

Jeffrey Talley, B.F.A., Kutztown University, 2002

Magic and Mystery in the Mountains

Seven Springs Mountain Resort

October 21-24, 2001

33rd Annual Conference
October 21-24, 2001



SEVEN SPRINGS
MOUNTAIN RESORT

FEATURES

- President's Letter
- Nominees for Office
- Summer Institutes End Year
- NASFAA Conference Events
- 2001 Conference Preview
- High School Counselor Workshops
- e-Signatures for Loans
- Spotlight on Conference Committee
- Council Minutes
- Sector and Committee Reports

2000-01 PASFAA EXECUTIVE COUNCIL

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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 2000-01

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2. PUBLICATION SCHEDULE

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

Winter 2002 issue:	articles due November 15
Spring 2002 issue:	articles due February 15
Summer 2002 issue:	articles due May 15
Fall 2002 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 Bonnie Lee Behm, Villanova University, Office of Financial Assistance, 800 Lancaster Ave., Villanova, PA 19085 or bonnie.behm@villanova.edu. The 2000-01 membership list is maintained at Villanova University.

2. 2000-01 PASFAA COMMITTEES

Government Relations	Ken Grugel
Membership	Ken Grugel
Association Governance	Bonnie Behm
Public and Professional Information	Suzanne Sparrow
Technology Advisory Group	Greg Gearhart
2001 Conference	Nan Sninsky
Financial Aid Training	Randy Harmon
Financial Aid Awareness/Hotline	Jennifer Liedtka
Finance and Development	Georgia Prell

3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Bonnie Behm, Villanova University, for information about 2000-01 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:

Have you sat on the other side of the desk, trying to figure out how you can afford to get your own children through college? No matter how long you have been in the financial aid profession, it's one thing to talk to families about aid and it can be a very different thing to be the applicant. So far Debbie and I have helped Nathaniel with his expenses while he earned his undergraduate degree; he's now in law school and the Department of Education considers him to be an independent student. And we've helped Wesley too; he is on track to graduate this coming May. They both borrowed to help finance college (have you experienced co-signing for your children's loans?), just like many of the students you have counseled. They had the advantages of having parents (and grandparents) who went to college, parents who could help finance their education, and they made great college choices by enrolling at West Chester (where they were eligible for tuition waivers!). As financial aid applicants, we navigated the process without too many problems.

But many of the students you and I counsel do not have those advantages and do not navigate the process as easily. I returned from the NASFAA Conference in Nashville challenged by speakers Frank McCourt and Edward James Olmos to continue to advocate for need-based aid and to work for access to higher education for all students. And we should all rise to Representative McKeon's challenge to help identify regulations that do not make sense and need to be eliminated. As individuals and as an association, we need to continue to work to make college affordable for the families sitting on the other side of the desk.

The PASFAA Website Resource Guide is an example of the Association's work to help families prepare for college. It is a reference guide to some of the best college planning web sites that are important to financial aid administrators, guidance counselors, students, and parents. These include planning for savings, debt management, credit, repayment, college search, financial aid resources, and auxiliary sites. We have received positive feedback on the guide from you and from the guidance counselors who received them at the Guidance Counselor Workshops this past fall. And others agree – in Nashville we received the NASFAA State Award for Service to Other Constituencies! Congratulations and thanks to Greg Gearhart and the members of PASFAA's Technology Advisory Group for developing the guide.

Changing topics – it's election time again in the Association. Please give thoughtful consideration to the candidates listed in this edition of the newsletter. And consider ways that you will volunteer to serve PASFAA during the coming year. At our conference in October, the Association plans to have a table in the vendor area where you may ask about PASFAA committees and other service opportunities – and of course volunteer forms will be available! Please stop by our table and visit.

Thank you for the opportunity to serve PASFAA – it has been a great experience. Now I need to start planning for my two-year-old grandson's college expenses. I wonder who will be sitting behind the desk when Nathaniel Jr. starts to visit colleges with his dad!

Sincerely,



Dana C. Parker
PASFAA President

PASFAA 2001 Elections

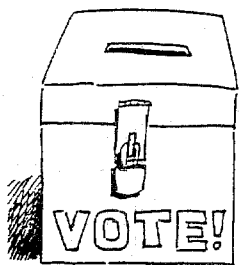
Submitted by
Bonnie Lee Behm
PASFAA Past President

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. In addition to the names listed in the newsletter, the Sector Representative for the Business Trade and Technical Sector remains as an open position.

Ballots will be placed in the conference packets for individuals eligible to vote. Active members may vote for the Office of President-Elect, Public Two-Year, Private, State Related, SSHE, Business Trade & Technical, Nursing and At-large Sector Representatives. Associate members will be eligible to vote for the Institutional Support Sector Representative.

At the opening session of the annual business meeting on Sunday, October 21, 2001, 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 noon on Tuesday, October 24, 2001. 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 2001-2002 year. On the 2001 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 21, 2001. Ballots will be mailed upon receipt of a request. The completed ballot must be returned to the Past President at least one week prior to the start of the conference, using the double envelope method. The Past President 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 Bonnie Lee Behm, Past President.

Candidates for Office

President-Elect

Barbara Schmitt
Robert Thorn

Johnson Technical Institute
California University of PA

Sector Representatives Nursing

Tracey Wassel

Citizens General Hosp. School of Nursing

Private

M. Clarke Paine

Elizabethtown College

Public Two Year

Mary Kosin

Luzerne County Community College

SSHE

Dwight Horsey

Millersville University

State-Related

William Barber
Robert Snyder

Lincoln University
Pennsylvania State University

At-Large

Margaret Hynosky
Dana Suter

University of Scranton
Pennsylvania College of Technology

Institutional Support Services

Michael Bertonaschi
John McKenna

Nellie Mae
Educaid/a First Union Company

PASFAA ELECTION NOMINEES

PRESIDENT-ELECT



Barbara L. Schmitt
Director of Financial Aid
Johnson Technical Institute
1995 - Present

PREVIOUS EMPLOYMENT

- 1990-1995 Director of Financial Aid
Keystone College

EDUCATION

- B.S. Business Management, N.C. State Univ., 1983

PROFESSIONAL ACTIVITIES

PASFAA

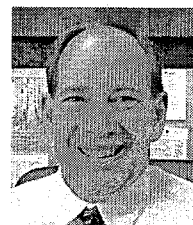
- 2001 Chair, Conference Committee
- 1999-2001 Conference Committee
- 1997 PASFAA Financial Aid Hotline
- 1997-1999, 1995-1997 Two-Year Private Sector Rep.
- 1994 Guidance Counselor Workshop

PHEAA

- DataLink Advisory Committee
- FISAP Advisory Committee
- PLUS Advisory Committee
- Redesign Committee
- ESG Committee

"My involvement with PASFAA has provided a wealth of opportunity for growth, knowledge and friendships, but none of it would have been possible without role models. Participating in PASFAA has given me the chance to observe first-hand the time and effort our presidents have put into this organization and how all of them have left a legacy. I see the presidency as an opportunity to build upon the efforts of past presidents and serve as a role model for new colleagues waiting to take that first step toward an active role in PASFAA."

PRESIDENT-ELECT



Robert J. Thorn
Director of Financial Aid
California University of PA
1993 - Present

PREVIOUS EMPLOYMENT

- 1991-1993 Associate Director of Financial Aid
Ohio University
- 1986-1991 Assistant Director of Financial Aid
Ohio University
- 1983-1986 Director of Financial Aid
Alderson-Broadbudd College
- 1981-1983 Admissions Counselor
Alderson-Broadbudd College

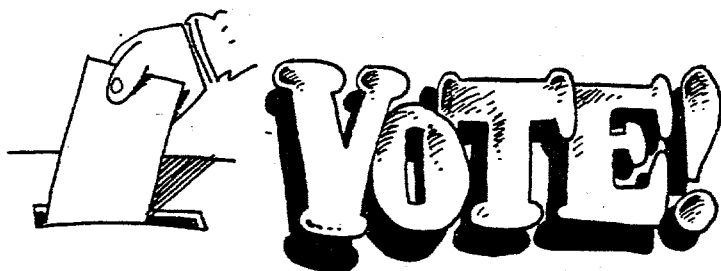
EDUCATION

- M.Ed. Higher Educ. Admin., Ohio University, 1990
- B.S. Accounting, Alderson-Broadbudd College, 1981
- A.A. Applied Business, Kent State University, 1979

PROFESSIONAL ACTIVITIES

- 2001 PHEAA PLUS Loan Advisory Committee
- 1999-2000 YMCA Mentor
- 1997 PASFAA Financial Aid Hotline
- 1997, 98, 99 PASFAA Conference Presenter
- 1998-1999 Chair, PASFAA Technology Committee
- 1997-1998 Vice Chair, PASFAA Technology Comm.
- 1997-1999 SSHE Tuition Policy Committee
- 1995-1997 PASFAA Prof. Standards & Train. Comm.
- 1995-1997 PASFAA SSHE Sector Representative
- 1992-1993 SE Ohio Guid. Couns. Wrkshp. Trainer
- 1984-1986 WV Fin. Aid Awareness Week Presenter
- 1984-1986 WV Grant Advisory Board

"As President-Elect of PASFAA, I will have the opportunity to give back to an organization that has given much to me since my arrival in Pennsylvania nearly eight years ago. During that time, I have been involved at various levels within PASFAA as sector representative, Technology Chair, and conference presenter. For many reasons, I was unable to be involved in PASFAA as much as I would have liked the past few years. I can honestly say that I missed those opportunities for professional growth, but more importantly, I missed the opportunity to share ideas and serve my colleagues. As a strictly volunteer organization, the primary success and growth of our Association rests on the willingness of our members to give of their time and talents. Through the years, PASFAA has had many 'heroes of service' who have given unselfishly of their time and talents for the benefit of the association. Because of their efforts, we have an organization that is not only strong and growing, but has vision for the future. I wish to do my part in continuing that legacy by serving as the next President-Elect of PASFAA. I look forward to the opportunity to serve my colleagues in this capacity."



