

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

NUMBER 5

SEPTEMBER 1989

VOLUME XXII

PASFAA 21ST ANNUAL CONFERENCE

*submitted by Christine Zuzack,
1989 Conference Chairman*

The 21st annual PASFAA Conference is fast approaching! This year's conference will be held October 22nd through the 25th at the Sheraton Hotel at Station Square in Pittsburgh. Our Association's Annual Conference presents the perfect forum to meet with colleagues and to attend a wide variety of educational and informative sessions on financial aid and its administration.

Our keynote speaker this year will be Dr. Charles Fuget, Commissioner for Post-Secondary Education for the Commonwealth of Pennsylvania. Dr. Fuget is an excellent speaker and we all look forward to the insights and information that he will bring to our membership. Federal and State agencies will be also represented during a number of concurrent and general sessions. Financial aid administration and professional development topics will be presented by a number of individuals from both inside and outside of our organization.

For the first time this year, the Pennsylvania Aid Administrators Training Program (PAATP) will offer a preconference workshop for new aid administrators. This forum will begin on Saturday, October 21 and end at 1:00 p.m. Sunday, October 22. This program provides training for financial aid administrators with two years or less experience and is designed to complement the Conference workshops.

Conference registration packets were mailed during the month of August so that if you did not receive one or need additional packets, please contact Christine A. Zuzack at the Financial Aid Office, IUP, Indiana, PA 15705, by phone at 412-357-2218 or by PHEAA Terminal at TMJ8 to request a packet.

This year's conference fee is \$100 which includes conference attendance, Sunday night cruise on the Gateway Clipper Fleet, Monday lunch and dinner, Tuesday lunch, and Wednesday breakfast—in addition to all of the other special events which you have come to expect at the conference. Let's make this year's conference a record-breaker for attendance by coming to Pittsburgh.

(See **CONFERENCE**, Page 3)



*Pittsburgh skyline viewed
from Mount Washington.*

21st Annual
Conference
The
Sheraton Hotel,
Station Square,
Pittsburgh, Pa.
October 22-25,
1989

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School
(215) 352-1776

Nursing
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Lankenau Hospital School
of Nursing
(215) 645-3275

Editor Xerpts

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

PUBLICATION SCHEDULE

Editions of the PASFAA newsletter are scheduled for December, February, April, June and September. Articles, editorials, positions available, or other contributions must be submitted in the month prior to publication. Please submit materials or questions to:

John McKeown
PASFAA Newsletter
Kutztown University
Kutztown, Pennsylvania 19530
(215) 683-4032

Subscription to the PASFAA Newsletter is included in the Membership fee. Contact Sheila Angst, Albright College, for information on PASFAA Membership.

NEWSLETTER STAFF

Editor John McKeown, Kutztown University
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Vali Heist, Alvernia College
John A. Pergolin, St. Joseph's University
Membership List Maintenance Georgia Prell, East Stroudsburg University

Pasfaa Potpourri

MOVING OR CHANGING POSITION?

PASFAA membership belongs to the individual and not your institution. Please be sure to provide PASFAA with changes of address or changes in title. Membership directories for 1988-89 are financially supported by PNC. You should review your entry and submit any necessary changes to Georgia Prell, Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301 where the membership list is maintained. New member applications are available from Sheila Angst, Albright College, P.O. Box 15234, Reading, PA 19612.

1988-89 PASFAA COMMITTEES

Committee	Chairperson
Government Relations	William Burke
Membership and Elections	Sheila Angst
Professional Standards and Training	Rachael Lohman
Public and Professional Information	John McKeown
1989 Conference	Chris Zuzack

CONFERENCE 1989

(Continued from Page 1)

PASFAA FORMS FAIR

The PASFAA Forms Fair has become a welcome event at our annual Conference. Help to make this activity an ongoing success by submitting your brochures, fact sheets, applications, and handbooks to Sharon Shurow, Office of Student Aid, East Stroudsburg University, East Stroudsburg, PA 18031.

