Atlantic Career Counseling Association

Student Service's Faculty Council Representative, HACC

"Like many of my financial aid colleagues, I am both amazed and grateful for the support PASFAA offers its members and the financial aid community. I have also enjoyed and learned so much from my experiences working with the Training Committee in so many aspects of their work. Serving PASFAA as the Representative-at-Large will allow me to continue my activity with PASFAA in a new and challenging role."

REPRESENTATIVE AT-LARGE



David R. Smedley
Director of Financial Aid
Valley Forge Military Academy & College
1998 - Present

PREVIOUS EMPLOYMENT

- 1997-98 Senior Financial Counselor, Temple University, Dept. of Student Financial Services
- 1993-Present Adjunct Professor, Social Sciences, Philadelphia University
- 1990-96 Graduate Assistant to Director of Financial Aid, Temple University
- 1988-89 Governor's Fellow, NJ Board of Public Utilities

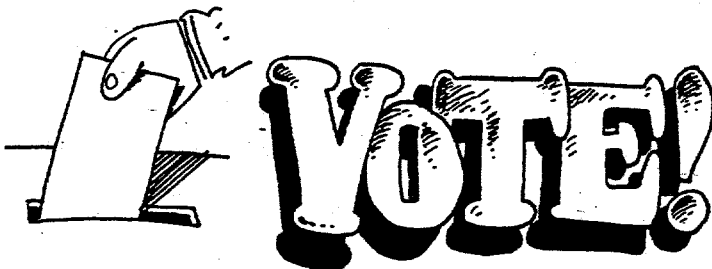
EDUCATION

- Completed coursework for Ph.D. Political Science, Temple University, 1988-96
- M.P.A. Research & Policy Analysis, Temple Univ., 1987
- B.A. History, Temple University, 1985
- Certificate, Total Quality Mgmt., Delaware County Community College, 1992

PROFESSIONAL ACTIVITIES

- 2000-Present PASFAA Newsletter Editorial Board
- 1998-Present PASFAA Govt. Relations Committee
- 1998-99 Site Registrar - PASFAA H.S. Counselor Workshops
- 1998-Present Member, American Society for Public Administration
- 1991-93 Member, Temple Univ. Student Publications Board
- 1991-93 Graduate Rep., Temple University Student Government

"As an active member of PASFAA, I am interested in representing the membership-at-large in order to forge new paths towards integrating all sides of the student financial aid community (schools, lenders, governmental representatives) so as to create seamless administration of student aid programs - breaking down barriers to help recruit, retain and graduate students. My background, having worked in a public institution and currently on behalf of a private institution, my previous experience in the public sector, and my educational experience, I believe, provides me with the necessary qualities to represent the members of PASFAA as Representative-At-Large."



PASFAA Shines at 2000 NASFAA Conference

Submitted by
Bonnie Lee Behm
PASFAA President

PASFAA & PHEAA Recognize Congressman Goodling



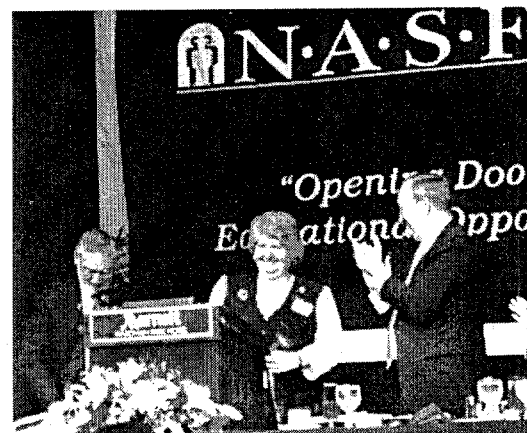
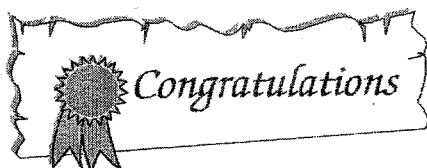
Congressman Goodling and PASFAA President, Bonnie Behm.

July 11, 2000 was quite a day in the history of PASFAA. PASFAA and PHEAA sponsored a breakfast honoring Congressman William F. Goodling in the Gold Room of the Rayburn Office Building of the US House of Representatives on the occasion of his retirement from the U.S. House of Representatives. Over 80 members were present as PASFAA honored Mr. Goodling for his years of service to students and their families in the area of higher education legislation. With an understanding that baseball and thoroughbred horses are among a few of Mr. Goodling's hobbies, PASFAA and PHEAA presented him with books on these subjects to enjoy during his upcoming retirement. It was a great occasion to honor a man who has done so much for our profession. All of us wish him well as he embarks in this new phase of his life.

PASFAA's Own, Rachael Lohman, Assumes NASFAA Chair

Many PASFAA members joined together at lunch to witness Rachael Lohman assume the role of NASFAA National Chair. Loud cheers, from friends and colleagues, accompanied Rachael as she

accepted the gavel from Irvin Bodofsky to assume her new role. Not many states can boast about having one National Chair but we can proudly boast about its two leaders – Rachael Lohman and Bill Irwin who served as National Chair 1995-96. Congratulations Rachael and best of luck as you begin your year of service to NASFAA.



Rachael Lohman accepts the gavel as incoming NASFAA Chair.

PASFAA Receives State Award for YMCA Mentor Program



Jerry Frishman Photography

Dallas Martin, NASFAA President presents NASFAA State Award to Bonnie Behm, PASFAA President.

And just when you think the day couldn't get any better, PASFAA was awarded one of NASFAA's four State Awards. NASFAA recognized PASFAA in the category of Service to the Financial Aid Profession for the project, "Yearning Members Counseling Activities (YMCA) Mentoring Program." This project, introduced by Bill Burke, fosters a relationship promoting personal growth opportunities for both the less experienced PASFAA members and the experienced professionals who act as mentors for them. Receiving the award not only brings recognition to the PASFAA, but also gives the association a banner and a \$500 prize check. Thank you Bill for creating this awarding winning project!

I'd say that July 11, 2000 was quite a day for PASFAA.





PASFAA members enjoy the festivities at Rachael's reception at NASFAA.



(l to r) Bill Burke, Dana Parker, Bonnie Behm and Vali Heist congratulate Representative Goodling (center) upon his retirement.



Rachael receives a congratulatory bouquet from Michael Herschok, PHEAA.



(l to r) Clarke Paine, Ryan Hannigan, Greg Gearhart and Dana Parker at the Wells Fargo reception.

We Saw You at the 2000

NASFAA Conference in the Nation's Capital



Bonnie Behm presents Rachael a Sterling Silver pin on behalf of PASFAA.

NASFAA
NATIONAL ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS

Student Aid:
The Capital That Builds The Future
NASFAA 2000
Washington, DC - July 9-12



"Bartender" Bill serves Elizabeth McCloud at Rachael's reception.



(l to r) Janet, Bill and Suzanne are all smiles celebrating Rachael's presidency.

Thanks from the New NASFAA Chair

Dear PASFAA Colleagues and Friends,

Thank you so much for the great reception and gift in recognition of my assuming the role of NASFAA Chairperson. Those of you who were able to attend the conference made the NASFAA Conference special for me by your very kind words of congratulations and your presence at the reception. No one rises to a position of national prominence without the support and encouragement of those close to home. You, my PASFAA friends, have given to me the early opportunities to serve and to grow. Your continued support and encouragement is what made this possible for me. You have my heartfelt THANKS.

Rachael

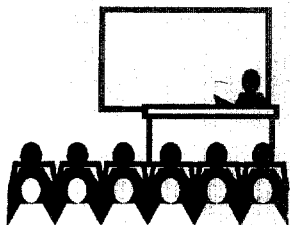
Rachael Lohman



Rachael addresses conferees at the 2000 NASFAA Conference.

High School Counselor Workshop Update

Submitted by
Dana Parker
President-Elect



This fall, PASFAA and PHEAA will offer High School Counselor Workshops at 38 sites across the Commonwealth. PASFAA volunteers will be teamed with PHEAA Regional Directors to present high school counselors an overview of financial aid. Again this year, the half-day workshops will be in the "update" and "basic" format – the first part of the workshops will cover changes in financial aid in the past year, the second part will cover the fundamentals of financial aid. And back by popular demand – three-ring binders containing all workshop materials for all participants!

Letters have been sent to all PASFAA members asking for volunteers to serve as presenters or registrars. If you have not received this mailing and are interested in serving, please use the volunteer form printed here. If you received a copy of the letter but have not yet responded, please contact 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. At that time, we will review the 2000 syllabus and PowerPoint presentation.

This series of workshops is a great way to volunteer to help your association and to reach out to the high school counselors. If you've never volunteered before, this is a great opportunity to become active in PASFAA! Thanks to the members of the Professional Standards & Training Committee, the PHEAA Regional Directors, Jim Cardinale, and Vee Blaine for all of their hard work on this project!