PASFAA ELECTION NOMINEES

Nursing Sector Representative



Tracey A. Wassel
Director of Financial Aid
Citizens General Hospital School of Nursing
1987 - Present

PREVIOUS EMPLOYMENT

- Present Financial Aid Consultant
Wassel Consulting
- 1984-1987 Assistant Director of Financial Aid
Point Park College
- 1984 Temporary Clerk, Financial Aid
Point Park College
- 1980-1983 Student Assistant, Financial Aid
Point Park College

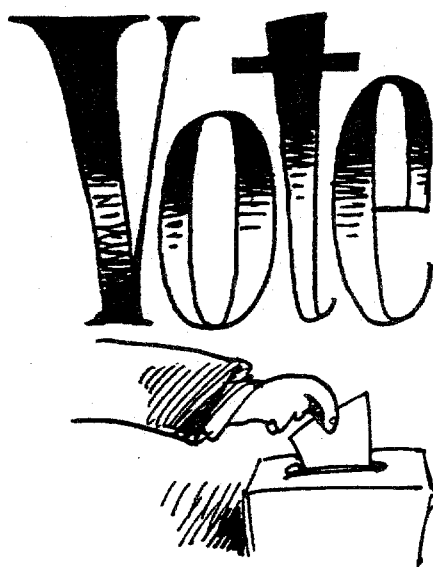
EDUCATION

- B.A. Journalism & Communications, (English & Psychology minor), Point Park College, 1983

PROFESSIONAL ACTIVITIES

- Member of PASFAA, EASFAA, SPIFAA
- PASFAA Hotline - various years
- 1997-Present Chair, Southwestern PA Nursing Group

"It is with great anticipation that I accept this challenge that my colleagues have nominated me for. I am eager to represent the nursing sector on a state wide level to communicate our unique and diverse needs."



Private Sector Representative



M. Clarke Paine
Director of Financial Aid
Elizabethtown College
1996 - Present

PREVIOUS EMPLOYMENT

- 1993-1996 Assistant Director of Financial Aid
Elizabethtown College
- 1985-1993 Director of Student Services
PA School of Art & Design
- 1985 Director of Financial Aid
PA Academy of the Fine Arts
- 1983-1985 Asst. Director of Financial Aid
West Chester University of PA

EDUCATION

- Graduate Work, Counseling in Higher Ed, Kutztown University
- B.S. Business Education, Rider University, 1979

PROFESSIONAL ACTIVITIES

- PASFAA, member since 1982
- 2000 President's Award
- 2000 Strategic Planning Retreat
- 1995-2000 Finance & Development Committee (Chair, 1998-00)
- 1992-1995 Conference Committee (Chair, 1994-95)
- Conference Presenter, Moderator
- Financial Aid Hotline

EASFAA

- 1986-1988 Treasurer
- 1984-1988 Conference Committee
- 1984-1985 Conference Presenter
- 1984-1985 Development Committee
- 1984 Conference Site Coordinator

NASFAA

- 1987 Conference Committee

PAATP/PHEAA

- 1992-Present H.S. Guidance Counselor Training
- 2000-2001 PLUS Loan Advisory Committee
- State Grant Ad Hoc Advisory Committee
- Support Staff Training Workshop Faculty

"Serving on PASFAA council and being able to represent the private sector would allow me to continue serving our members in a different way. The experiences and insights I have gained through my committee work can be more directly shared with council and therefore the membership. The relationships I have been fortunate to make with all of our members will allow me to express a broader perspective with council. Most importantly, the past 16 years I have been a member of the private sector. I feel that this experience must be utilized to benefit the private sector."

PASFAA ELECTION NOMINEES

Public Two-Year Sector Representative



Mary C. Kosin
Director of Financial Aid
Luzerne County Community College
1998 - Present

PREVIOUS EMPLOYMENT

- 1996-1998 Financial Aid Coordinator
Penn State University-Hazleton
- 1989-1996 Financial Aid Advisor, Admin.
Secretary, King's College

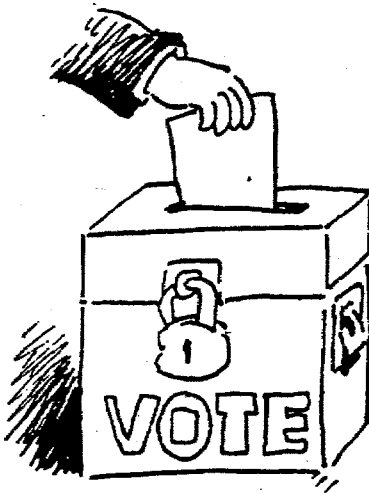
EDUCATION

- B.S. Accounting, King's College, 1993
- A.A. Business Administration, Luzerne County
Community College, 1989

PROFESSIONAL ACTIVITIES

- 1999 Chair, PASFAA Conference Committee
- 1998, 1996 PASFAA Conference Committee
- Vice President, College Senate - LCCC
- Co-chair, Freshmen Orientation - LCCC
- Chair, Retention Council - LCCC

"The Public Two Year Sector is a very vital part of our organization. Our members have served vital leadership positions in the past and the present. I would be honored to serve this very important group of PASFAA members. This group is always willing and able to assist their colleagues whenever possible. The sector meetings are always well attended and therefore, the discussions are very thought provoking and enlightening to many within the group."



SSHE Sector Representative



Dwight G. Horsey
Director of Financial Aid
Millersville University of PA
1995 - Present

PREVIOUS EMPLOYMENT

- 1991-1995 Associate Director of Financial Aid
Franklin and Marshall College
- 1989-1991 Assistant Director for Operations
Univ. of Maryland-College Park
- 1988-1989 Assistant Director of Financial Aid
Western Maryland College
- 1986-1988 Counselor, Financial Aid
University of Maryland, Baltimore County
- 1985-1986 Counselor-Admissions Office
University of Maryland, Baltimore County

EDUCATION

- M.Ed. Training & Development, Penn State, 1996
- B.A. General Studies, Univ. of MD-College Park, 1981

PROFESSIONAL ACTIVITIES

PASFAA

- Intermediate Summer Institute (Faculty, 2001)
- Moderator at PASFAA conferences
- Hotline volunteer

EASFAA

- Local Arrangements Committee member
- Minority Concerns Committee member
- Organized and presented pre-conference fair for
Baltimore City High Schools

NASFAA

- Local Arrangements Committee
- Moderated conference sessions

College Board

- Middle States Regional Council Member

Millersville University

- Chair, Commission on Cultural Diversity
- Chair, Information Management Systems Committee
- Systemic Change Committee
- Student Customer Service Trainer

Black Professional Network

- Chair, Community Outreach Committee

United Negro College Fund of Central PA

- Served on Advisory Board
- Conducted early awareness workshops

"Since coming to Millersville University in 1995, I have watched PASFAA grow and address issues that were of concern to both the families we serve and aid administrators. For any organization to be successful, there needs to be involvement from people with a variety of skills, talents and experiences. There is no better time than the present to begin that involvement. As a member of the SSHE system, I feel that I have a vested interest contributing to discussion of the issues that are of concern to this sector. By taking on the role of sector representative, I can increase my involvement with PASFAA as well as with the SSHE schools. In this way I can give back to the people who have both directly and indirectly given to me."

PASFAA ELECTION NOMINEES

State-Related Sector Representative



William M. Barber
Associate Director of Financial Aid
Lincoln University
1982-1989, 1996-Present

PREVIOUS EMPLOYMENT

Lincoln University

- 1988, 2000-2001 Interim Director of Financial Aid
- 2000-Present Associate Director of Financial Aid
- 1996-1999 Senior Counselor of Financial Aid
- 1988-1989 Assistant Director of Financial Aid
- 1982-1988 Financial Aid Counselor

North Carolina A&T State University

- 1993-1995 Assistant Director of Admissions
- 1989-1993 Associate Director of Financial Aid

EDUCATION

- Graduate Work toward Masters in Adult Education, N.C. A&T State Univ., Lincoln Univ., 1992-Present
- Permanent Teaching Credential, Adult Education/ Gerontology, California State University at LA, 1975
- B.S. Psychology, Lincoln University, 1974

PROFESSIONAL ACTIVITIES

Member - PASFAA, EASFAA, NASFAA

Member - National Assn. of College Admission Counselors

- 2000 PASFAA Retreat
- FASTRACK Group Member
- 1986, 2000 Presidential and V.P Search Committees, Lincoln University
- 1999-Present Phi Beta Sigma Fraternity, Regional Representative
- 1981-Present Board of Cooperative Educational Services for Nassau County, Westbury, NY

"Until my return to Lincoln University, I was limited in the activities I could engage in regarding policies and procedures for changes affecting educational relations of smaller schools. As my job duties changed and I became more involved in the management side and took on mentoring and student leadership positions, I found out that the students' concerns actually became our major concerns. I feel now is the opportunity to step up to the plate to represent the concerns of our schools and sector."

State-Related Sector Representative



Robert M. Snyder
Asst. Director for Administrative & Campus Services
Pennsylvania State University
1987 - Present

PREVIOUS EMPLOYMENT

- 1984-1987 Assistant Branch Manager
Unitas National Bank
- 1982-1984 Branch Manager
First National Bank of Centre Hall
- 1980-1982 Customer Service Representative
Mid-State Bank & Trust Company

EDUCATION

- M.Ed. Adult Ed.-Workforce Education, PSU, 1998
- B.S. Management-Admin. Mgmt., PSU, 1980

PROFESSIONAL ACTIVITIES

Member of NASFAA

PASFAA

- 1999 Conference Committee

Pennsylvania State University

- 2000-Present University Hearing Board
- 2001-Present University Staff Advisory Committee
- 1997-Present Project Opportunity & Access Advisory Board

Member, National Association of Student Financial Employment Administrators (NASEA)
Life Member, Penn State Alumni Association

"I have been in the student aid profession for over fourteen years and during that time, I have seen a need for schools to share information and ideas on how to better serve our students and parents. If chosen for this position, I would work very hard to bring a group of aid representatives from our sector together to share information and ideas on what has worked and what has not worked in our various offices. I believe we can all benefit from opening the lines of communication between the schools in our sector."

Speak Out
VOTE!

PASFAA ELECTION NOMINEES

At-Large Sector Representative



Margaret F. Hynosky
Associate Director of Financial Aid
University of Scranton
1993 - Present

PREVIOUS EMPLOYMENT

Lackawanna Junior College

- 1987-1993 Director of Financial Aid & Vet Affairs
- 1982-1987 Asst. Director of Fin Aid. & Vet Affairs
- 1979-1982 Secretary, Financial Aid

EDUCATION

- B.A. Liberal Studies, University of Scranton, 1989
- A.A. Accounting, Lackawanna Junior College, 1979

PROFESSIONAL ACTIVITIES

PASFAA

- 1998-Present Financial Aid Awareness Committee
- 1998, 1999 PASFAA Conference Presenter
- 1996, 1997 High School Guidance Counselor Workshop Presenter
- 1989-1993 Two-Year Private Sector Representative
- 1989-1993 Prof. Standards & Training Committee

PHEAA

- 2000-Present PLUS Processing Advisory Group
- 1997, 1998 DirectLINK Advisory Committee
- 1989-1993 State Grant Cert. Procedures Comm.