PUT A SMILE ON YOUR FACE!

A photographer will be capturing the highlights of this year's conference on film, so be sure to wear your best smile during the proceedings. If your organization, such as PCHE, IUP, Nursing School sector, etc., would like to have a group photograph taken, please contact Michael Schreier, Director of Financial Aid, Northampton County Community College, Bethlehem, PA 18017, by phoning 215-861-5510, or by PHEAA terminal at TM51 to arrange for an appointment.

A TIME TO RELAX, TOO!

One of the great opportunities that the PASFAA Conference has to offer is the chance to meet informally with colleagues and to develop new acquaintances. A wide variety of activities is available for conferees for just this purpose.

Sunday night is highlighted by the President's Reception which will take place on board the Gateway Clipper Fleet. We will sail the three rivers of Pittsburgh for a moonlight cruise filled with fun and frolic.

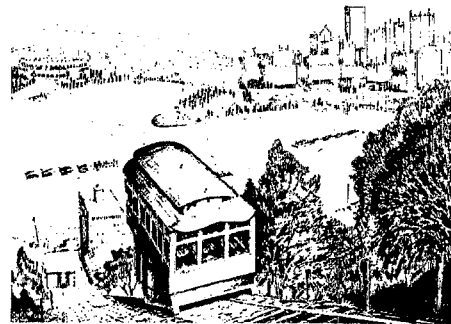
After a banquet dinner Monday evening at the Sheraton, the evening will be topped with dancing to DJ Don Henderson of Seven Springs fame! It's costume night at the Conference and Don will serve as judge in selecting the best outfits for the evening. Be sure to dress in your costume for this great evening!

Tuesday night is dinner on your own with all of the variety that the city of Pittsburgh has to offer. Pittsburgh holds a wealth of great ethnic restaurants and fine gourmet dining establishments. The South Side, where the Sheraton is located, is a particularly great spot for nightlife. A sampling of menus will be available at the Conference Registration Table to assist you in making plans for the evening.

Of course this year is the seventh annual PASFAA Fun Run! This year's course will take the runners through beautiful Point State Park. Be sure to continue this great tradition by signing up as a participant. Contact Rich Esposito, Financial Aid Director, Pittsburgh Beauty Academy, 415 Smithfield Street, Pittsburgh, PA 15222 or at 412-471-0270 for additional details.

What conference would be complete without the FINANCIAL AID BOWL. This event is great fun in addition to being a test of your financial aid knowledge. Please give your support to this activity and participate in the competition.

Conference sweatshirts/tee shirts will again be offered on a first come, first serve basis. The final selection of shirts is always a surprise so come early for the best selection.



Monongahela Incline.

MANY THANKS AND LOOKING FORWARD TO SEEING YOU

The Annual Conference is a two year planning endeavor. It takes a lot of time and effort from committee members and PASFAA members who are willing to share their expertise to offer this annual training and professional development program. I would like to thank the Conference Committee members of Rich Esposito, Pat Hayes, Helen Nunn, Mike Schreier, Sharon Shurow, Robin Szitas, and Lauren Tracey for all of their assistance in bringing this year's conference together. In addition to their full time positions on campus (and you know how busy FAOs are!), these individuals were willing to volunteer their time in making the 21st Annual Conference the best ever.

And I don't think that enough recognition can go to the many PASFAA members who volunteer in other ways to help with the Conference, especially the program presenters. These individuals are willing to go before an audience of their peers to offer insights and interpretations on a variety of financial aid issues. This takes, quite a bit of preparation (and guts) to do.

It is this cooperation, spirit of dedication and willingness to serve that makes PASFAA such a strong organization. Let's join together in October at the Sheraton Hotel to renew this sense of comradery with our fellow colleagues. See you in Pittsburgh!