2000 High School Counselor Workshops

NORTHWEST

Daniel Johnston, Regional Director - Sharon Regional Office

(724) 347-5891

(1)	November 1, 2000	University of Pittsburgh	Bradford
(2)	November 2, 2000	Warren County Career Center	Warren
(3)	November 3, 2000	Crawford County Vo-Tech	Meadville
(4)	November 7, 2000	Mercyhurst College	Erie
(5)	November 8, 2000	Clarion County Vo-Tech	Shippensburg
(6)	November 13, 2000	Midwestern I.U. #4	Grove City
(7)	November 14, 2000	Clearfield High School	Clearfield

SOUTHWEST

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

(412) 881-5279

(8)	November 3, 2000	* CCAC - North Campus	Pittsburgh
(9)	November 6, 2000	Arin I.U. #28	Indiana
(10)	November 7, 2000	* CCAC - South Campus	West Mifflin
(11)	November 8, 2000	Penn State University - Altoona Campus	Altoona
(12)	November 9, 2000	Washington & Jefferson College	Washington
(13)	November 13, 2000	Fayette County Vo-Tech School	Uniontown
(14)	November 14, 2000	Penn State University - Beaver Campus	Monaca
(15)	November 15, 2000	University of Pittsburgh - Johnstown Campus	Johnstown
(16)	November 16, 2000	* University of Pittsburgh - Greensburg Campus	Greensburg

NORTH CENTRAL

Donald Shade, Regional Director - Williamsport Regional Office

(570) 323-7001

(17)	November 2, 2000	Susquehanna University	Selinsgrove
(18)	November 3, 2000	Newport Business Institute, Inc.	Williamsport
(19)	November 8, 2000	Northern Tier Career Center	Towanda
(20)	November 13, 2000	Mansfield University of PA	Mansfield
(21)	November 14, 2000	Bloomsburg University of PA	Bloomsburg
(22)	November 17, 2000	South Hills School of Business & Tech.	State College

High School Workshops (cont'd)

SOUTH CENTRAL

Bruce Diefenderfer, Regional Director - Carlisle Regional Office

(717) 245-0062

(23)	November 1, 2000	*	Franklin & Marshall College	Lancaster
(24)	November 3, 2000	*	Lincoln I.U. #12	New Oxford
(25)	November 7, 2000	*	Central Dauphin East High School	Harrisburg
(26)	November 9, 2000		East Juniata High School	Cocolamus
(27)	November 14, 2000		Penn State University - York Campus	York

NORTHEAST

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

(570) 826-1476

(28)	November 1, 2000	*	Bucks County Community College	Newtown
(29)	November 2, 2000		Westminster Theological Seminary	Glenside
(30)	November 3, 2000		McCann School of Business	Pottsville
(31)	November 8, 2000	*	Marywood University	Scranton
(32)	November 9, 2000	*	Wilkes-Barre Area Vo-Tech School	Wilkes-Barre
(33)	November 15, 2000		Colonial Northampton I.U.	Easton
(34)	November 16, 2000	*	Alvernia College	Reading
(35)	November 17, 2000		Cedar Crest College	Allentown

SOUTHEAST

Cheryl Mobley-Stimpson, Regional Director - Philadelphia Regional Office

(215) 735-2877

(36)	November 7, 2000	*	Community College of Philadelphia	Philadelphia
(37)	November 8, 2000	*	Delaware County I.U.	Media
(38)	November 16, 2000	*	Chester County I.U.	Exton

* Indicates those sites needing a Registrar

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 2000 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 (*) are those workshops that are expected to need a site registrar, so please indicate your preference as a presenter or registrar at those sites.

	Date	Location	Presenter or Site Registrar
Choice #1	_____	_____	_____
Choice #2	_____	_____	_____
Choice #3	_____	_____	_____

Please Return Volunteer Form to:

Julie Salem, Director of Financial Aid
University of Pittsburgh at Johnstown
125 Biddle Hall

Johnstown, PA 15904

Fax: (814) 269-7061

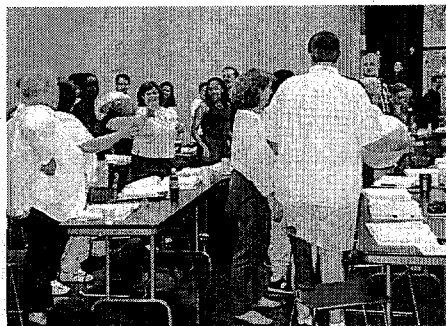
E-mail: jasalem+@pitt.edu

Pennsylvania Financial Aid

Training Program

Submitted by
Leanne Frech
Training Chair

Don Raley Institute & Financial Aid Basics Conclude Training Year



"Pass the beachball" icebreaker at Don Raley Institute.

The summer institutes ended another successful year of training programs. Don Raley Institute once again proved to be an important workshop with our members. There were 46 registrants this year and general consensus showed that participants were pleased with the agenda and faculty. Faculty for this year included Gary Means, Westmoreland County Community College; Danell Shoemaker, Reading School of Nursing; and Valerie Mockus, St. Francis College. On behalf of the Training Committee, I want to extend many thanks to these individuals for taking the time to teach at this week-long, intensive program.



This year also produced the first seminar for non-financial aid professionals. Financial Aid Basics received positive comments from its 44 participants, which included admissions representatives, registrars, loan



Don Raley group "class picture".

coordinators and lenders. Comments from the evaluations showed that a majority of participants were very pleased with the workshop and believed their knowledge of financial aid increased dramatically. Others felt the information gave them a better understanding of the process and how the financial aid office operates. Instructors for Financial Aid Basics were Sally Ann McCrea from Harrisburg Area Community College and Dr. Bill Irwin from Lock Haven University. We are very fortunate to have had them be the first to teach this seminar. They have set an excellent example for those who follow in their footsteps.



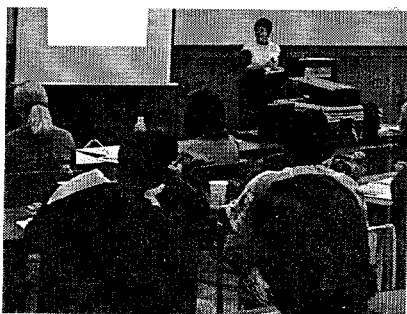
On a personal note, I would like to thank the Training Committee for once again producing highly beneficial workshops and training programs over the past year. I appreciate all the hard work, time and energy it takes to create training activities and the hours of preparation for materials and coordination of sites. It takes a special group of people to juggle their job and private lives and yet have the time to serve our membership in this capacity. I have enjoyed working with these individuals and am glad to have served with them in such an important



Scott Miller, PHEAA, addresses Don Raley group about the status of aid in Washington.



Don Raley group works on case studies.



Sally Ann McCrea instructs Financial Aid Basics group.

endeavor. For the upcoming year, the Training Committee is already hard at work planning for the upcoming activities. Under the direction of Ragan Griffin from Clarion University, the programs look very promising and the committee is in excellent hands.

Last but not least, I want to thank Diana Sheehan and Tina Reinhold for their continued support and patience that they extend to the Training Committee. The programs we offer, the instructional materials, and the coordination of all the background work it takes to make these programs a success would not be possible without them.

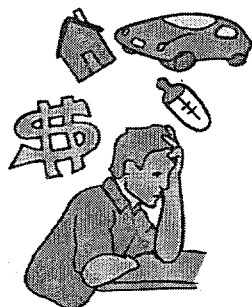


Financial Aid Basics group "class picture".

YouCanDealWithIt.com

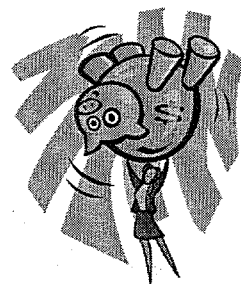
PHEAA Launches Debt Management Website

Submitted by
Robert Heyl
Educational Services
Group, PHEAA



The financial future of soon-to-be college graduates is the target of a new website recently launched by the Pennsylvania Higher Education Assistance Agency. YouCanDealWithIt.com is a debt management site with a comprehensive guide to decisions and situations that college students will soon encounter, and resources to help them deal with it.

As its name implies, YouCanDealWithIt.com seeks to empower students to take hold of the future and avoid starting off on the wrong foot. This site provides information and resources regarding personal finances, debt management, loan repayment, car shopping, job hunting, and overall budgeting tips and more. The website's cutting edge look is sure to gain and keep the attention of college students. Visitors are greeted with a virtual city block including a shopping complex, auto mall, office buildings, a graduate school building and more. By navigating through those buildings, visitors can access advice on dressing for success, personal finance, and important job skills. Students can travel through the city learning how to deal with the financial responsibilities of life.