"My first experience with PASFAA was in 1982 at the annual conference. Of course being the youngster that I was (back then), I was overwhelmed. These feelings went away fast with the help of the Association. That's what PASFAA is about. Although I have been active in PASFAA in the past, it is always an honor to serve my colleagues and return the guidance and support that I have received over the years. As my mentors have passed along their expertise, I too would like to serve our organization by helping PASFAA meet the needs of our members and work at promoting and enhancing our profession."

At-Large Sector Representative



Dana R. Suter
Coordinator of Education Loan Programs
Pennsylvania College of Technology
1987 - Present

PREVIOUS EMPLOYMENT

- 1980-1987 New Accounts/Loan Clerk II
Commonwealth Bank & Trust Company

EDUCATION

- Applied Health Science/Surgical Technology
Williamsport Area Community College, 1978

PROFESSIONAL ACTIVITIES

PASFAA

- 2000 PASFAA Conference Presenter
- 1999 PASFAA Conference Committee

Pennsylvania College of Technology

- Chair, Human Resources Committee
- Member, College Council
- Member, Act 101 Advisory Board

Secretary, Clinton County Deaf Association
American Cancer Society Relay for Life
Parent Representative, The Nurtury Preschool

"I am now in my fifteenth year as a financial aid professional, and I have encountered many challenges along the way. Over the years I have always been able to count on the insight, assistance, and support that PASFAA provides for our profession. After being on the receiving end of the many benefits that PASFAA offers its members, I feel it is time to give something back to the Association. I have been a Conference presenter and have served on the Conference Committee. I am now ready to take the next step and run for elected office."

Although I have only worked at one institution, the diversity of my experience qualifies me to be the At-Large Sector Representative. My school was formerly a community college and is now a Penn State affiliate, with unusually high tuition cost approaching that of some private institutions. Further, our curriculum is primarily technical in nature. This background is somewhat unique in Pennsylvania, and I believe it will give me the perspective to see the viewpoints of most of the individual PASFAA sectors. I welcome the opportunity to serve PASFAA as the At-Large Sector Representative."

Business, Trade & Technical Sector Representative Open

No nominations for the Business, Trade and Technical Sector Representative position were received by the time the Newsletter went to press. Nominations will be accepted from the floor at the annual conference in October. If you plan to nominate someone from the floor, please be sure in advance that the nominee will accept the nomination and will agree to run.



PASFAA ELECTION NOMINEES

Institutional Support Services Sector Representative



Michael J. Bertonaschi
Regional Account Executive
Nellie Mae
2000 - Present

PREVIOUS EMPLOYMENT

- 1998-1999 Director of Financial Aid and Associate Director of Enrollment Services Chatham College
- 1990-1998 Director of Financial Aid La Roche College
- 1985-1990 Senior Counselor of Admissions and Financial Aid University of Pittsburgh

EDUCATION

- B.S. Marketing Education, Univ. of Pittsburgh, 1985
- A.S. Liberal Arts, Comm. Coll. of Allegheny Cty, 1976

PROFESSIONAL ACTIVITIES

- 1998 PASFAA Vice President
- 1996-1997 At-Large Sector Representative
- 1995 Chair, PASFAA Conference Committee
- 1993, 1994 PASFAA Conference Committee

"As an active member of PASFAA in previous years, I found the experience of volunteering valuable and rewarding from both a personal and professional perspective. I would like to continue to offer my time and expertise as a former director of financial aid, and now as a member of the lending community, to help PASFAA and the incoming administration reach their goals for the upcoming academic year."

Institutional Support Services Sector Representative



John J. McKenna
Assistant Vice President
Educaid/a First Union Company
2000 - Present

PREVIOUS EMPLOYMENT

- 1998-2000 Vice President, Asset Acquisitions Citibank Student Loan Corporation
- 1987-1999 Executive Banking Rep. for PA & NJ Sallie Mae
- 1985-1987 Retail Stocks, Bonds & Mutual Funds Offerman & Co. Investment Banking
- 1972-1985 Vice President-Commercial Lending First Eastern Bank Commercial Lending

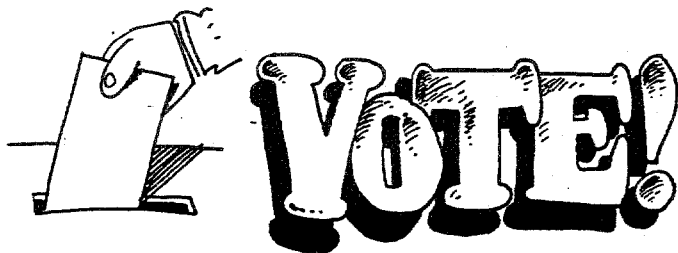
EDUCATION

- B.S. Accounting/Finance/Marketing, King's College, 1969
- Commercial Lending School, Univ. of Oklahoma, 1976
- Seminars on Business, Colgate Darden School of Business

PROFESSIONAL ACTIVITIES

- 1998-Present President, PA Education Lenders Assn.
- PHEAA Lender Advisory Committee
- PASFAA Member since 1987
- Regional Manager of Educaid Mid-Atlantic Region (PA, WV, NJ, MD, DE, DC)

"In the first 11 years as a member of PASFAA, I was responsible for Secondary Market purchases from Lenders. Recently, in my new capacity as Manager of the Mid-Atlantic region for Educaid, I have been given the opportunity to see the needs of various schools in a five-state region. I would like to share my experiences in my new role with other members of PASFAA. During this past year, I have enjoyed the opportunity to attend the PASFAA Planning Retreat and to work with PASFAA members on items pertaining to long range goals. I will be stepping down as President of PELA next April after four years in that role and would like to continue my involvement in the student financial aid community in Pennsylvania."



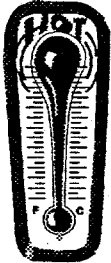


WASHINGTON UPDATE

So Far, So Slow

Submitted by
Scott Miller
Federal Relations
Director, PHEAA

What's



on the Hill?

To say the least, there is very little in the way of higher education-related news to report from Washington, DC. Neither the Congress nor the Bush Administration have done anything momentous regarding the issues about which we care. That said, there are a few items worth updating.

Education Department Appointments

While several key appointments have been made to Education Department posts by President Bush, we still await word on the Assistant Secretary for Postsecondary Education. In addition to Secretary Roderick Paige, William Hansen has been confirmed by the U.S. Senate as Deputy Secretary of Education and Eugene Hickok has been confirmed as Under Secretary.

William Hansen was formerly Executive Director of the Education Finance Council, an association of non-profit student loans secondary markets. Bill held several key positions in the Department of Education with both the Reagan and Bush administrations, including serving as the first Chief Financial Officer for the Department. One of Bill's first assignments has been to lead the Secretary's efforts to clean up the financial management of the Department, following a number of scandals and failed audits in recent years. Bill's knowledge of higher education and his dedication to providing access to postsecondary education will be valuable assets to the Secretary.

Eugene Hickok was, most recently, Secretary of Education for the Commonwealth of Pennsylvania. As Under Secretary, Dr. Hickok is expected to concentrate on elementary/secondary education issues and will serve as the Secretary's liaison to the states. Dr. Hickok's familiarity with education issues from a Pennsylvania perspective will add an important viewpoint to the Department.

Congressional Activities

There are a few items of interest on the Congressional front. Beginning to move its way through the legislative process is a bill, sponsored by Rep. Johnny Isakson (R, GA), that would increase the ability of students taking distance education courses to obtain federal student aid. Specifically, the bill, known as the "Internet Equity and Education Act of 2001," would modify the "50 percent rule" to allow institutions to offer more than 50 percent of their classes by telecommunications if the institution already participates in the student loan programs and the institution's student loan default rate is less than 10 percent for the three most recent years. The bill would also eliminate the 12-hour rule applicable to non-standard term programs and instead require that term programs that are offered on a non-semester basis be held to the same attendance criteria as those offered on a traditional semester basis. As of press time, the bill had been approved by the House Subcommittee on 21st Century Competitiveness and was awaiting further action in the House. The bill has faced some opposition from those who would rather wait until the current Distance Education Demonstration Project has more time to show results and others who worry that the bill removes restrictions that have prevented fraud and abuse in the student aid programs.



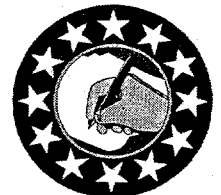
Rep. Johnny Isakson (R, GA)



Rep. Buck McKeon (R, CA)

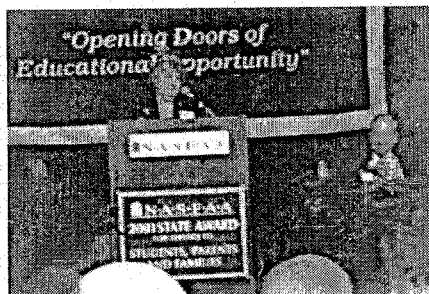
Another effort under way goes by the moniker "FED-UP". This is an effort by Rep. Buck McKeon (R, CA) and Rep. Patsy Mink (D, HI), the Chairman and Ranking Member of the House Subcommittee on 21st Century Competitiveness, to identify unnecessary and burdensome regulations. The Subcommittee established a web site where the general public could submit suggestions for individual regulations in need of revision or deletion. They have also received lengthy submissions from the major higher education associations. The Committee staff began this summer to review these submissions and compile its list of regulations that should be changed. It is possible that the Committee will initiate legislative action to overturn some of these rules.

And, one final bit of good news from the House Committee. Beginning at the end of August, Kathleen Smith has joined the professional staff of the House Committee on Education and the Workforce. Kathleen will serve as the Committee's primary staff member for postsecondary education issues. In that role, she will lead the Committee's efforts to reauthorize the Higher Education Act in 2003-2004. Many of you may remember that Kathleen served as PHEAA's federal liaison for several years. She then had moved on to a position as Chief of Staff and Director of Corporate Communications for the Education Finance Council. We wish Kathleen the best of luck in her new, exciting position!



PASFAA Shines at 2001 NASFAA Conference

Submitted by
Bonnie Lee Behm
PASFAA Past President

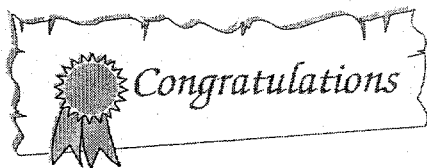


Rachael Lohman addresses attendees at the 2001 NASFAA conference.