ERRATA

The July "Newsletter" article, "State grant legislation," contained errors. Please note that Senate Bill 897 does not deal with an increase to the state grant maximum. Currently, there is no senate bill dealing with an increase to the maximum award. The bill does contain appropriations of \$4.4 million to fund a fifth year. House Bill 689, while covering both the increased maximum grant and the fifth year award, does not contain any increased funding for the latter. The fifth year language in both bills is not restricted to only approved five year programs as stated in the newsletter article, but would allow a fifth year for any eligible student.



PRESIDENT-ELECT

Mary Miler, Indiana University of Pennsylvania
John Pergolin, St. Joseph's University

PUBLIC 2-YEAR SECTOR

Michael Schreier, Northampton County Community College

PRIVATE 2-YEAR SECTOR

Margaret Hynosky, Lackawanna Junior College

PRIVATE 4-YEAR SECTOR

Edwin Aponte, Lehigh University
Ronald Laszewski, Bucknell University

NOMINATIONS FOR 1989

STATE-RELATED SECTOR

Candidate withdrew—Nominations from the floor required

SSHE SECTOR

Gary Seelye, California University of Pennsylvania

NURSING SECTOR

Brenda DeVaughn, Lankenau Hospital School of Nursing

PROPRIETARY SECTOR

Frederick Wilson, Gordon Phillips Beauty School

NOMINATIONS FOR 1989 ELECTION

*submitted by Sheila Angst,
Membership & Elections, Chair*

The first phase of the PASFAA nominations process is now completed. Nominations have been received for each of the positions to be voted on at the October annual conference. A total of 47 nomination forms were received from among the active PASFAA members. The positions for this election are President-Elect and the seven Sector Representatives.

In accordance with the PASFAA By-Laws, the two persons receiving the highest number of nominations will have their names placed on the ballot. Each candidate has been contacted to secure their agreement to run for office, so that the persons below have been duly nominated and have agreed to run.

In accordance with the new procedure instituted by Council, candidates have been requested to complete a nominee resume form and to submit a photograph if available. That information appears in this newsletter and will be posted at the conference registration desk for review by the membership.

Ballots will be placed in the conference packets of all active members who attend the conference. Each active member may vote for the office of President-Elect; active members will receive sector-specific ballots and can only vote for the sector representative from their respective sectors.

At the first session of the annual business meeting on Sunday, October 22, the candidates will be introduced to the membership, and nominations will be received from the floor for any of these positions.

Following that meeting, voting by active members present at the conference will begin, and the ballot box will be available at the Conference Registration Desk at all times that the desk is staffed. The balloting will end at 12:00 noon on Tuesday, October 24, at which time the membership and elections committee will count the ballots. The election results will be announced at the second session of the business meeting later that day.

In keeping with the procedures adopted by PASFAA, absentee balloting will be made available to persons unable to attend the conference. Please refer to the article elsewhere in this newsletter concerning absentee balloting.

ABSENTEE BALLOTING PROCEDURES

At the 1987 Annual Conference, the membership approved an absentee balloting procedure. This was proposed by PASFAA Council to allow individuals who cannot attend the annual conference to vote in PASFAA elections. The 1988 election was the first time that the procedure was implemented.

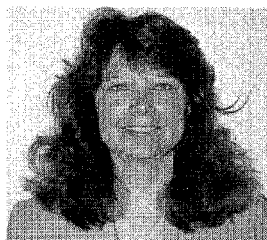
In order to vote by absentee ballot, a person must renew membership for the next fiscal year and request a ballot in writing. On the 1989 conference registration form, there will be a provision for individuals who cannot attend the conference to renew their membership for 1989-90. Also, on that form will be a place to check to request an absentee ballot. Anyone who cannot attend the conference should use the registration form to renew membership and, if they wish, to request an absentee ballot.

Absentee ballots must be requested by September 22, 1989. Ballots will be mailed upon receipt of a request. The voted ballot must be returned to the Chairman of Membership and Elections at least one week prior to the start of the conference, using the double envelope method. The chairman will then bring any such ballots to the conference where they will be opened and counted by the committee prior to the counting of ballots cast at the conference. Individuals who cast absentee ballots will not be able to vote for any candidates who may be nominated at the business meeting. Since write-in votes are only acceptable for nominated candidates, absentee ballots cannot contain write-in votes.