Along with the new website is the launch of an aggressive advertising campaign targeting student loan borrowers while in school and after graduation. The message is simple – default on your student loan and your financial future could be in serious jeopardy. The campaign focuses on the importance of repaying student loans and how defaulting on loans can have serious long-term implications related to good credit and personal finance. The campaign includes radio, print, and poster advertisements and is the next step in addressing the increasingly serious problem of students graduating with more debt than is manageable.

youcandealwithit.com

PASFAA 2000 Conference Preview

Submitted by
Tracey Berton
Conference Committee

It is time to begin making plans to attend our annual conference. You won't want to miss this year's PASFAA Games 2000 happening October 15-18 in Lancaster. The Lancaster Host will serve as our site, located in the heart of outlet shopping, golf, and the Amish community. Get ready to participate in our Olympic Games; it will be a night you won't forget!

Accommodations and Costs

All conference sessions and evening activities will be held at the Lancaster Host. The cost for Sunday and Monday per night will be \$164 single occupancy, \$239 per room/double, \$312.75 per room/triple, or \$383 per room/quad. The price includes dinner on Sunday, October 15, breakfast, lunch and dinner on Monday, October 16, breakfast and lunch on Tuesday, October 17.



Room rates for Tuesday night will be \$134.17 per room/single, \$179.23/double, \$223.26/triple or \$263.68 per room/quad and includes breakfast and lunch on Wednesday October 18. *Note that dinner on Tuesday evening is ON YOUR OWN.*

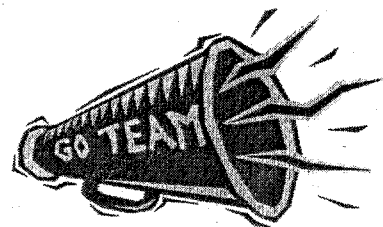
Early arrival rooms will be \$110 per room per night and includes room and tax only. Meal tickets are available for commuters and guests and may be reserved by completing the meal ticket order form accompanying your conference registration packet.



Registration

Registration packets were mailed in early August. Directions, entertainment, and the tentative session agenda were included. If you need additional packets, please contact Barbara Kretsch, Conference Chair, at (570) 342-6404 ext.126. On site registration will be available during the following times:

Sunday, October 15	1:00-5:00
Monday, October 16	8:30-12:00, 2:00-4:00
Tuesday, October 17	8:30-11:00, 1:45-4:45



Dress Code

The conference will be casual. You may want to bring comfortable clothes for Games Night on Monday evening. Conference zipper polar fleece vests (navy blue with the conference logo in red embroidery) will be on sale for \$28.

Calling all Sports!



Entertainment

Sunday, October 15:

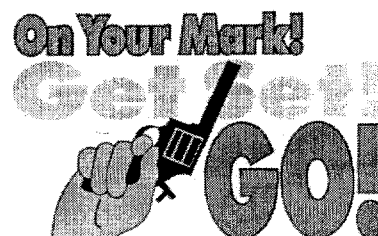
- Opening Business Meeting with prizes and beverages
- F&M Players and Poor Richard's (two student groups from Franklin & Marshall College) will provide evening musical entertainment immediately after dinner.
- The quaint lobby bar will be open until 1:00 A.M. for a relaxing evening.

Monday, October 16:

- Olympic Games Night—prepare yourself for an evening of laughs and sportsmanship!

Tuesday, October 17:

- DJ at Celebrities Lounge located in The Host



We look forward to seeing all of you at the conference. We hope you will have a memorable stay at The Lancaster Host. Let the games begin!

Living Better, Not Busier

Submitted by
Alisa DeStefano
Newsletter Editorial Board

About three years ago, I was in our student union ordering a sandwich for lunch, and the young man waiting on me couldn't get over how much I looked like a friend of his. He kept looking at me and saying, "I can't believe it. You look so much like my friend." He continued, "Now I can tell her what she's going to look like when she gets older." I couldn't believe he said that - to me. I was 37 at the time this student made this poignant observation and I didn't realize, until then, that I looked older. Rationally, I knew I was older, but mentally and emotionally I still felt like I was in my 20's. Needless to say, his comment stung just a little bit.

When I began to have some minor health problems this year, that stung a little bit too, because no longer could I stay up as long as I wanted, or eat whatever I wanted, whenever I wanted. Gone were the days that I could justify that getting up to turn the television channel instead of using the remote could be categorized as aerobic exercise. I needed to start taking care of myself.

This is not an article of researched and proven information about health and nutrition because I haven't done any research. I've just started doing some things differently and here are some of my results.

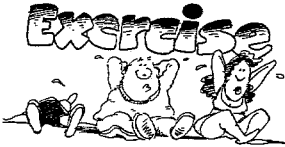
Sleep

I now know why sleep deprivation is used as a torture technique. Without sufficient sleep, you can lose all semblance of reasonable thought and behavior patterns. In other words, I can't stay up as late as I want anymore because the next day I just drag my body around until evening hits. Then I get some kind of second wind around 9 p.m. and I start the whole process over again. But when I started going to sleep earlier, I began to discover that I was more productive the next day, things seemed to fall into place better, and I was happier overall (so was my family since I was less irritable with them).



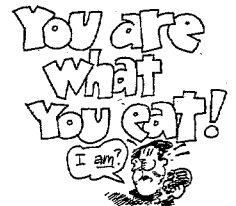
Exercise

It all started last summer when a more energetic friend asked if I wanted to exercise with her in her living room. It had been several years since I had consistently exercised, other than walking and doing sit ups a few weeks before our beach vacation. Therefore I had shied away from exercise, especially aerobics, because it looked hard and took so much motivation to get started. She has since married and moved to California, but I can take it from here on my own. All I needed was a jumpstart and she provided that. I am still amazed how much more energy I have after exercising. I've even started riding my bike to work (before you get impressed, I must tell you I only live 5 blocks from work).



Food

When our oldest child was around a year old, his doctor told us he no longer needed to eat baby food and could now eat whatever we ate. I didn't want him to eat what we ate. What we ate was not very nutritional. I was faced with eating healthy again. Then a local nutritional campaign came out stating that people should eat at least 5 fruits or vegetables a day. I was eating around 2 a day (the rest was mostly carbohydrates in the form of snack foods). I have not given up anything (especially sweets), but now instead of supplementing my starchy diet with a fruit here or there, I eat more protein, fruits and vegetables with a snack here or there.



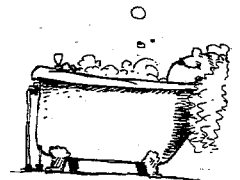
Activities That Make You Happy

There is a lot of truth to the saying, "All work and no play makes Jack a dull boy." My minor health problems put the brakes on the pace I had set for myself, and in the process of having to rest more, I rediscovered reading for pleasure and doing other things I had given up because I was too busy. I don't feel compelled to say "yes" to every request for volunteers, although I admit it's still hard to say no (I tend to get guilt-ridden easily, but that's another article I could write - "How to Say No and Still Be a Good Person").



Do Things for Yourself

I used to have a list of things that I wanted to accomplish every day, and if I accomplished them I would then watch TV or do something I wanted. It was like a reward system imposed on myself by myself. The down side of this system is that my list was so long that I almost never finished it. And the kicker was that if I did finish it, I would add "just one more thing" and in the end, I would not have sat down at all. I now try to approach each day like the people who eat their desserts first. "Life is short, so eat dessert first." Some weekends I do only what is necessary and spend the rest of the weekend doing what I want, instead of the other way around.



Finally...

I believe this saying says it all: "You never hear of someone on their deathbed saying I wish I had spent more time at the office." There has to be a balance. While at work, I try to focus only on work and not on the grocery list in my head; and while at home, I try to focus only on personal things not about what is on my desk because there will always be work on my desk. Never being caught up seems to be inherent to our occupation, which leads to another interesting saying, "God put me on Earth to accomplish a certain number of things. Right now I am so far behind I will never die!" I guess that's one way to live longer. But I don't think it will work, so I'm opting for living better instead of busier.



WASHINGTON UPDATE

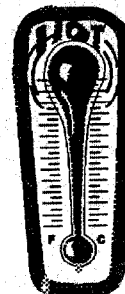
Submitted by
Scott Miller
Federal Relations
Director, PHEAA

Washington Heats Up as Congress Tries to Stay Cool

As this article is being written, the dog days of summer are turning Washington, DC back into the swamp it was before it became the Nation's Capitol. Amid all the sweltering heat, Congress is trying to get its work done before it abandons DC town for an extended break coinciding with this summer's Republican and Democratic conventions.

In anticipation of those conventions, and the Presidential campaign to follow, Congress and the President are engaged in a high-stakes game of "chicken". Republicans are passing individual pieces of last year's tax relief bill – eliminating the estate tax, lowering the "marriage penalty", etc. – and trying to put themselves in position to finish the FY 2001 Appropriations Bills before the September 30, 2000 deadline. The President, meanwhile, is threatening to veto most of the Appropriations bills approved thus far by the House and Senate as well as many of the tax bills. With any luck, most of these issues will have been resolved by the time you read this article, but it's beginning to look like a long, hot legislative summer and fall in DC!