Once again, PASFAA shined at the 2001 NASFAA conference. Our very own Rachael Lohman, who ended her year as 2000-01 NASFAA National Chair with this conference, took charge and saw to it that the 2001 NASFAA conference experience was memorable. This year's theme, Putting Students "Two Steps" Ahead, was evident in the well-planned conference sessions and inspiring remarks from the excellent keynote speakers, Frank McCourt, the Honorable Howard P. "Buck" McKeon and Edward James Olmos. The grand Opryland Hotel set the stage for an educational as well as fun experience for all attendees.



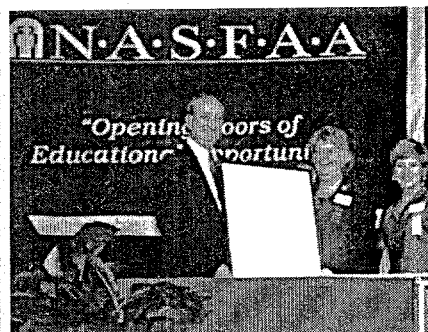
PASFAA's Own, Rachael Lohman, Wins Distinguished Service Award



At the business meeting on Tuesday, Rachael Lohman was presented with the NASFAA Distinguished Service Award for her dedication and commitment to the financial aid community. The Distinguished Service Award is one of the highest awards that NASFAA bestows on an individual. The key criterion is that the individual has made a

significant contribution over a period of time. Congratulations Rachael – an award well deserved. The text of Rachael's award is as follows:

"The National Association of Student Financial Aid Administrators proudly confers this DISTINGUISHED SERVICE AWARD on RACHAEL L. LOHMAN for outstanding achievement as National Chair of the Association from July 1, 2000 through June 30, 2001."



Dallass Martin presents Rachael Lohman (center) with the NASFAA Distinguished Service Award.

Her steadfast commitment to mentoring, fiscal integrity, and inter-regional and inter-association involvement coupled with her understanding of the diverse needs of the Association's membership has enabled NASFAA to refine and expand its offerings to better serve the members of our profession.

While her enthusiasm and dedication supported the higher education community's efforts to secure an unprecedented annual increase in need-based student aid funding, she still forthrightly reminds others that it is the human resources provided by the financial aid administrator that give students access to that capital."

Given this Twenty-fourth day of July, Two Thousand and One, in Nashville, Tennessee.

Cruzita Lucero, National Chair 2001-2002
Dallas Martin, President



Dana Parker (center) accepts NASFAA State Award from Dallas Martin (left) and Rachael Lohman.

PASFAA Wins State Award for Resource Guide

For the second year in a row, PASFAA received one of NASFAA's four state awards. This year, PASFAA was selected to receive the state award for Service to Other Constituents for our laminated web resource guide. Dana Parker, PASFAA President, PASFAA, accepted the banner and the \$500 prize check. Thank you to all those in the Technology Advisory Group who developed the project and who we heartily congratulate for its success. The 2000-01





Greg Gearhart, chair of the Technology Advisory Group, displays the award winning Resource Guide

Technology Advisory Group is made up of Greg Gearhart, chair, and committee members, Ruth Brouse, Mary Miller, P. Vincent Racculia, Dan Wray, Christine Zuzack and Ginny Kopko.

The PASFAA Website Resource Guide is a reference guide to some of the best college planning web sites that are important to financial aid administrators and guidance counselors, as well as students and parents. These include: (1) Planning for Savings; Debt Management; Credit; Repayment, (2) College Search, (3) Financial Aid Resources, and (4) Auxiliary Sites. This durable, laminated guide fits into a binder and is tabbed for quick and easy location.



(l to r) Clarke Paine, Bill Burke, Georgia Prell, Dana Parker and Bill Irwin were some of the PASFAA folks at NASFAA.

We Saw You at NASFAA in Nashville



Rachael Lohman (left) greets Jan Napiltonia at the PASFAA reception Rachael hosted.



Kerry Paoletta (left), John McKenna (3rd from left) and Judy McKenna (far right) were some of the PASFAA-member vendors at NASFAA.

N·A·S·F·A·A
NATIONAL ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS



Julie Salem (left) and Betty Davis hope to win the Garth Brooks autographed guitar National City gave away.



The waterway inside the Opryland Hotel shuttled conferees through the hotel by boat.



(l to r) Fran McKeown, Bill Irwin, Georgia Prell, and Julie Salem take a break from the conference activities.

Make PASFAA Website a Favorite Link

The PASFAA website includes a calendar of events by month. If you know of a professional activity that should be included, please e-mail the PASFAA webmaster at mmiller3@pheaa.org.

Submitted by
Mary Miller
PHEAA Regional Manager, West



Did you know that you can customize your links to include your favorite sites such as pasfaa.org? In Internet Explorer, the link bar is located next to the address bar. Click the link to display the page. The page can be added to the link bar by dragging the icon for the page from the address bar to the link bar. Drag the link from the web page to the link bar or drag a link to the link folder in your Favorites list.



High School Counselor Workshops in the Works

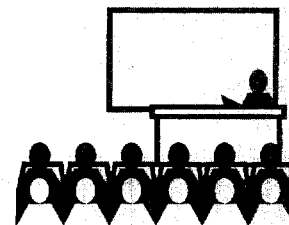
Submitted by
Julie Salem, Chair
H.S. Counselor Training

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 with an overview of financial aid. The workshop this year has been redesigned and is one session geared to all Guidance Counselors, whether a beginner or a veteran.

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 Melissa Ibanez, University of Pittsburgh at Bradford (814) 362-5090, as soon as possible. Assignments for presenters and registrars will be made in September.

Because the format is new this year, binders will be mailed to all presenters prior to the PASFAA conference. This will allow presenters an opportunity to review the material. At the PASFAA training session, we will review the new format as well as answer any questions the presenters may have. 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 Guidance Counselor Training Committee, the PHEAA Regional Directors, Don Shade, Dan Johnston, and Vee Blaine for all of their hard work on this project.



High School Counselor Workshops 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 2001 High School Counselor Workshops. Every effort will be made to place you in your first choice; however, you may be placed at your second or third choice. 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:
Melissa Ibanez
University of Pittsburgh at Bradford
300 Campus Drive
Bradford, PA 16701

Fax: 814-362-7578

E-mail: ibanez@pitt.edu

2001 High School Counselor Workshop Sites

NORTHWEST

Daniel Johnston, Regional Director – Sharon Regional Office (724) 347-5891

(1)	October 31, 2001	Warren County Career Center	Warren
(2)	November 1, 2001	University of Pittsburgh-Bradford	Bradford
(3)	November 6, 2001	Gannon University	Erie
(4)	November 7, 2001	Clarion County Career Center	Shippensburg
(5)	November 9, 2001	Crawford County Vo-Tech	Meadville
(6)	November 13, 2001	Clearfield High School	Clearfield
(7)	November 16, 2001	Midwestern I.U. #4	Grove City

SOUTHWEST

C.A. (Jim) Cardinale, Regional Director – Pittsburgh Regional Office (412) 881-5279

(8)	November 5, 2001	Penn State University - Fayette Campus	Uniontown
(9)	November 6, 2001	Penn State University - Altoona Campus	Altoona
(10)	November 7, 2001	Penn State University - Beaver Campus	Monaca
(11)	November 8, 2001	Arin I.U. #28	Indiana
(12)	November 9, 2001	CCAC - North Campus **	Pittsburgh
(13)	November 13, 2001	University of Pittsburgh - Johnstown Campus	Johnstown
(14)	November 14, 2001	CCAC - South Campus **	West Mifflin
(15)	November 15, 2001	University of Pittsburgh - Greensburg Campus **	Greensburg
(16)	November 16, 2001	Washington & Jefferson College	Washington

NORTH CENTRAL

Donald Shade, Regional Director – Williamsport Regional Office (570) 323-7001

(17)	November 1, 2001	Northern Tier Career Center	Towanda
(18)	November 2, 2001	Newport Business Institute, Inc.	Williamsport
(19)	November 5, 2001	Susquehanna University	Selinsgrove
(20)	November 7, 2001	South Hills School of Business & Technology	State College
(21)	November 8, 2001	Bloomsburg University of PA	Bloomsburg
(22)	November 9, 2001	Mansfield University of PA	Mansfield

SOUTH CENTRAL

Bruce Diefenderfer, Regional Director – Carlisle Regional Office (717) 245-0062

(23)	November 5, 2001	York Technical Institute **	York
(24)	November 7, 2001	Penn State University - Mount Alto	Mount Alto
(25)	November 9, 2001	Capital Area I.U. #1 5 **	Summerdale
(26)	November 14, 2001	Millersville University **	Millersville
(27)	November 16, 2001	Newport High School	Newport

NORTHEAST

Thomas O'Donnell, Regional Director – Wilkes-Barre Regional Office (570) 826-1476

(28)	November 2, 2001	McCann School of Business	Pottsville
(29)	November 7, 2001	Bucks County Community College **	Newtown
(30)	November 8, 2001	Westminster Theological Seminary	Glenside
(31)	November 9, 2001	Penn State University - Lehigh Valley Campus	Fogelsville
(32)	November 13, 2001	Marywood University **	Scranton
(33)	November 14, 2001	Wilkes-Barre Area Vo-Tech School **	Wilkes-Barre
(34)	November 15, 2001	Colonial I.U. #20	Easton
(35)	November 16, 2001	Alvernia College **	Reading

SOUTHEAST

Cheryl Mobley-Stimpson, Regional Director – Philadelphia Regional Office (215) 735-2877

(36)	November 7, 2001	John F. Kennedy Center **	Philadelphia
(37)	November 9, 2001	Delaware County Community College – Exton **	Exton
(38)	November 15, 2001	Delaware County Community College **	Media

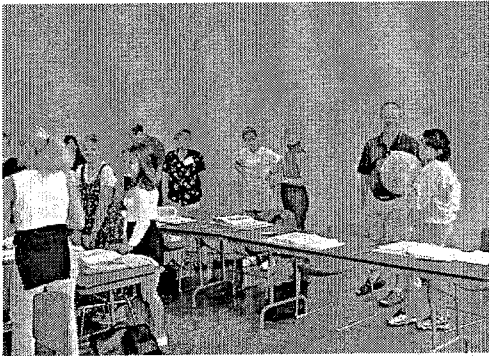
**** Indicates those sites needing a Registrar**

Schedule at all sites: Registration is 8:30 to 9 a.m. Workshop starts at 9 a.m. Please call the PHEAA Regional Director serving the county where your school is located if you have any questions.