It should be emphasized that absentee ballots are available only to individuals who know in advance that they will be unable to attend the conference. Also, once an absentee ballot is requested, that person cannot receive a ballot at the conference, if they attend. The procedures described above are as contained in the By-Laws of the association. Any questions about the procedure should be addressed to Sheila Angst, Chairman of the Membership and Elections Committee. Feel free to phone (215) 921-7515 or write to P.O. Box 15234, Reading, Pa. 19612, if you have any questions.

THE CANDIDATES

PASFAA Council has asked each nominee for PASFAA office to complete a resume form and to submit a recent photograph, if available. This information is printed here as presented by the candidates for the benefit of the membership and will also be posted at the conference registration desk during balloting.



PASFAA Position—President Elect

Mary Andrews Miller, Assistant Director of Financial Aid
Current Employer—Indiana University of Pennsylvania, Employment Dates—3/81-present

Previous Employment:

Mount Aloysius Jr. College, Director of Financial Aid 1979-1981

University of Pittsburgh, Assistant Director of Financial Aid 1978-1979

Education:

M.A. Student Personnel Services, Indiana University of Pennsylvania 1978

B.S. Elementary Education, Indiana University of Pennsylvania 1977

Professional Activities:

Chairman, Federal Relations Committee, EASFAA 1988-89
Vice President, PASFAA 1987-88

Treasurer, PASFAA 1983-1985

1985 PASFAA Conference Chairman

Member of PAATP Professional Planning and Development Committee 1987-present

Faculty Member for PAATP 1984, 1987, 1988, 1989

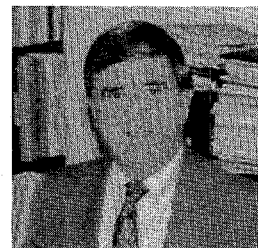
Recorder for EASFAA Forum on Reauthorization and Quality Control

Trainer for the State Student Assistance Training Program

Brief statement of your reasons for wanting to serve PASFAA in this position.

The identity that PASFAA provides is a critical element of professional satisfaction and personal growth. I have had the opportunity to share in the growth and development of the PASFAA organization through the various offices and activities that I have participated in over the past 11 years. This record of progressive involvement with PASFAA and in the aid profession has prepared me to assume the leadership role within the Association.

The growing complexity of aid administration necessitates that the profession work together in a cooperative effort. Continued efforts in professional development, financial aid early awareness, outreach activities with lenders and guidance counselors and maintaining our strong relationship with PHEAA are goals that we need to strive for in the future. I look forward to achieving these goals as President-Elect of PASFAA.



PASFAA Position—President Elect

John A. Pergolin, Director of Financial Aid, St. Joseph's University (since 1971)

Previous Employment:

Lecturer—English Department—Saint Joseph's University (since 1964)

Athletic Director, Coordinator of Activities, Chairman of Business Department, Moderator of Parent/Teacher Association—Archbishop Wood High School, Warminster, PA

Head Academic Counselor (Evening College), Director of Special Programs: Introduction College and Motivation—St. Joseph's University

Academic Advisor—Saint Joseph's University Evening College

Assistant Registrar, Teacher, Head Basketball Coach, Assistant Baseball Coach—Cardinal Dougherty High School, Philadelphia, PA

Active Duty—U.S. Navy

Education:

M.A. Education—Saint Joseph's University, Philadelphia, PA

B.S. Industrial Management, Education—Saint Joseph's University

Some course work completed towards Doctorate Degree—Temple University

Professional Activities:

Member of PASFAA Council—Representative of 4 year Private Institution

Member of Planning Committee for the Stafford Loan Workshop Series

District Liaison/Coordinator for PASFAA Government Relations Committee

Advisory Committee for PHEAA Part-time State Grants

PALS Advisory Committee

PHEAA State Grant Certification Procedures Committee

Federal Relations Committee

Association of Jesuit Colleges and Universities

Co-Chairman, Scholarship Committee—Saint Joseph's University

Member of Student/Employee Traffic Court Appeals Board—Saint Joseph's University

Board of Governors—Saint Joseph's University Alumni Association

Chairman, Tuition Committee—Saint Joseph's School, Warminster, PA

Member of Board on Athletic Policy—Saint Joseph's University

Editorial Board—PASFAA Newsletter

Brief statement of your reasons for wanting to serve PASFAA in this position.