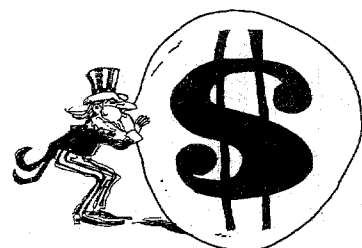
What's



on the Hill?

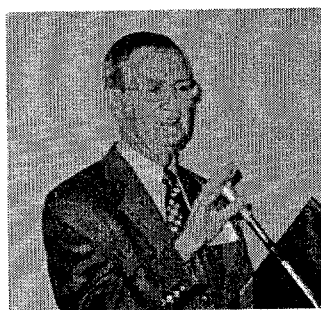
Student Aid to Get a Boost

While I'm reluctant to predict the outcome of most of these contests between Congress and the President, it seems virtually assured that the student financial assistance programs will, once again, receive a substantial funding boost. While the House of Representatives approved only modest funding increases in student aid funding as part of its version of the FY 2001 Labor/HHS/Education funding bill, the Senate has upped the ante significantly. Our very own Senator Arlen Specter gets much of the credit for the extra funding included in the Senate bill. Bucking his party's leadership in the Senate and ignoring the budget constraints that Congress placed on itself this year, Sen.



Specter compiled a bill that would increase the maximum Pell Grant by an unprecedented \$350 (compared to the \$200 increase passed by the House).

Both the House and Senate adopted the President's requests for increases in the SEOG and Federal Work-Study Programs and have provided for additional funding for Perkins Loans, although the Senate provides a bigger increase than the House. And, as usual, the Senate has included funds for the LEAP (formerly the SSIG) Program while the House has "zeroed it out". I'll have a final report for you in the next edition of the PASFAA newsletter, but it seems clear that the news for student aid will be positive. If the process is not over by the time you read this article, please urge your local Member of Congress to support Senator Specter in his crusade to provide meaningful increases in the amount of federal aid available to postsecondary students. If the Appropriations Bill has been finalized, please remember to thank Sen. Specter for his commitment to the student financial aid programs.



Representative Goodling expresses thanks at the PASFAA/PHEAA reception in his honor.

We're Losing a Good Friend in Congress

I would like to take this chance to add my own personal thoughts on the upcoming retirement of Rep. William Goodling of York, PA. As many of you know, Mr. Goodling has chaired the House of Representatives Committee on Education and the Workforce since 1994, when the Republicans became the majority party in the House. Over those years, Mr. Goodling has taken a leadership role in improving the Title IV student financial assistance programs. He was a leader in helping to forge the bi-partisan Higher Education Amendments of 1998 (the so-called "reauthorization" bill) that many thought would never come to pass due to the initial differences between Republicans and Democrats on some key issues. In addition, Mr. Goodling has been a strong advocate for increased student aid funding leading the House last year to approve a resolution stating its desire to increase Pell Grant funding well beyond current levels.

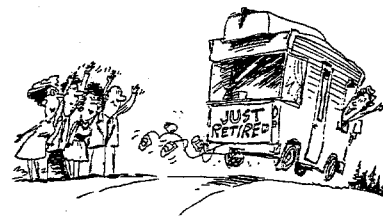
Bill Goodling has been a champion of the programs that we hold dear. His leadership on these issues will be missed by all of us in the student aid community.

I am very pleased that so many PASFAA members joined with PHEAA to express our appreciation to Mr. Goodling at a reception held on Capitol Hill during the NASFAA Conference in Washington, DC. Thank you to all of you who helped make this event such a memorable experience.



Sally Stroup, aide for Representative Goodling.

We will also miss greatly the expertise, style, and wit of his primary staff aide for higher education, Sally Stroup. Sally is a PHEAA alum, and has been a tireless advocate for the interests of increasing and improving student financial assistance. Not an opportunity goes by when Mr. Goodling does not make sure to acknowledge Sally's key role in crafting and passing legislation to improve the student aid programs.

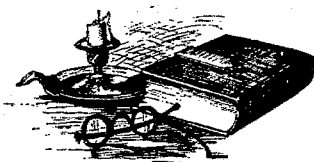


We are not sure what the future holds for Mr. Goodling and for Sally, but we wish them all the best and hope that they fully appreciate how much they have meant to students, parents, schools, and all of the others involved in making postsecondary education possible for the citizens of Pennsylvania and the nation.

This edition, of a series of recommended readings relevant to financial aid, looks at management styles and sources for research.

"Dusting Off the Shelf"

Submitted by
David R. Smedley
Newsletter Editorial Board



In June, at a meeting of the PASFAA Private Sector, convened by Ethel Desmarais of Widener University, I sat through an interesting session on "situational leadership". You might think that how you manage – the style of management you employ on a daily basis – might remain the same. The idea of situational leadership, popularized by Ken Blanchard, in *The One Minute Manager*, and Paul Hersey, management consultants, posits that management style must adapt to the situations at hand, and that your adaptations, as managers, are critical for the success of that which you manage. It's not as common sense as you might think. Blanchard, in his writings and his management seminars, uses the concept of not getting "derailed" and that "staying on track" is the ultimate goal in management. Of course, rails twist and turn, with all sorts of curves, and that is an adequate description of how management issues arise in our daily tasks. Not being familiar with this strain of organizational management theory, it was interesting stuff and the questions posed by many of those who participated in the session were thought provoking. Consider the variety of issues we deal with as financial aid professionals in managing staff in order to maximize counseling effectiveness, loan processing efficiency, etc., while seeking also to promote professional development.

Meanwhile, at the NASFAA Conference in July, I attended a session on "what to do when the President calls" requesting data analysis and how to go about researching such issues. An interesting panel discussion, moderated by our PASFAA Vice President Ken Grugel, ensued. One colleague suggested an approach to marshalling resources for research from within one's institution, while another detailed how "quick and dirty" research can be done via software such as Microsoft Access from downloaded database information. One of the panelists itemized the plethora of generally available resources "out there" in print and on the web to assist in researching issues relating to student aid. They include:

GRRRRRR.



The National Postsecondary Student Aid Study
The College Board Annual Survey, and their annual Trends in Student Aid and Trends in College Pricing reports

IPEDS

Digest of Education Statistics
Statistical Abstract of the United States
Current Population Survey reports
Federal Loan Programs data book
Pell Grant End-of-Year report

The National Association of State Student Grant and Aid Programs Annual Survey report
And, of course, the ifap web-site (www.ifap.ed.gov), which houses publications from the US Department of Education



For further information on this, check out the NASFAA website for the presentation notes from this session.

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

PASFAA Executive Council Meeting

June 5, 2000

PHEAA, Harrisburg, PA

Submitted by
Cindy Haney
PASFAA Secretary

Council Members Present: Bonnie Lee Behm, Cindy Haney, Donna Wilkoski, Danell Schoemaker, Jim Zuzack, Ken Grugel, Julie Salem, George Gerhart, Ron Dawson, John Southwood, Dana Parker, Bill Burke
Invited Guests: Greg Gearhart, Elizabeth McCloud, Ruth Cramer, Clarke Paine, and Leanne Frech
Excused: Ron Dombrowski, Ethel Desmarais