Pennsylvania Financial Aid Training Program

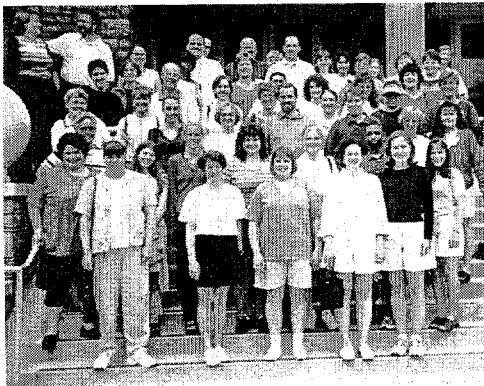
Submitted by
Randy Harmon
Training Committee Chair

Summer Institutes Benefit Both New & Established Members



"Pass the-beachball" ice breaker at Don Raley Institute.

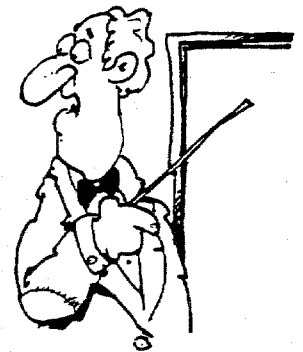
– navigate the highly regulated and often times bewildering aspects of financial aid. This year, the Don Raley Institute was again held at Dickinson College in Carlisle from June 11-15 with 54 members in attendance.



Don Raley group "class picture".

Nowhere will you find Financial Aid Administrator listed as a career choice, and never will you hear anyone say, "When I grow up, I want to work in financial aid." Yet, every year, new people enter the profession and each year PASFAA membership continues to grow. In order to provide a well-trained and knowledgeable group of financial aid administrators, the Pennsylvania Financial Aid Training (PFAT) committee offers numerous types of training throughout the year.

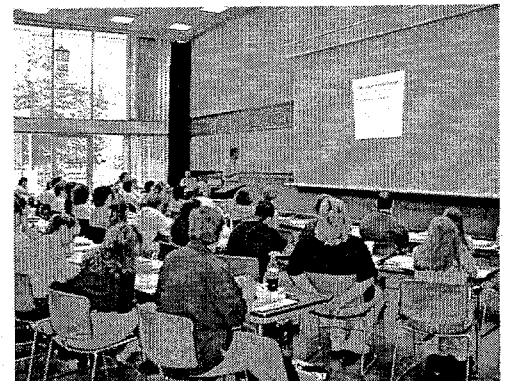
The **Don Raley Institute** is designed to provide training and reference materials to help our newest members – those who have been in financial aid for less than two years – navigate the highly regulated and often times bewildering aspects of financial aid. This year, the Don Raley Institute was again held at Dickinson College in Carlisle from June 11-15 with 54 members in attendance. Gary Means, from Westmoreland County Community College, and Valerie Mockus, from St. Frances College, were the faculty for this weeklong intensive training. Also, Bill Hoyt from Consolidated School of Business was a guest faculty for one day, presenting clock hour information. Other presenters were Rick Irvin, Scott Miller, Mike Nolan, Paula Norris, and Eleanor Alspaugh, all from PHEAA. Also, there were Jamie Malone from USDE Region 5 and Ryan Hannigan from Messiah College. The committee for Don Raley was made up of Mary Kay McCaughan, chairperson; Sandra Cronin, co-chair; and Raymond Toole, Janet Weiss, and Mike Wisniewski, committee members.



On behalf of the PFAT committee, I would like to extend our many thanks to all these individuals for volunteering their time and energies to make this weeklong intensive program a success. The lessons learned and the camaraderie shared will be remembered for many years by this year's attendees.



On a yearly rotating basis, either the Financial Aid Basics or the Intermediate Summer Institute is conducted in conjunction with the Don Raley Institute at Dickinson College in Carlisle. This year, it was the Intermediate Summer Institute. The purpose of this institute is to provide program updates and training for our more established financial aid



Don Raley group intently take notes.

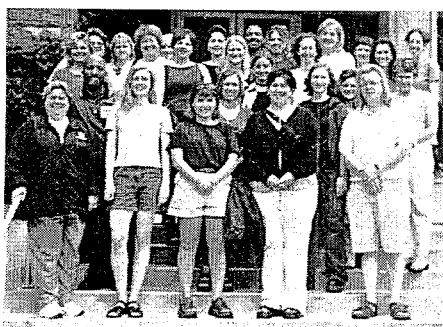


Valerie Mockus took the Don Raley classroom outside.

administrators with three or more years of experience. The participants receive the latest information on program changes and issues confronting the administrators of financial aid.

The **Intermediate Summer Institute** was held June 13-15 with 28 members in attendance. Elizabeth McCloud, from Elizabethtown College, and Dwight Horsey, from Millersville University, were the faculty. Other presenters were Scott Miller, Mary Beth Kelly,

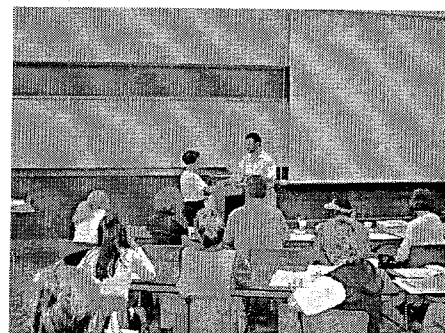
and Ruth Brouse, all from PHEAA. The committee was Judy Carter, chairperson; Randy Harmon, co-chair; and Ruth Brouse and Sally Ann McCrea, committee members.



Intermediate Summer Institute "class picture".

Once again, on behalf of the PFAT committee, I would like to extend our many thanks to these individuals for volunteering their time and energies to make this a successful program. In addition, the PFAT committee would like to give a special thanks to Diana Sheehan and Tina Reinoehl for all of their help in making these Institutes a great success. The PFAT committee would also like to thank Ragan Griffin, from Clarion University, this past year's PFAT chairperson, for providing leadership for the committee while at the same time preparing for motherhood.

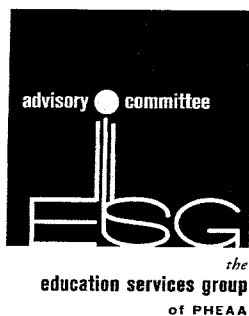
Our committee for the upcoming year is already hard at work planning for the upcoming activities. The PFAT committee hopes that you will continue to support our efforts to provide training by continuing to volunteer for the numerous positions that need to be filled each year. Without your help, the training that these programs provide to our members would not be possible.



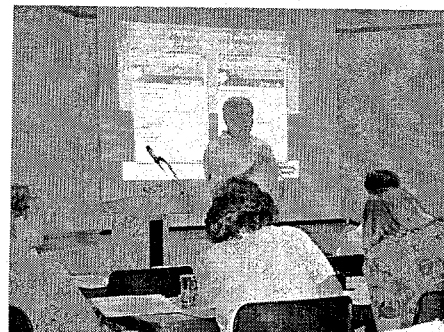
Gary Means presents certificates of completion.

PHEAA Holds Retreat for Advisory Committees

Submitted by
Kathy Myers, Education
Services Group, PHEAA



The Education Services Group of PHEAA held a retreat on June 14-15 for financial aid staff from more than 70 schools. The retreat was hosted by Bucknell University in beautiful Central Pennsylvania. Financial aid staff invited to attend this retreat serve on various advisory committees at PHEAA throughout the year. The two-day retreat was scheduled in appreciation for those who serve on these committees. Some of the topics included e-Commerce activities, e-Signatures, FASTech, OneLINK, and alternative loan eligibility online.



Ed Cunningham discusses some of PHEAA's planned initiatives at the Advisory Committees' retreat.

2001 PASFAA Conference Set to Magically Appear

"Magic and Mystery in the Mountains"

Submitted by
Betty Casale
2001 Conference Committee

What could be more enchanting than a magical, mysterious, autumn adventure in the mountains of Pennsylvania? If you haven't made your reservation for the 2001 PASFAA conference in Seven Springs from October 21-24, time is disappearing! The Conference Sleuths are hard at work and promise that you will uncover all the clues of a perfect conference experience. Leave your mountains of paperwork behind and spend three days experiencing the magic of PASFAA. Abracadabra!! Say the magic word and watch your transformation from financial aid administrator to financial aid wizard!

Accommodations, Meals And Costs

Conference Registration: \$125 includes your registration, conference sessions and conference activities.

Seven Springs Mountain Resort Hotel package:

- \$156 single occupancy/per night
- \$128 per person double occupancy/per night
- \$117 per person triple/quadruple occupancy/per night

Includes your room overnight and three meals per overnight as noted below:

- Dinner- Sunday, October 21; Breakfast & lunch – Monday, October 22
- Dinner-Monday, October 22; Breakfast & lunch – Tuesday, October 23
- Dinner-Tuesday, October 23; Breakfast & lunch – Wednesday, October 24

Hotel reservations will be due by September 21. After that date, the hotel will open rooms to the public and conference participants cannot be guaranteed a room. Send your hotel reservation form in promptly (before your room magically disappears!)

Meal tickets for guests and for day-only attendees will be available at the Hotel Front Desk or from the Dining Room Cashier. Meal tickets will be charged based upon the price of the planned conference meal. Tickets for lunch should be purchased by 10 a.m. and tickets for dinner should be purchased by 2:30 p.m.

Registration

You should have received a conference registration packet in mid-August. Included in the packet were directions to the Seven Springs Conference Center, a list of scheduled entertainment and activities, a tentative agenda, and a hotel room reservation form. If you did not receive a packet, or if you need additional packets, please contact Nan Sninsky (nsninsky@washjeff.edu) or Patty Zink (pzink@washingtonhospital.org).

Conference pre-registration will be due by September 21. Registration after that date will be subject to a \$25 late fee.

On-Site Conference Check In & Late Registration:

- Sunday, October 21 – 1 to 5 pm
- Monday, October 22 – 8:30 am to 12 noon, 2 to 4 pm
- Tuesday, October 23 – 8:30 to 11 am, 2 to 4 pm

Dress Code

The conference dress code is casual. Be sure to save room when packing! Beautiful Lee™ Sueded Fleece Crew Neck Sweatshirts embroidered with the official PASFAA conference logo will be on sale at the registration desk in a variety of sizes for only \$32! Take a sneak peek at them by going to <http://www.pasfaa.org/7springs.htm>

Sessions

Session topics include

- personal & professional development
- understanding the legislative process
- running a one-person aid office
- developing and maintaining a web page
- graduate issues
- undergraduate debt management
- plus many, many more!