The office of President of PASFAA is one of responsibility and leadership. It requires dedication, understanding and experience along with a sincere willingness to serve others. My entire professional career has been in the field of education in

positions of leadership and service. For the last eighteen years I have been a Director of Financial Aid at St. Joseph's University. During this period of time, I have worked with many of you and served on numerous committees in various capacities. The past four years as a member of PASFAA's Council representing the Four Year Private Institutions has given me the opportunity to serve my peers with dedication and care in a successful manner. My experience and background along with my sincere desire to serve would enable me to guide our association in all its endeavors with excellence and care. To do so would be an honor and privilege.

PASFAA Position—Public Two Year Sector

Michael C. Schreier, Director of Financial Aid/Veteran Affairs

Current Employer—Northampton Community College, Employment Dates—9/86-present

Previous Employment:

Kutztown University, Asst. Director of Financial Aid 9/79-9/86

Education:

B.A., Political Science, IUP, 8/76

M.A., Counseling, IUP, 8/79

Professional Activities:

1984-1987 PASFAA Conference Committee

1988 PASFAA Conference Committee, Chairman

1989 PASFAA Conference Committee

PASFAA Position—Private Two Year

Margaret F. Hynosky, Director of Financial Aid/Veterans Affairs

Current Employer—Lackawanna Junior College, Employment Dates—6/79-present

Previous Employment:

Lackawanna Jr. College, Assistant Director Financial Aid 8//81-4/86

Lackawanna Jr. College, Secretary to Director Financial Aid 6/79-7/81

Education:

B.S. University of Scranton, Scranton, PA 1989

Associate Degree Accounting, Lackawanna Jr. College, Scranton, PA 1979

Professional Activities:

Northeast Pennsylvania Independent Colleges, Chairman 1987-88, Secretary 1988-89 and 1986-87

PASFAA Hotline 1989 and 1986



PASFAA Position—Private Four Year

Edwin D. Aponte, Assistant Director of Financial Aid

Current Employer—Lehigh University, Employment Dates—8/88-present

Previous Employment:

Assistant Director/Financial Aid Counselor, Albright College 1986-88

Director of Financial Aid, United Wesleyan College 1984-86

United Wesleyan College, Instructor—Biblical Studies 1982-87, 89

Education:

B.A. Gordon College, Wenham, MA

M.A. Gordon-Conwell Theological Seminary, South Hamilton, MA

Professional Activities:

Congressional Liaison, Legislative Network

Member, Membership and Election Committee

Volunteer, Financial Aid Hotline

Presenter, PASFAA Conference 1988

Presenter, High School Financial Aid Nights



PASFAA Position—Private Four Year

Ronald T. Laszewski, Director of Financial Aid

Current Employer—Bucknell University, Employment Dates—10/79-present

Previous Employment:

Vassar College, Assistant Director of Financial Aid 7/75-10/79

Education:

B.A. Colgate University 1971

M.E.D. University of Vermont 1975

Professional Activities:

PAATP Stafford Loan Workshop Series—Planning Committee & Faculty 1987-89

PAATP Guidance Counselor Program Study Committee 1986-88

EASFAA Conference Committee 1988-89

Financial Aid Advisory Council of New York City Urban Core 1978-79

NASFAA Ethics Committee 1977-78

SSHE

Gary C. Seelye, Director of Financial Aid

Current Employer—California University of PA, Employment Dates—1/86-present

Previous Employment:

Reading Area C.C., Coordinator of Records and Financial Aid June 1979-December 1985