- I. Call to Order – B. Behm called the meeting to order at 9:15 a.m.
- II. Secretary's Report – C. Haney
 - A. C. Haney electronically distributed the minutes from the April 3, 2000 Council Meeting. G. Gerhart made a motion to approve the minutes. J. Salem seconded. Vote taken and minutes approved.
 - B. Council discussed the inclusion of the tag line, "Funding Tomorrows Dreams" with the new PASFAA logo. Committee made a motion to accept a new logo design. Bill Burke seconded. Vote taken and logo approved.
- III. Treasurer's Report – R. Dawson
 - A. R. Dawson submitted a proposed budget for the 2000-2001 year. C. Paine and R. Dawson reviewed each line item of this proposal. C. Paine noted that the directory sponsorship receipts were increased but sponsorship opportunities for the directory will be decreased.
 - B. The Finance and Development Committee recommended increasing the Administrative Travel budget to cover expenses for EASFAA travel and the NASFAA Leadership conference.
 - C. R. Dawson made a motion to set the conference fee to \$125. J. Zuzack seconded. Vote taken and motion approved.
 - D. Training fees were reduced to promote increased attendance at training workshops. R. Dawson made a motion to reduce the training fees to \$20 for members and \$60 for non-members to include the membership fee. K. Grugel seconded. Vote taken and motion approved.
 - E. R. Dawson made a motion to accept the 2000-2001 proposed budget with appropriate changes to the special projects and contingency reserve items. D. Parker seconded. Vote taken and budget approved.
- IV. Committee Reports
 - A. Conference 2000 – B. Behm
 1. B. Behm indicated that a letter had been sent to Chaka Fattah to invite him to be the Keynote speaker at the conference.
 - B. Membership and Elections – Bill Burke
 1. B. Burke nominated an individual for Honorary Life Membership award. J. Southwood seconded. Vote taken and nomination accepted.
 2. B. Burke indicated that two members were nominated for the Distinguished Service Award.
 3. B. Burke reported that current membership stands at 680 as of June 2, 2000.
 - C. Professional Standards and Training – D. Parker
 1. D. Parker nominated an individual for the Emerging Leader Award. C. Haney seconded. Vote taken and nomination approved.
 2. D. Parker distributed PS&T's recommendations for the Statement of Good Practices. D. Parker made a motion to accept the changes. K. Grugel seconded. Vote taken and motion approved.
 - D. Government Relations – K. Grugel
 1. K. Grugel reported that B. Behm received 50 responses for the PASFAA/PHEAA Congressional Breakfast at NASFAA on Tuesday, July 11, 2000 at 8:30 a.m. Buses will leave from the front entrance of the Marriott Wardman Park Hotel at 7:45 a.m.
 2. B. Behm also noted that the PHEAA State Grant Advisory committee received PASFAA's opinions on the NETS Sci-Tech program. As of the council meeting, there had been no movement in the state legislature to make changes to the program for this year.
 - E. Public and Professional Information – C. Haney
 1. C. Haney reminded council of deadline dates for the Summer issue of the newsletter.
 2. C. Haney also asked council members to be sure to take photographs at association events, so that the newsletter editor will have pictures for the newsletter.
 3. The technology committee will be sending out a survey to the members concerning the use of pictures on the secure section of the web page. The results of this survey will determine how the newsletter will be posted on the website.
 - F. Training – L. Frech
 1. B. Burke made a motion to accept the following people to the Training committee: (New Members) Wendy Dunlap, Chris Saadi, Alisa DeStefano, Ed Cunningham, Judy Carter, Mary Kay McCaughan, Sandy Cronin and Ragan Watson as the co-chair. (Returning Members) Julie Louttit, Sherry Youtz, Rich Dombrowski, Lisa Kendi, Randy Harmon. D. Parker seconded. Vote taken and members approved.
 2. The committee will hold six training activities in 2000-2001: Fundamentals (Julie Louttit, chair & Wendy Dunlap, co-chair), Business Trade & Technical series (Sherry Youtz, chair & Chris Saadi, co-chair), Teleconference (Alisa DeStefano, chair & Ed Cunningham, co-chair), Spring Training (Rich Dombrowski, chair & Lisa Kendi, co-chair), Intermediate (Judy Carter, chair & Randy Harmon, co-chair), Don Raley Institute (Mary Kay McCaughan, chair & Sandy Cronin, co-chair).

3. There are 46 people signed up for the Don Raley Institute and 43 for the Financial Aid Basics workshop in June. The instructors will be Danell Schoemaker, Gary Means, Valerie Mockus, Bill Irwin and Sally Ann McCrea.

G. Financial Aid Awareness – E. McCloud

1. The committee recommends continuation of the two-week hotline from 1/15/02 – 1/19/01 and from 1/22/01 – 1/26/01. The committee also recommends that the hotline be shortened to 3 hours per night (5:00 p.m. – 8:00 p.m.) due to low call volume between 8 and 9 p.m.
2. A new hotline number will need to be requested for next year. This new number will need to be heavily advertised since there may be old publications with the wrong toll free number.
3. E. McCloud brought forth the logo suggestions from Keith New at PHEAA. Council went with the committees' recommendation and the banner color of blue and gold.
4. The committee suggests that PASFAA member schools place the Statement of Good Practices/Financial Aid Planning Position Statements on their web sites or provide a link to this portion of the PASFAA web page. G. Gearhart will notify Mary Miller to place this on the web page.

H. Finance and Development – C. Paine

1. The committee sent out information earlier this year on the proposed sponsorship opportunities via electronic announcements to lenders. Lenders will have to submit their bids by 12:00 p.m. on June 15, 2000.
2. A thank you letter has been sent to the sponsors. They will receive recognition in the newsletter and at the conference.
3. PELA asked to be considered as a sponsor and have the same opportunities to sponsor events and items. Council agreed that PELA should have the same opportunities as any of the sponsors.
4. Georgia Prell has agreed to be the next committee chair.

I. Technology – G. Gearhart

1. G. Gearhart made a motion that G. Gearhart and R. Dawson work together to purchase a printer for the treasurer not to exceed \$500. J. Zuzack seconded. Vote taken and motion approved.
2. The committee will be conducting a survey for needed technology training and support.
3. Dan Wray's technical help tips will be on the web page. The committee would also like to put up a PowerPoint presentation on using PowerPoint by Bob Thorn. The committee will also try to get the resource sheets from the Computer Learning Network workshop onto the web.
4. B. Burke and M. Miller are working together to develop an interactive membership application on the web page.
5. The following items will be included in the secure section of the web page: updates to the PASFAA directory, a searchable database of the PASFAA directory. Other items to be included in this section should be sent to Mary Miller.
6. The committee, under the direction of council, is also developing policy and procedures for the web page concerning the password and the message center.

V. Updates

A. Sector Reports

1. Private – E. Desmarais
 - a. Next meetings: June 7, 2000 at Duquesne University and June 8, 2000 at Widener University.
2. State Related – G. Gerhart
 - a. G. Gerhart recommended that PASFAA send a letter of appreciation to the state legislature/PHEAA grant division for their extension of the deadline date and the additional funding for state grants. B. Behm asked K. Grugel to draft a letter and send to her.
3. Institutional Support Services – J. Southwood
 - a. PELA will be holding elections for President, Secretary, and Member-at-Large. Elections will be held July 27, 2000 in the Harrisburg area.
 - b. PELA members will be updating their information with links to their organizations sites on the PELA web site at www.pelalenders.org
4. Public Two-Year – D. Wilkoski
 - a. The sector asked that a sub-committee be formed to draft a letter of concern from PASFAA to Jeff Baker, USDE concerning the Return of Title IV funds policy and how this really affects low cost schools.
5. SSHE – J. Zuzack
 - a. Eleven of 14 SSHE schools met at Toftrees. The next meeting will be held at the conference.

B. EASFAA – R. Cramer

1. EASFAA conference took place on May 21-24, 2000 at Foxwoods Resort and Casino in Ledyard, CT. EASFAA election results are as follows: President-Elect – Robert Shorb, Skidmore College, NY; Vice President – Christine Zuzack, Indiana University of PA; Secretary – Kelly Morrissey, Mount Wachusett Community College, MA.

VI. Old Business

A. Archives/Historian – B. Burke

1. All of the archives have been moved to PHEAA Headquarters. Anna Griswold has been notified and she will begin cataloging the items.

B. Conference 2004 – B. Behm

1. J. Southwood made a motion to have The Penn Stater as the conference site for the 2004 conference with projected dates of October 3-6, 2004 or October 17-20, 2000. G. Gearhart seconded. Discussion followed. Vote taken and motion approved.

C. Retreat – B. Behm

1. Georgia Prell has agreed to head up the PASFAA retreat.
2. G. Gearhart made a motion to authorize a November 12-14, 2000 retreat with a choice of location to be made by the president. J. Southwood seconded. Vote taken and motion approved.

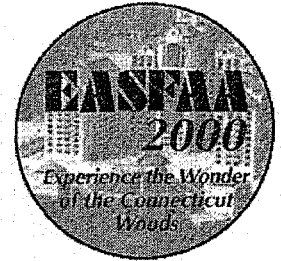
VII. Adjournment

- A. K. Grugel made a motion to adjourn the meeting. D. Wilkoski seconded. Vote taken and the meeting was adjourned at 3:15 p.m.

EASFAA Conference Coverage

Submitted by
Ruth Cramer
EASFAA Liaison

The EASFAA Conference took place May 21-24, 2000 at Foxwoods Resort and Casino in Ledyard, CT, with over 600 in attendance. Sessions focused on federal issues, student development, technology, and professional development.



Ruth Cramer, PASFAA's EASFAA liaison, presents gift basket to Marianne McKiernan, Unipac.

During Tuesday's Business Meeting/Luncheon, each state representative gave a gift characteristic of his or her state to a randomly selected vendor. The winner of the PA gift – a lovely basket filled with such Pennsylvania favorites as funnel cake, apples, and a Hershey bar – was Marianne McKiernan of UNIPAC.

Renee Saleh, who retired from Northampton Community College earlier this year, received one of EASFAA's Service Awards in recognition of her outstanding

leadership, research, and service to the Association over an extended period of time. (Editor's note: See Spring 2000 issue of PASFAA Newsletter for article highlighting Renee's career in aid.)



PASFAA members at the EASFAA Conference.