Entertainment And Activities

Sunday, October 21

- **Student Theatre Revue** (on stage during dessert)
- **The Vogues** will be performing your favorite oldies in the Matterhorn

Lounge at 6, 10, and 12 midnight.



Lisa Kendi models the official 2001 PASFAA conference sweatshirt.

Monday, October 22

- Cocktail hour followed by **Murder Mystery Dinner** (presented by Big Time Murder Productions)

Tuesday, October 23

- **The Amazing Magical Marketplace**

Exciting theme-related entertainment booths AND musical entertainment! There will be something for everyone at this magical and mystical event!

For More Information



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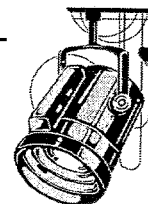
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724-938-4415

Patty Zink
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pzink@washingtonhospital.org
724-223-3167

A different PASFAA committee will be highlighted in each issue of the newsletter to familiarize members with the functions of each.

The spotlight is on

The Conference Committee



Submitted by
Danell Shoemaker
Newsletter Editorial Board

If you are new to PASFAA and have never attended an annual conference, this year's site at Seven Springs is a beautiful place to make it your first. Every conference, no matter the locale, offers the opportunity to meet new people, share ideas, and attend informative sessions relevant to the role of a financial aid administrator. All of the PASFAA conferences have one thing in common – organization and structure. How do you put together a successful conference that attracts hundreds of people and brings them back year after year? Here is a behind-the-scenes look to find out.

According to Nan Sninsky, this year's Chair of the Conference Committee, her involvement actually began when she served on last year's committee under Barbie Schmitt for the "PASFAA Games" themed conference. By serving on the committee prior to becoming the chairperson, Nan had the opportunity to go through the whole process of putting together a conference before she was the one at the helm.

Prior to the start of each year's conference, the following year's conference committee already begins to develop. For example, the elected chairperson of next year's conference committee will soon start picking members for the 2002 committee. Members are chosen from completed volunteer forms as well as those who make it known verbally that they are interested. All committee meetings are held at the conference site. Nan indicated that the location of a conference does not dictate whether a person is or is not selected for the committee, although volunteers may need to travel a distance if they do not live near the site. There is also a commitment of time, since you will need to attend a number of meetings and will be away from the office periodically throughout the year. Having support from your employer and fellow co-workers is a must.

The committee's first meeting starts the "ball rolling". Committee members are presented with lists of responsibilities and decide what areas they feel would best fit their skills and interests. The responsibilities become subcommittees



The 2001 Conference Committee meet with hotel staff during a planning meeting.

Spotlight on the Conference Committee (cont'd)

made up of two people so that one person never feels too overwhelmed by the job at hand. Nan was happy to have her committee number increased to ten members since the average number of committee members in the past has been eight. However, even with ten, it is hard to believe that so much gets accomplished so well.

The committee brainstorms for a theme and logo for the conference. Committee members begin looking for vendors to get bids for materials which will be distributed at the conference – shirts, bags, etc., as well as graphic designers for the logos and production of materials. Next the committee moves onto coming up with ideas for entertainment. This is something that needs to be decided early so that it can be booked in time for the following year.

Committee members review the evaluations from the previous conference carefully to determine what worked and what needed improvement to help them move forward for the next year. The members use the evaluations to come up with possible sessions to be held at the conference. They also look at the sessions rated positively and expand upon them for the next year. The committee also looks to develop a sub-theme for the conference for information presented. This year's sub-theme will focus on 'personal development' which includes such areas as stress management (what is that?), relaxation (what is that?), time management, and conflict resolution to name a few. Finally, during the first meeting, the committee gets the opportunity to tour the conference site's facility. The members get a chance to preview the area which will be the site of all the conference events and move forward with the planning stage of what will go where and how will it look and on and on and on.



Cindy Haney and Matt Scruggs share a light moment at a planning session.



Betty Casale takes notes at a conference committee meeting.

Subsequent meetings happen throughout the year. The committee makes a final decision on the conference theme logo, review videos of possible entertainment, and identify contacts made by members for vendors to contract the work for the bags and shirts as well as other items to be distributed at the conference.

In future meetings, the committee estimates all anticipated expenses to pass onto the finance and development committee who then sends out the information to vendors for possible sponsorship. The committee members must look at all areas of the conference to find out costs associated with each item such as menus for the receptions, refreshments during the conference, entertainment, bags, shirts, name badge holders, conference programs and so on for each item or function at the conference. The numbers come from hours of making telephone contacts, faxes, e-mail, etc. – from communication and cooperation on each member's part.

Next the entire agenda, from start to finish, is planned. The sessions are developed using the past year's conference evaluations and from volunteers who have offered suggestions. Presenters and moderators for each session are lined up. Session times, meals, free time and entertainment times are all coordinated to be sure everything flows smoothly.

The committee members get together for one last meeting where they sort, stuff and mail pre-conference registration packets to the whole PASFAA membership. This huge task involves mailing information to over 700 members – a mailing we all look forward to receiving every year.

The committee arrives at the conference site the Friday prior to the start of the conference. Registration packets for hundreds of expected participants are stuffed, the registration booth is set up and the lobby is decorated. From the first "what if?" to the last "how about?", the conference committee works to be sure that everyone is getting something and enjoying themselves at the same time.

Nan shared the importance of having timelines and guidelines from the start. These have been created out of past successful committees under the direction of people like Michael Burke, Julie Salem, Fran McKeown, Michael Bertonaschi, Bonnie Behm and Barbie Schmitt. To have a committee create a successful conference, you must have a committee that works together and continues to communicate. There is magic when it all comes together. Come see the magic in October at Seven Springs.



2001 Conference Committee members take a break to pose for the camera.

PASFAA Member Wins EASFAA Leadership Award

Submitted by
Mary Miller
Regional Manager West, PHEAA

Christine A. Zuzack, Associate Director of Financial Aid at Indiana University of PA and longtime PASFAA member, was presented the EASFAA Leadership Award by Pam Gilligan, EASFAA President, at the annual conference in May. The Leadership Award is given annually to recognize EASFAA members who have provided outstanding leadership to the EASFAA Association. Nominations for the award are solicited from the membership. Chris has held numerous leadership roles in EASFAA and currently serves as EASFAA Vice President.



Chris Zuzack

Chris also served on NASFAA's 1999-2000 Committee of the Year, the Electronic Services Committee. Chris and the rest of the committee were recognized in the Winter 2001 issue of the NASFAA *Student Aid Transcript* for their work on the monograph, "E-Office 2000: Financial Aid Software Selection, Implementation, and Operation." You can access the monograph on the NASFAA website at www.nasfaa.org. Congratulations Chris!

EASFAA Holds Retreat and Long Range Planning Session

Submitted by
William Irwin
Lock Haven University of PA



EASFAA

The EASFAA Officers, Council, and Committee Chairs for 2001-02 met for the annual planning retreat in Saratoga Springs, New York from June 3-6. The Planning Retreat has become a standard start to the EASFAA year, and gives the EASFAA leadership an opportunity to work together over several days and set the start of an agenda for the year. The Committee Chairs presented their plans for the coming year for information and discussion by the Council. Out of this discussion, a budget for the coming year was developed and approved by Council. The Council also reviewed policies and addressed other issues of the Association.

A significant part of the meeting this year was a review and update of the EASFAA Long Range Plan. The Officers, Council and Committee Chairs were joined by several past presidents of the Association to bring a range of experience to the discussion of EASFAA's future. The first Long Range Plan was developed at the beginning of Doug Bucher's presidency. At that time a five year plan was written, which has guided the Association until now. It was necessary to again look at both what has been accomplished and where the Association should put its energy and resources for the next five years.

Susan Howard lead the group through a planning process designed to consider the important areas of EASFAA activity and develop points of action. The results of this discussion will be brought together to form the EASFAA plan for the next five years. The discussion focused on several areas where EASFAA needs to examine and develop a role. Leadership, finances, membership, training, and governance were among the key topics of discussion. Working in small groups, a number of points were developed to provide direction to the Association over the next five years.

A focus of the discussion and a point of particular concern to Pennsylvania and all the states that comprise EASFAA was the importance of a dynamic regional association. The obvious link between the states and the national association cannot be over emphasized. In the important realm of influencing financial aid policy at the state and national levels, numbers matter. The region has an important role here.

The delivery of training, the sharing of information and ideas across state lines, and the development of future leaders for states and the region are all essential tasks for EASFAA to accomplish. The Long Range Plan, which results from the discussion held in June, will provide a direction for this and other activity. Future articles will be written as the plan is developed and published. You can also visit www.easfaa.org to read further about the regional association and its activities.



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

PASFAA Executive Council Meeting

June 4, 2001

Harrisburg, PA

Submitted by
Suzanne Sparrow
PASFAA Secretary

Council Members Present: Dana Parker, Ron Dawson, Suzanne Sparrow, Bonnie Behm, Sally Ann McCrea, Jim Zuzack, George Gerhart, Donna Wilkoski, Gary Means, Sherry Youtz, Ken Grugel, Ethel Desmarais, and Danell Schoemaker.