Election results were announced as follows:

President-Elect
Vice President
Secretary

Robert Shorb, Skidmore College, NY
our own Christine Zuzack, Indiana University of PA
Kelly Morrissey, Mount Wachusett Community College, MA

EASFAA Council participated in a retreat at The Black Point Inn in Scarborough, Maine, on June 11-13, 2000. Agenda items included 2000-2001 objectives, review of policies and procedures, the strategic long-range plan, and state and committee reports. EASFAA's 2003 conference will be held in PA, with the site as yet undecided.

We hope you enjoy this feature about what it's really like to work in financial aid. Share your humorous experiences with us for future issues by contacting the Newsletter Editor.

I Thought I'd heard it all until..."

Submitted by
Judy Rile
Newsletter Editorial Board

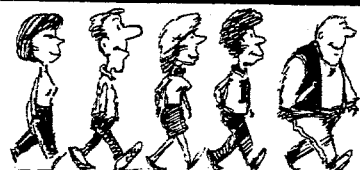
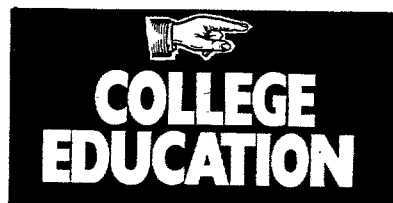
And then there is the mother who is enrolled in a cake decorating class and wants us to deduct the cost of her "tuition". By learning this skill, she claims she will be able to make more money to contribute to her daughter's education. (Editor's note: Would a half sheet cake qualify for half time enrollment?)



This is the first in a series of articles about planning, academically and financially, for a higher education.

Early Awareness: Now is the Time!

Submitted by
Patty Hladio
Newsletter Editorial Board

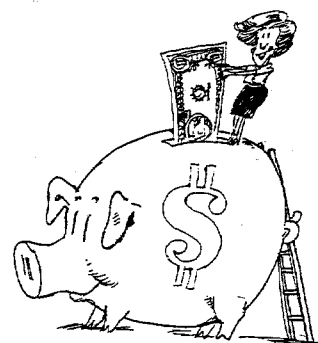


As we begin to catch our breath after making it through one more summer of packaging aid and certifying loans, now would be a good time to think about ways that we, individually or collectively, could impact a whole new generation of students. Now is the time to begin outreach to junior high and even middle school students, making them aware of the possibilities for higher education.

More than ever before, a college education is becoming a MUST for those who want to get ahead in the 21st century. Employers indicate that everyone will need more education in our highly technical, highly changeable job market. Giving our young students the message now that post-secondary education is possible will not only benefit the students, but it will benefit our

workforce and our society.

According to the Occupational Outlook Quarterly (Fall 1999), "the more you learn, the more you earn – and the less likely you are to be unemployed." They cite Bureau of Labor Statistics data reflecting that the median annual earnings in 1997 was \$26,000 for workers with high school diplomas, \$31,700 for those with associate degrees, \$40,100 for those with bachelor's degrees and \$71,700 for those with professional degrees. They also cite that the unemployment rate in 1998 was 4% for workers with a high school diploma, 2.5% for those with an associate's degree, 1.9% for those with a bachelor's degree and 1.3% for those with a professional degree. These statistics simply emphasize the need for our students to plan for post-secondary education, especially while they're young with their options wide open.

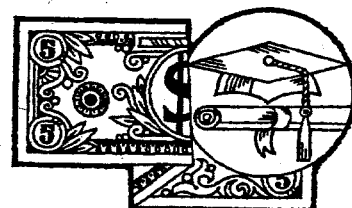


As you might expect, the college attendance rate of students from lower-income families is substantially lower than that of those from higher income families. On the Department of Education's Gear Up website (<http://www.ed.gov/gearup>), NCES statistics are cited reflecting that in 1995, 83% of high school graduates from high-income families, aged 18-24, were enrolled in college the October following high school; while 56% from middle income families were enrolled, and only 34% from low-income families were enrolled. How many students fail to pursue higher education because they failed to prepare for it financially or academically? How many families fail to

support the dream of higher education for their young children simply because they aren't familiar with the process?

In our profession and in our association, we have done a great job reaching out to our high schools through participation in financial aid nights, college fairs, high school visit days to campus and many other initiatives. Let's begin to seriously think about what efforts we can undertake to reach out to the 10-14 year olds and plant seeds in them right now for post-secondary education.

Share your early awareness strategies. Please contact Patty Hladio (patty.hladio@sru.edu) about outreach activities that have been successful for you, or that you know have been used by others, for use in a future article.

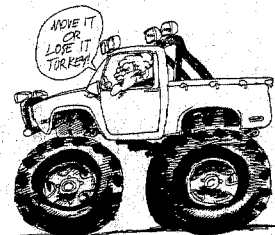


In lieu of the PELA report, Dana French shares how she learned to put life in perspective. The regular PELA column will resume with the next issue.

"Don't Sweat the Small Stuff... (and it's all small stuff)"

Submitted by
Dana French
Newsletter Editorial Board

As a change of pace, I am sharing a book that has made a noticeable difference in my personal life, and in turn, improved my professional life. Before you dismiss this as one of those "new age" or "psycho babble" books, read on. Although first published in 1997, I only recently was introduced to Dr. Richard Carlson's *Don't Sweat the Small Stuff...and it's all small stuff*. During dinner with Nan Sninsky, of Washington & Jefferson College, the topic of aggressive driving came up. Nan and I admitted to the practice on many occasions. It was Nan who shared her quest to become less aggressive, and ultimately, a less stressed driver based on Dr. Carlson's writings. After discussing many of the *Don't Sweat the Small Stuff* concepts, I decided that I needed this book.



Don't Sweat the Small Stuff has common sense approaches to the art of peaceful, less stressed living. The book is filled with insightful views of how we can make changes in our lives and reap the benefits of less stress and, ultimately, more happiness. The changes are not all big ones. Many are simple ideas that can make a difference.

One of my favorite concepts is **"remember when you die, your 'in' box won't be empty."** How many of us look at the files and piles of papers on our desk and think that we will have accomplished a great achievement when the work is all done. But, do we ever really get all of those things done before something else is added? According to Dr. Carlson, life is one big "in basket." He reminds us that "the purpose of life isn't to get it all done, but to enjoy each step along the way and live a life filled with love." By doing this, it is his belief that we become less obsessed with what we have to do and still get it done anyway. His last words on the concept are perhaps the most powerful. When we die, "there will still be unfinished business" and "someone else will do it for you."



Another concept is to **"become more patient."** I am usually not impatient, but it is interesting when my lack of patience showed itself – an elderly driver slowly cruising in the passing lane or waiting in the grocery store because only two registers were open. Although we can't control all of the things that test our patience, we can control our reaction to them. By accepting the situation for what it is, rather than what you want it to be, you will gain a sense of inner peace that allows you to become more patient. Dr. Carlson suggests that we use the time we spend waiting in traffic, for instance, to decompress the day's stresses and leave them behind before arriving home. Or, practice slow, controlled breathing while remembering that most of these inconveniences are really "small stuff." I still become impatient but it isn't as often and I am quickly able to diffuse the frustration that I normally felt.

One of the most unpleasant, but thought provoking concepts involves **"imagining yourself at your own funeral."** We've all heard various versions of this idea. Dr. Carlson's version involves examining our priorities and spending more time doing things we enjoy with the people we love and worrying less about things that don't really matter. The idea also "allows you to look back at your life while you still have the chance to make some important changes." This self-evaluation "will remind you of the kind of person you want to be and the priorities that are most important to you." What have I done differently in my life because of this idea? Even when I'm in a hurry on a Saturday morning, I call my Mom or a friend just to say hello. My husband and I also take the time to truly talk without the interference of television or required business "homework." It has made me appreciate what really is important in my life.



Dr. Carlson also reminds us to **"be happy where you are."** I am not sure if it was a normal maturation process or the result of personal tragedy, but I began living this idea some time ago. Yet, I sometimes revert to a pattern that affects many people. We tell ourselves that "someday I'll be happy" when we accomplish an entire list of

things. Yet each time something is accomplished, we fret over one more. Time keeps moving on and before you know it, you've lived your life wishing for things rather than enjoying the challenges we face along the way. Carlson ends this section with a quote from Alfred D'Souza that sums it up well. Souza said, "For a long time it seemed to me that life was about to begin – real life. But there was always some obstacle in the way, something to be got through first, some unfinished business, time still to be served, a debt to be paid. Then life would begin. At last it dawned on me that these obstacles were my life."



Another memorable concept Carlson covers is "**remember 100 years from now, all new people**". In the big scope of things, 100 years is not a long time, but yet none of us will be here. This idea can fill us with needed perspective during times of perceived crisis and stress. If the neighbor's kids break your rosebush (again) or your husband leaves his dirty socks on the floor, how important will these things be in 100 years? We can reduce stressful times by "remembering that 100 years from now, no one will remember the moment, no one will care." This allows us to not "sweat the small stuff."

PLAIN
Simple

Although I only covered five of Carson's 100 concepts in the book, I hope that it may be food for thought. There is something for everyone in his writings. For me, I truly am happier and less stressed. I have also developed a stronger appreciation for the special people in my life and enjoy the time I spend with them more than ever. For those of you who are intrigued enough to make a trip to the bookstore, it wasn't me that cut you off in traffic today.

Pennsylvania Association of Student Financial Administrators Statement of Good Practices

Submitted by
Dana Parker
President-Elect

The primary purpose of student aid is to provide financial resources to students who would otherwise be unable to pursue post-secondary education.

The Financial Aid Administrator:

1. Shall recognize that the primary responsibility for financing post-secondary education rests with the student and his/her family. Financial assistance from institutions and other sources is only intended as supplementary to the efforts of the family.
2. Shall exercise adequate controls to ensure that need-based aid awards do not exceed documented need.
3. Shall award all aid on the basis of demonstrated financial need except where funds are designated for other criteria such as academic achievements or special talents.
4. Shall help students seek, obtain, and make the best use of all financial resources available.
5. Shall make every effort to meet the demonstrated needs of all students to the extent funding will permit in an ethical manner.
6. Shall provide in all appropriate literature a clear statement of the actual costs of attendance, which shall include both the direct and indirect costs.
7. Shall inform the student of all conditions under which an award is granted at the time the offer is made.
8. Shall refrain from and discourage others from making any public announcement of the amount or type of need-based financial aid awarded to a student in order to protect the confidentiality of the economic circumstances of the student and his/her family.
9. Shall respect the confidentiality of student records. Information should be released only on the written consent of the student and/or his or her family, and all policies and procedures should protect the student's right of privacy.
10. Shall oppose the administration of aid to accomplish disciplinary objectives.
11. Shall, when preparing funding requests, estimate needs honestly and fairly.

PASFAA

BUSINESS, TRADE & TECHNICAL SECTOR

*Submitted by
Rich Dombrowski
Business, Trade
& Technical
Sector Representative*

Whew! Summer is flying by and very soon another fall season will be upon us – the crunch of fallen leaves, cool evenings and the PASFAA Conference, October 15-18 at the Lancaster Host Resort. Please try to attend; representation from all sectors will only help promote changes that are beneficial for the students and schools.

Looking ahead, I would appreciate any topics for the Spring Training program that will be held next year. What topics would you like to see discussed fellow BT&Ter's? What issues do you have? Your input will lead to increased credibility for our sector. I would appreciate knowing your thoughts and suggestions regarding this. All sectors are free to give me ideas on the Spring Training. Please call, e-mail, or write me on this subject or any other items on your mind.

Enjoy and have fun until next time. See you in the fall at the conference!

PUBLIC TWO-YEAR SECTOR

*Submitted by
Donna Wilkoski
Public Two-Year
Sector Representative*

Hello, everyone! Well, another summer is almost over which only means two things – we are all exhausted, and the weather is starting to change. Am I right? Thought I might be.

I hope to see you all at the PASFAA Conference. There is time in the agenda for sector meetings to take place. Please attend. If you are not fortunate enough to make the conference, then plan to attend the fall sector meeting in Carlisle on November 16-17, 2000. I have reserved a block of rooms at the Holiday Inn in Carlisle. Make your reservations by calling the hotel, at (717) 245-2400 and mention PASFAA to get the block room rate. Of course, I will be requesting agenda items for both meetings. If you need to reach me, you can call (215) 968-8206, or email me at wilkoski@bucks.edu.

On another note, I just want to thank Joan and her fine staff for this informative newsletter. It keeps getting bigger and better all the time. If you have any newsworthy items to share with us, please send them to Joan. She is always requesting information. Also, if you are a camera buff and enjoy taking pictures or have pictures that you may have shot at any of our activities throughout the year, remember the newsletter.

SSHE SECTOR

*Submitted by
Jim Zuzack
SSHE Sector
Representative*

For those who were unable to attend the NASFAA conference in July, I believe you missed a very good national conference. There were several highlights for Pennsylvanians: the State Award for Service went to Pennsylvania for the YMCA Mentor Program, PA's Rachael Lohman of Wilkes University took over as the National Chair of NASFAA, a good showing of PASFAA members honored Congressman William Goodling for his long time contributions to Student Financial Aid at a breakfast "on the Hill", and a special "Student Success Stories" session was an inspiring and moving tribute to the daily work we all do to help our students.

We are looking forward to our next conference in October at the Lancaster Host. At PASFAA, we will hold our next sector meeting. Please contact me with any issues that you would like to discuss at the meeting.

Finally, keep in mind that all the work that PASFAA does – the conference, the training, the public awareness to name a few – is done by volunteers. The organization is always in need of persons who are willing to give of their time and expertise. Please consider becoming one of these volunteers. Please contact me for more information and complete the volunteer form from the last newsletter. See you in Lancaster in October!

STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

I trust that you enjoyed some relaxation and fun during the summer and that you're re-energized for another exciting year in financial aid. Welcome back.

We, on the Executive Council, are looking forward to reviewing an analysis of the results of the change in the state grant deadline to August 1 for new applicants. While this came as a result of a significant increase in state funding, and may be just a one time occurrence, I am interested in looking at the data on the students who applied after May 1. My supposition is that most enrolled at public institutions. Confirmation of that would lead me to urge PHEAA to keep the deadline at August 1 and urge the legislature to support that with appropriate funding.

One of our own sector members has been appointed as the new Regional Director for PHEAA in the Williamsport office. Congratulations to Don Shade, formerly of Penn College of Technology.

Please consider volunteering for a committee assignment this year. We need more members of our sector to assist with the programs and services of our Association. We particularly need people to present the annual workshop to high school counselors. The powerpoint presentation, outline, and handouts have been prepared by the Professional Standards and Training Committee and PHEAA, so your participation would be relatively simple and not terribly time consuming.

You have my best wishes for a wonderful year. I look forward to seeing you at the annual conference in Lancaster.

INSTITUTIONAL AT-LARGE SECTOR

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

By now, you have received your request to volunteer your services for the Guidance Counselor Workshops scheduled throughout Pennsylvania from November through December. Please take time to consider presenting at one of the sites. If you are looking for ways to become active in PASFAA, this is a great opportunity. We are particularly in need of volunteers for the rural areas. Every attempt will be made to keep you as close to your home as possible. Thanks for supporting this worthwhile endeavor.

NURSING SECTOR

*Submitted by
Danell Schoemaker
Nursing Sector
Representative*

I hope everyone is enjoying the last few days of summer – picnics, beaches, mountains, food and vacations. Oh by the way, did I forget to mention reviewing of files, verification and packaging? I hope everyone is enjoying this time of year even through all the crazy days of trying to complete the many tasks associated with financial aid and continuing to keep up to date with all the changes.

I would like to personally welcome all the new or fairly new folks that I met while serving as a faculty member at the Don Raley Summer Institute in June. I hope that you all benefited from the week and that we were able to help you through some struggles. During the week, I not only shared my financial aid experience with others, but I was able to gain knowledge back from those who came for the training. I learned that there are many "one person offices" where the individual wears many hats. In that regard, there seems to be a need for some type of workshop on "how to get set up" and run an office such as this most effectively. Please provide me some feedback on whether you feel that this would be a good session to try to cover in the near future.

I am still plugging away on updating a directory for our sector and hope to have it out to all of you soon. My apologies in not having it to you sooner. I hope everyone is planning on attending the upcoming PASFAA Conference being held at the Lancaster Host Resort. As you know, a conference is a great place to network and share ideas with others.

Enjoy the rest of your summer and feel free to contact me at (610) 988-8958 or rhsn@fast.net if I can be of assistance in any way. Happy sailing!

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
John Southwood
Institutional Support
Services Sector
Representative*

Linda Romanak of Allfirst Bank will be the host for the July 27 PELA meeting in Harrisburg. Elections for several offices will be held. PELA members thank Linda and Allfirst for hosting our meeting!

PASSCAC completed 1999-2000 with a record number attending its 37th annual conference. Over 650 Pennsylvania High School Counselors and College Admissions members were treated to 2 1/2 days of information-packed interest sessions. Time was found for lively evening events as well.

PRIVATE SECTOR

*Submitted by
Ethel Desmarais
Private Sector
Representative*

Approximately 30 participants took a breather from June packaging to attend the private sector meetings held at Duquesne University and Widener University on June 7-8. This year's meetings provided an opportunity for professional development, a state grant update, and the chance to get together and network.

Dan Brent, Professional Development Officer for CitiBank, facilitated two professional training workshops, Situational Leadership and Collaboration in a Dilbert World. In the Situational Leadership workshop, Mr. Brent explained the four leadership styles in the Hersey-Blanchard theory – direct, coach, delegate, encourage. According to this management theory, leadership is driven by the employee's needs, not the manager's needs. A leader must be able to move from style to style in response to different situations. Through self-assessment instruments and role-playing, the workshop participants had a chance to examine our own management skills and to consider management approaches outside our comfort zones.