Invited Guests: Ruth Cramer

Excused: John Southwood

- I. Call to Order – D. Parker called the meeting to order at 9:05 a.m.
- II. Secretary's Report – S. Sparrow – S. Youtz pointed out a duplicated word. S. Sparrow will correct it. K. Grugel made a motion to approve the minutes. E. Desmarais seconded the motion. All were in favor and the minutes were approved.
- III. Treasurer's Report – R. Dawson – Ron handed out a treasurer's report as of 6/1/01 and also a proposed budget for 2001-02. Ron illustrated three years of budgets on the board. There was lengthy discussion about the surplus that is available. Council will go back and visit the numbers again at the end of the month when all expenses are paid. D. Schoemaker made a motion to accept the Treasurer's report. S. McCrea seconded the motion. All were in favor and the minutes were approved.
- IV. Committee Reports
 - A. Finance and Development – R. Cramer
 - a. Proposed Budget Report – R. Cramer reviewed the proposed budget line by line with council. There was lengthy discussion on how/what to cut back on in the budget if necessary. D. Parker suggested accepting the budget as presented and then review it again later to see if any adjustments need to be made. R. Cramer made a motion to approve the proposed budget. K. Grugel seconded the motion. All were in favor and the motion was carried.
 - b. R. Dawson raised the question about whether or not to invest this year. R. Cramer said the committee recommended \$8000 be invested in the money market and \$13,000 into Prudential Equity Fund. R. Cramer moved to accept this recommendation. K. Grugel seconded the motion. All in favor and the motion was approved. The committee will discuss what to do with the investment funds when our goal has been reached.
 - B. Conference 2001 – D. Parker – Dana stated the logo for the conference, "Magic and Mystery in the Mountains", will be in the newsletter.
 - C. Membership – K. Grugel
 - a. There will be a table to provide information on membership at the conference.
 - b. Emerging leader nominations – Don't have any names as of yet. Still accepting nominations.
 - c. The registration form will have a request for number of years in aid to add to a database. They are compiling a list of retirees who have 25 years of current service in PASFAA.
 - D. Government Relations – K. Grugel
 - a. The legislative guide will be printed this summer and available at the conference. A session will be offered at the conference pertaining to the legislative process. The Legislative Network will be reinstated.
 - b. The list of PA and US Congress members will be added to the PASFAA web site.
 - E. Public and Professional Information – S. Sparrow – Nothing new to report at this time.
 - F. Training Committee – R. Griffin
 - a. Last full committee meeting was held 5/2/01 in Harrisburg. R. Griffin submitted an update of the committee's activities to council.
 - b. Randy Harmon will serve as chair of the 2001-02 training committee. First meeting will be held 6/22/01.
 - c. The Don Raley Institute will be June 11-15, 2001 and the Intermediate FAA Institute will be June 13-15, 2001.
 - d. High School Counselor Workshop Series is to be held in November 2001. The Leadership Training Workshop is scheduled for November 2002.
 - G. Financial Aid Awareness – J. Liedtka
 - a. B. Behm reported that she attended a meeting and we signed an agreement with Gear Up.
 - b. PASFAA was represented at the Main Line College Fair.
 - H. Technology – G. Gearhart – no report submitted.
 - I. Governance – B. Behm
 - a. Current membership statistics as of 5/18/01 total 712. Due to the size of the Directory updates we decided not to mail the information to the membership in the Summer Newsletter. Updates were added to the PASFAA web site. Letter to solicit new members will be sent on June 8.
 - b. A letter and nomination form to solicit names for the open positions on Council will be sent to the members on 6/8/01 and return date of 7/9/01.
 - c. B. Behm made a motion to accept George Gerhart, Dana Parker, Bill Burke, and Bill Irwin to the Governance Committee. J. Zuzack seconded the motion. Vote was taken and motion was approved.
- V. Updates

- A. PHEAA Update – E. Cunningham and B. Heyl joined council for lunch. PHEAA will have a hospitality suite at NASFAA.
- B. Sector Reports
 - a. Nursing – D. Schoemaker – They had a meeting in Philadelphia in March. Cate McIntyre represented PHEAA.
 - b. At Large – S. McCrea – Nothing to report.
 - c. Private – E. Desmarais – She reported she had 3 members considering the sector rep position.
 - d. State Related – G. Gerhart – The sector has an elongated session set up for the Conference, titled "Best Practices".
 - e. Institutional Support Services – J. Southwood – John was excused due to back surgery.
 - f. Public Two Year – D. Wilkoski – The sector met in April in Carlisle. They had a presentation from Sallie Mae.
 - g. SSHE – J. Zuzack – Sector met in April. PHEAA representatives and people from the Chancellor's Office were presenters.
 - h. Business, Trade and Technical – S. Youtz – Sector requested a session at the conference. Sherry has a speaker lined up for the session.
- C. EASFAA – R. Cramer
 - a. The EASFAA Conference was held May 20-23, 2001 in Baltimore. Ruth provided council with an update.
 - b. C. Zuzack received EASFAA's Leadership Award.
- D. NASFAA – D. Parker
 - a. Dana reported that a list serve has been brought up on line for state associations for Presidents and President-Elects.
- VI. Old Business – None
- VII. New Business
 - A. New PASFAA Pin – D. Wilkoski passed around a book with some examples of a new pin. After lengthy review, Donna made a motion to order the die struck, gold-antiqued pin. S. Sparrow seconded the motion. Vote was taken and all were in favor. We would like to have the pin to give out at the PASFAA table at the conference.
 - B. Late Fee – After lengthy discussion, J. Zuzack moved that the late fee for the conference registration be raised from \$5 to \$25. G. Means seconded the motion. Vote was taken and all approved to raise the fee. The treasurer will be responsible for the collection of the fee.
 - C. Mileage – Per R. Dawson, as of July 1, mileage will be increased 32.5 cents per mile.
 - D. Awards – D. Parker stated that Council would be receiving e-mails over the summer to vote for awards to be given at the conference.
- VIII. Adjournment – B. Behm made a motion to adjourn the meeting. J. Zuzack seconded the motion. Vote taken and the meeting was adjourned at 1:40 p.m.

PELA News

*Submitted by
Dana French
National City*



Pennsylvania Education
Lenders Association

PELA members met on July 10, 2001 in Wilkes-Barre at the Sallie Mae Servicing Center. The highlight of the meeting was guest speaker, Rachael Lohman, Director of Financial Aid at Wilkes University and NASFAA National Chair. Rachael shared her experiences over the past year preparing for the NASFAA conference and entertained questions from the PELA members. All of the members appreciated her attendance at the meeting and thank her for spending time with us prior to NASFAA.

PELA elected new officers for the upcoming year. Congratulations to Sharon Murray, Vice-President, Troy Boone, Treasurer, and Judy McKenna, Member-at-Large.

PELA is currently exploring opportunities for expanding our relationship with PASSCAC. Molly Leese will act as the PASSCAC liaison for PELA and report her findings to John McKenna.

It is that time again for PELA to prepare for the annual PASFAA conference. Our experienced conference training chair, Troy Boone, will lead his committee

comprised of Judy McKenna, John McKenna and Pat Hershberger in tackling the subject of electronic signatures. No other sessions are planned on this very hot and ever-changing subject. Mark it on your list and plan on joining us. Please stop by the PELA booth at PASFAA. A live demo of the PELA website is planned. We will also have new supplies of several reference guides. More importantly, we hope you will say hello and provide us with your feedback on how PELA can best serve you and your students.

The next PELA meeting will be held October 10, 2001 at the Sallie Mae Servicing Center, Wilkes-Barre.



**News
and
Notes**

PRIVATE SECTOR

*Submitted by
Ethel Desmarais
Private Sector
Representative*

Several of our private school colleagues have been participating in a new project PHEAA has undertaken called FASTech (Financial Aid Solution Technologies). According to Jan Napiltonia, "The purpose of the project is to present a seamless product to schools that include DATAlink, Need Analysis, and the State Grant systems." Some of the project's goals are to eliminate duplication, use real time processing whenever possible, provide point and click maneuverability and compatibility with OneLINK. A new feature will be the ability to share imaged documents between schools and PHEAA. Student access via the web is also being explored.

An initial brainstorming meeting of an advisor group of schools from all sectors was held in Harrisburg last April. Ten work groups were identified, and the workgroups were divided into specialty topics. The majority of the work has been done through telephone conference calls with the next meeting scheduled for October. Participating from the private sector are: Pam Bauer, DeSales University - grants and student web access and reports; Mike Colahan, Cabrini College - grants and packaging; Ruth Cramer, Dickinson College - grants; Bob Latta, Westminster College - verification, corrections, packaging and reports; Sean Van Pallant, Keystone College - imaging; Robin Szitas, Allegheny College - grants; Jim Treiber, Gannon University - grants, RFMS, imaging, electronic applications and ISIR processing. If you have ideas on how these systems can be reengineered, our colleagues from PHEAA will welcome hearing from you.

NASFAA is over and our heads are full of new things to learn - PLUS MPN, Common Origination and Disbursement, FISAP on the Web, etc. Hopefully, things will become clear when we meet at Seven Springs. I look forward to seeing many of you there. As a colleague put it, "August is the fastest month in financial aid," so October will be here before we know it.

This is my last Newsletter article as your private sector representative. I was honored to represent the private schools' interests on PASFAA Council for the past two years, and thank you for the opportunity.

BUSINESS, TRADE & TECHNICAL SECTOR

*Submitted by
Sherry Youtz
Business, Trade
& Technical
Sector Representative*

Greetings to all in the Business, Trade & Technical Sector! We will be having our next sector meeting at the annual conference in Seven Springs just a few short weeks away. The sector meeting will be an open forum and discussion session. There will be one additional BT & T session at the annual conference scheduled for Monday morning and will address issues specifically relating to our sector. Please check the conference schedule for exact locations and time. If you have any items you would like addressed at either of these sessions please email them to me as soon as possible. See you at Seven Springs!

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
John McKenna for
John Southwood
Institutional Support
Services Sector
Representative*

ISS Sector Rep, John Southwood, is scheduled to return to work by mid-August after recuperating from back surgery. He wants to return to work so he can practice his golf swing without the watchful eye of the short-term disability guy seeing him. Just kidding, John. We hope you'll be back "in the swing" again really soon!

Thanks to Sallie Mae and staff for hosting our meeting on July 10. For the remainder of 2001, Sallie Mae and PHEAA have offered to accommodate the PELA meetings at their sites. This will allow many members an opportunity to view new initiatives in the industry. Rachael Lohman, NASFAA National Chair, was the guest speaker at the last PELA meeting. Rachael shared her experiences during the past year in her position and encouraged everyone to take an active role in PASFAA. We truly appreciated her NASFAA update and thank her for taking the time out of her busy schedule.

At the upcoming PASFAA conference, PELA will be presenting a session on e-Signature. Our panel will include experts from PHEAA, SALLIE MAE, and the school and lender community.

PELA Lenders will have all of their alternative loans updated on the web site by August 15. The individual lender representatives will make all changes in real time to alternative loan data whenever there is a change made to their products, terms and rates. The PELA membership approved having additional support for our web-master, Vince Scalise. Anyone interested in helping PELA maintain www.pelalenders.org, please contact a PELA officer.

PELA is continuing to research the possibility of a PELA/PASSCAC link for exchanging Stafford and Alternative Loan information. Molly Leese, West Chester University, will act as the liaison between PELA and PASSCAC.

PELA elections were held at the July 10 meeting and the following officers were elected: Sharon Murray, Vice President; Judy McKenna, Member at Large; Troy Boone, Treasurer.