During the second workshop, Collaboration in a Dilbert World, Mr. Brent contrasted Dilbert's world-view ("look for ways to make other people and departments look stupid and unproductive") with a collaborative office environment. Participants laughed at Dilbert cartoons, but also learned the difference between behaviors that are trust busters and those that are trust builders.

Two representatives from PHEAA, Mary Beth Kelly, Director of the PA State Grant Program at the eastern meeting, and Mary Miller, Western Regional Manager at the western meeting, responded to questions submitted beforehand by the membership about the PA State Grant Programs. They also provided updates on the PA State Grant and Sci-Tech Programs.

During an informal "open item" discussion, we considered the appropriateness of placing members' pictures on the PASFAA website. Those in attendance were not opposed to the idea. Do you feel differently? If so, please let me know.

Finally, we discussed whether or not it was important to hold a sector meeting outside of the fall conference. Those who attended the June meetings enjoyed the day, and provided positive feedback, but only a fraction of our membership was able to attend. Perhaps there is a better time? Better locations? Better topics? This seems to be an annual question. The response I heard from those attending the eastern meeting was that a private sector meeting should be held next year only if an issue(s) comes forward that warrants a meeting. In the west, I received feedback that getting together just for networking purposes was reason enough to hold a meeting. Please think about it. I'll ask again at the fall conference meeting.

Best wishes for a smooth fall registration!



FROM THE EDITOR'S DESK

Congratulations to the members of PASFAA who were recognized at the 2000 NASFAA Conference in July. Perhaps you were a mentor in the YMCA program and have helped someone less experienced or maybe you were the newer aid administrator, under the wings of someone with more "battle scars," who now has a wider knowledge base and more confidence. Perhaps, you supported Rachael Lohman, the new NASFAA National Chair, during her term as NASFAA Chair-Elect and as PASFAA President or served with her in the many committees she has chaired over the years. In her note of thanks printed elsewhere in this issue, Rachael credits her national success to those close to home for allowing her to grow. We hope you will continue to extend your support to Rachael during this busy year ahead. Whatever your level of participation, as a member of PASFAA you can be proud of an organization that continues to grow and evolve.

Joan L. Holleran

Joan L. Holleran

PASFAA Newsletter Editor

PASFAA BULLETIN BOARD

By Members

Don Shade, former Director of Financial Aid at PA College of Technology, has assumed the position of Regional Director for PHEAA in the North Central region.

Nick Flocco, formerly at Drexel University, accepted the Director of Financial Aid position at the University of the Sciences.

PASFAA welcomes back **Doug Bucher**, past EASFAA President and formerly at NYU, who became the Director of Financial Aid at Drexel University.

Another former Pennsylvanian returned to the Keystone State. **Ginny Elizondro** joined the staff of Ursinus College as Financial Services Counselor.

Jeanne Cavalieri-Grover, formerly at Drexel University, became the Director of Financial Aid at Chestnut Hill College.

Peter Lysionek, formerly at Philadelphia College of Osteopathic Medicine, is the new Director of Financial Aid at Immaculata College.

Farewell to **Travis Roy**, Philadelphia College of Bible, who is moving back to Indiana to join a family business.

Chris Zuzack, Indiana University of PA, was elected EASFAA Vice President for the 2000-2001 term.

Donna Cerza, College Misericordia, was promoted to Assistant Director of Financial Aid.

Margaret Hynosky, University of Scranton, was promoted to Associate Director of Financial Aid.

John McKenna, PELA President and formerly with Citibank Student Loan Corp., has joined Educaid, a First Union Company, as Regional Account Executive, primarily in the eastern Pennsylvania region.

Chris Pesotski and his wife, Tricia Lee, had their first son, John William on 6/26/00. The time of his birth was also 6:26! Chris is the Assistant Director/Work Study Coordinator at Widener University.

Maryann Dudas was promoted to Director of Financial Aid at Seton Hill College.

Congratulations to **Cindy Haney**, Montgomery County Community College, who is engaged to be married November 4 to Paul Fort. We hear that her fiancé proposed when she returned home from a PASFAA Council meeting.

Ed Moyer was promoted to Associate Director of Financial Aid at Wilkes University.

Welcome to **Jessica Lancaster**, the Financial Aid Officer at the new Chambersburg Campus of Thompson Institute. Jessica attended the Don Raley Institute in June to prepare her for her new duties, having previously worked in the Business Office of the Harrisburg Campus of Thompson Institute.

Chris Zuzack, IUP; **Linda Anderson**, Carnegie Mellon; **George Walter**, Villanova University; **Fran McKeown**, Bucks CCC; **Doug Bucher**, Drexel University; **Patty Hladio**, Slippery Rock University; **Bill Stanford**, Lehigh University; and **Ken Grugel**, Clarion University all made presentations at the recent NASFAA Conference held in Washington, DC.

About Members

Thank You to All My PASFAA Friends

Thank you to everyone who sent cards, gifts and get well prayers and thoughts. I deeply appreciate all the wonderful messages. It was uplifting to read the personal greetings. This has been quite an experience and I feel very blessed to have so many fine friends and colleagues pulling for me.

"Don't take your organs to heaven... Heaven knows we need them here." If you have not agreed to be an organ donor, please come and chat with me if I am able to attend the PASFAA Conference. Call PA Department of Transportation to designate ORGAN DONOR on your PA driver's license or when you renew your license. Also, let your family know so they are aware of your wishes. My future is brighter thanks to a family who lost a loved one and unselfishly thought of someone else during their grief.

Thank you again my friends.

Diane
Diane Fegely



Diane Fegely

(Editor's note: Diane is an Assistant Director of Financial Aid at Kutztown University. She underwent a successful liver transplant May 24 at the University of Pittsburgh Medical Center - Presbyterian Hospital.)

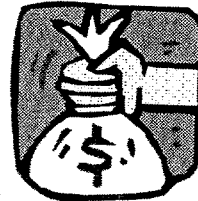
We want to recognize and thank the following sponsors who are providing generous support for PASFAA activities for the 1999-2000 fiscal year:

Platinum (\$8,000 and above): PHEAA, PNC Bank, SallieMae

Gold (\$6,000 - \$7,999): Citibank, Educaid - a First Union Company, Fleet Bank, Key Education Resources, Mellon Bank

Silver (\$4,000 - \$5,999): AMS Education Loan Trust, Chase Manhattan Bank, National City

Bronze (\$3,000 - \$3,999): Access Group, Inc.



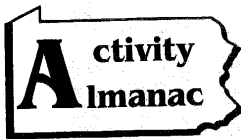
PASFAA Directory Update

Submitted by
Bill Burke
Membership & Elections Chair

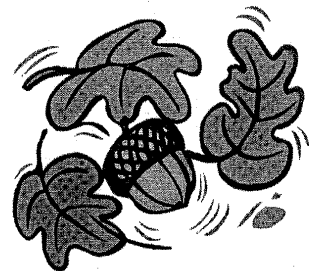
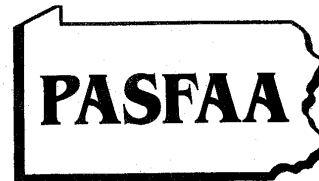
Name Title	Institution Street	City Email Address	State Zip Fax Number	Phone Number	MC TERM
LOCONTO ROBERT F VP, NORTHEAST REGIONAL	KEY EDUCATION RESOURCES 745 ATLANTIC AVE., SUITE 300	BOSTON robert_f_loconto@keybank.com	MA 02111 2735	800 5394363 617 4518990	A
MALCHANO LINDA J DIRECTOR OF FINANCIAL AID	MEDIAN SCHOOL 125 7TH STREET	PITTSBURGH	PA 15222	412 3910422 412 2324348	R
MCGUIRE ELLEN E DIRECTOR OF FINANCIAL AID	KING'S COLLEGE 133 N. RIVER ST	WILKES-BARRE eemcguir@kings.edu	PA 18711	570 2085868 570 2086015	R CG00821
SMITH BRANDON CAMPUS COORDINATOR	CAMPUS DOOR, INC. 1501 COMMERCE AVE	CARLISLE bsmith@campuschool.com	PA 17013	717 2413189 717 2413180	A



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October 15-18, 2000	PASFAA 2000 Conference, Lancaster
October 14-15	Fundamentals Workshop, prior to PASFAA Conf.
November 2000	High School Counselor Workshops
November/December 2000	Business, Trade & Technical Workshops
May 19-23, 2001	EASFAA 2001 Conference
July 22-25, 2001	NASFAA 2001 Conference, Nashville, TN
October, 2001	PASFAA 2001 Conference, Seven Springs



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