INSTITUTIONAL AT-LARGE SECTOR

*Submitted by
Sally Ann McCrea
Institutional At-Large
Sector Representative*

Position Open! I am unable to complete the final year of my term as Sector Representative At-Large due to a change of position in my employment at HACC. I have thoroughly enjoyed this year on council and my 11 years with PASFAA. Though I expect to continue my membership in PASFAA, I will no longer be an active member. You've heard it before but I'll say it yet again - we are so lucky in PA to have such a professional organization to use as a training resource and for professional support. I'll miss the contact with all of my PASFAA friends and wish you all my best as you enter into a new academic year.

SSHE SECTOR

*Submitted by
Jim Zuzack
SSHE Sector
Representative*

My term as SSHE sector representative is coming to a close and soon a new rep will take over. Thank you all for allowing me to serve SSHE and PASFAA in this capacity. It has been very worthwhile and rewarding to serve the organization that does so much for our profession. I would call on all SSHE colleagues who have not yet, or have not recently, volunteered their expertise to step forward and get involved. There are many ways to serve the organization, from helping with one of the various committees to running for office. You can learn more about the many opportunities to serve at the PASFAA booth at the conference coming up in October. I hope that the SSHE sector will be well represented at the conference. Our next sector meeting will be at the conference to be held at Seven Springs Resort on October 21-24, 2001.

PUBLIC TWO-YEAR SECTOR

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

Hello everyone. As you read this your summer should be in full swing, and coming to an end. Usually, that is a relief. I tend to look forward to the PASFAA conference that is right around the corner.

My time as sector representative is coming to an end with the election to be held at the conference. Thank you for allowing me to serve you as the sector representative for the last two years. I can't believe two years have gone by. It has definitely been an educational experience for me. I truly enjoyed the opportunity to represent our sector at these meetings. It was a great experience. Everyone should try it at least once. Although I am not running for sector representative again, I plan on serving the organization in other capacities. My last charge is to conduct the sector meeting at the conference. Please plan to attend and send me any agenda items now you might want addressed.

I have made arrangements for the sector meeting to be held in November. Please note the new location. This meeting will be held on November 9 and 10 at The Clarion Hotel and Conference Center, Carlisle. There is a block of rooms reserved for the meeting under "PASFAA-PA Student Financial Aid." You can call 1-800-692-7315 to reserve your room and ask for directions. The new location is just down the road from the Holiday Inn. It was time to change the meeting place. Remember to send agenda items to the new sector representative.

Thanks again for your confidence in allowing me to serve as your sector representative and I know you will offer the same level of support to my successor.

NURSING SECTOR

*Submitted by
Danell Schoemaker
Nursing Sector
Representative*

Happy summer greetings to everyone in the nursing sector. I hope everyone is making it through the summer packaging, sending out award letters, creating budgets and getting ready for a new class to arrive. If you are lucky, your class numbers will have increased to help give encouragement to the nursing shortage that we all get to hear about on a daily basis. I hope that everyone is also taking some time from their crazy schedules to have some real R&R.

Making plans for time away from the office to attend the PASFAA Conference being held at Seven Springs Resort in October. (I spent time working on an article regarding the conference committee's responsibilities and can now say that we really need to be appreciative of all the time and effort spent putting the conference together.) The sectors have been allotted time for a sector meeting at the conference and a session for the "one man office" has been scheduled for Monday morning. I encourage everyone to share ideas or information you may like to see included in this session.

I would also like to thank Tracey Wassel who has volunteered to step up to the plate as a sector representative. I have shared my experience with some colleagues and have encouraged the opportunity to be involved on more than one occasion. Believe me when I say that you will get back way more than you put in. Thank you to everyone for helping me to make this past year a true delight serving as your nursing sector representative. Please email or telephone me with any questions or concerns that you may have.

STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

Welcome back to another exciting academic year! I trust that your summer was filled with relaxing and refreshing moments. As this is the last sector article that I will write before my term of office ends at the conference, I want to take this opportunity to thank all of you for the opportunity to serve you on the Executive Council. In the course of working on the many aspects of the business of the Association, I was constantly reminded of all of the work that you members do for each other and how much you care personally (as well as professionally) for each other. Volunteerism is alive and well; and, I appreciate the work that each one of you has done.

I'm looking forward to seeing many of you at the conference. We will have a special workshop session just for our sector which will give us an opportunity to share what works well in our offices.

Please exercise your voting privilege and cast your ballot for all of the officer positions and for our sector representative position. It is heartening to see members step forward as excellent candidates to assume leadership positions. I wish you all the best for a good year for you and your students. Again, thank you.



FROM THE EDITOR'S DESK

As you read the resumes of the candidates for the upcoming PASFAA election, you will see that the qualifications of each individual are as varied as the candidates themselves. Some have been in their profession several years and have served on various PASFAA committees along the way. Others have honed their skills in leadership roles on their campuses and are stepping up to the plate to run for election in our association for the first time. When the call goes out to find candidates for officers and sector representatives, we are fortunate to have members who answer the call and volunteer to serve. Your vote is a show of support for the candidate and for the association. Please cast your vote and take a moment to thank those who have agreed to put their name in nomination.

Joan L. Holleran

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA BULLETIN BOARD

**By
Members**

Maryann Hubick has accepted the position of Financial Aid Coordinator at Penn State University-Berks Campus vacated by **Joetta Bradica**, who is now the Assistant Director of Student Aid at the Penn State College of Medicine in Hershey.

Congratulations to **Jennifer Prychka**, Financial Aid Counselor at Rosemont College, who married David DeAngelis on May 19, 2001.

Linda Dolata was promoted to Student Employment Coordinator and Loan Officer at Washington & Jefferson College.

Sherry Proper was promoted to Associate Director of Financial Aid at Allegheny College.

Bill Irwin, Lock Haven University of PA, was father-of-the-bride when his daughter, Martha, married Sam Ramage April 21 in Nashville at a former estate turned art museum and gardens. The newlyweds both work in the recording industry and honeymooned in Italy.

Kathleen Smith, former federal liaison for PHEAA, has joined the staff of the House Committee on Education and the Workforce where she will lead the Committee's efforts to reauthorize the Higher Education Act in 2003-2004.

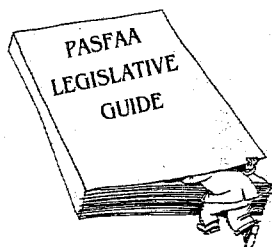
Formerly with Wells Fargo Education Financial Services, **Molly Leese** has joined the staff at West Chester University of PA as Assistant Director of Admissions and Financial Aid, a job that keeps her busy in the Financial Aid Office from March through August and recruiting for the Admissions Office from September through February.

Wedding bells rang for **Kim Irby**, East Stroudsburg University of PA, who married Carl Bruno on August 4, 2001.

**About
Members**

Legislative Guide Available at PASFAA Conference

Submitted by
Ken Grugel
PASFAA Vice President



The item which you have been waiting for will be available at the fall conference at Seven Springs. As you pass through the vendors area (and I know you will more than once), stop by the PASFAA table and pick up your Government Relations Committee Legislative Guide. You will find the Guide a source of valuable information when writing your state and federal legislators on issues which effect your school and our profession.

One guide is available for each PASFAA member in attendance at the conference and for those members who had to stay home and mind the store.

Electronic Signatures Change the Face of Student Loan Borrowing

Submitted by
Brian Lecher
eCommerce, PHEAA

PHEAA
Creating Access to Education

Recognizing the steady march of the financial aid community to online transactions that offer ease-of-use and instant results, PHEAA is proud to announce that it was the first student loan organization in the nation to implement a valid electronic signature at 12:01 a.m. on July 1, 2001.

Erin Feeney, a senior at Widener University, was the nation's first borrower to take advantage of our latest technology offering by placing her electronic signature on an MPN. National City Bank was the lender for Erin's loan and PHEAA served as the guarantor and disbursing agent.

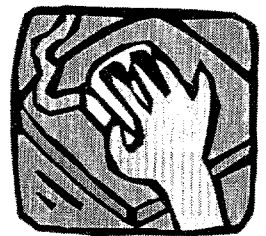


PHEAA's innovative e-signature processing system was developed by the Agency to seamlessly interface with the USDE's e-signature authentication process. Students can use the same Personal Identification Number (PIN) assigned by the U.S. Department of Education to validate their electronic transactions. Any student who completes the FAFSA electronically will automatically be sent a PIN; others can request a PIN online at www.pin.ed.gov.

In order to complete PHEAA's electronic MPN, students must first log on to the Agency's secure student portal, Access your Student Aid Profile (ASAP), found at www.pheaa.org and www.pheaamenter.org. By following the simple on-screen instructions, agreeing to specified terms and conditions, and entering a few fields of personal data such as Social Security number, date of birth and their PIN, borrowers can complete and submit their MPN for immediate processing. A borrower can review their electronically signed documents at any time by logging-on to ASAP and clicking on the appropriate link. Electronic signatures are available for all schools that have not opted out of using PHEAA's online loan products to use "all paper" processing. Lenders interested in participating can be up and running quickly after signing a simple, one-page agreement with PHEAA.

With the advent of e-signatures, the world of student financial aid is changing. The paper shuffle that has always seemed to bog down the financial aid process is slowly fading away. Stay tuned for future PHEAA projects, which include using electronic signatures for other documents such as PLUS loan applications and forbearance and deferment forms.

If you have questions or require additional information about the e-signature process, please contact PHEAA's Education Services Group at 1-800-699-2905.



We want to recognize and thank the following sponsors who are providing generous support for PASFAA activities for the 2000-2001 fiscal year:

Platinum (\$8,000 and above): Fleet Bank, Key Education Resources, Mellon Bank, PNC Bank, PHEAA

Gold (\$6,000 - \$7,999): Citibank, Educaid - a First Union Company, National City, Sallie Mae

Silver (\$4,000 - \$5,999): Allfirst Bank

Bronze (\$3,000 - \$3,999): AMS Education Loan Trust, Beneficial Savings Bank, Chase Manhattan Bank, Sun Trust Bank, Wells Fargo





VISIT THE PASFAA WEBSITE:
<http://www.pasfaa.org>

Activity lmanac

- October 21-24, 2001** PASFAA 2001 Conference, Seven Springs
October 20-21 Fundamentals Workshop, prior to PASFAA Conf.
- November 2001** High School Counselor Workshops
- December 2001** Support Staff Workshops
- May 19-22, 2002** EASFAA 2002 Conference, Boston, MA
- July 21-24, 2002** NASFAA 2002 Conference, New Orleans, LA
- October 20-23, 2002** PASFAA 2002 Conference, Hershey Lodge



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