Long John Silvers, Assistant Manager April 1977-January 1978

Investors Diversified Services, Financial Planner May 1976-April 1977

Grand Chapter of Phi Sigma Kappa, Director of Development May 1975-May 1976

Education:

M.A. Student Personnel Services, Indiana University of Pennsylvania

B.S. Secondary Mathematics, Indiana University of Pennsylvania

Professional Activities:

Theta Pentaton Foundation Board of Directors, 1977-Present

CUP Student Aid Fund Board, Chairperson 1986-Present

Robesonia Pool Association Board of Directors, Director 1983-1985/VP 1984-85

Reading Area CC Alumni Club Advisor 1981-83

Reading Area CC All College Senate 1979-81

Nursing

Brenda A. Devaughn, Administrative Assistant

Current Employer—The Lankenau Hospital School of Nursing, Employment Dates—9/87

Previous Employment:

Westinghouse Electric Corp. Customer Service Representative 9/81-7/87

First Pennsylvania Bank Accountant 6/73-9/75

Philadelphia National Bank Auditor 7/72-5/73

Education:

B.S., Saint Augustine's College, Business Administration

M.S., Saint Joseph's University, Business Ed.

Professional Activities:

American Business Women's Association

Admissions Committee—The Lankenau Hospital School of Nursing

Proprietary

Frederick E. Wilson, Vice President for Administrative Services

Current Employer—Gordon Phillips Beauty Schools, Employment Dates—1983-present

Previous Employment:

U.S. Department of Education, Office of Student Financial Assistance 6/78-5/83

Temple University, Director of Student Services 5/77-5/78

Temple University, Assistant Director/Foreign Student Advisor 3/75-4/77

LaSalle University, Assistant Director of Student Housing 6/72-3/75

Peace Corps Volunteer 4/71-3/72

Peace Corps Volunteer 8/69-4/71

Education:

B.S. 1969, LaSalle College, Business Administration

M.Ed. 1975, Temple University, Educational Administration

Professional Activities:

Pennsylvania Association of Student Financial Aid Administrators (PASFAA) and the National Association of Student Financial Aid Administrators (NASFAA).

Elected to the Executive Council of PASFAA in October 1985.

Trainer for the Pennsylvania Aid Administrators Training Program (PAATP).

Accreditation Examiner for the National Accrediting Commission of Cosmetology Arts and Sciences (NACCAS).

POSITION STATEMENT: PROFIT MAKING FINANCIAL PLANNING BUSINESSES

submitted by Betty L. Davis,

Community College of Allegheny County—South Campus

PASFAA council has evaluated the need for appropriate response and action to for-profit financial aid planning services. During the course of the past two years, the Executive Council members have met, discussed and formulated a position statement designed to be indicative of the intent of the financial aid profession. The following represents the work of the entire Executive Council, both in its support and input in the development of the position statement.

The proliferation of businesses which offer financial aid preparation services for a fee to students and their families has prompted the Pennsylvania Association of Student Financial Aid Administrators to issue the following position statement:

- The goal of the Pennsylvania Association of Student Financial Aid Administrators is to provide free service and advice to students and their families seeking aid for post-secondary education. Members of the association seek to assist all interested students to obtain and make the best use of the resources available to them in their quest for funds for post-secondary education. Every effort is made to meet the demonstrated financial need of all student applicants, to the extent that funding will permit, in an ethical, honest and fair method of needs analysis.
- PASFAA, through its more than 520 members, offers free services to students and their families on the availability of financial aid, the financial aid application process and the steps students and their families must take in seeking aid for post-secondary education.
- PASFAA members, through continued training efforts throughout the Commonwealth, are informed of recent changes affecting student financial aid resources, legislation or policies. Accurate, up-to-date information is readily available to all members, who strive to provide only the most accurate information available to student applicants.
- PASFAA members strive to provide financial aid resources to financially needy students. Limited resources prevent providing financial aid funds to students who are not eligible for funding as reflected on a needs analysis document. Careful review of data submitted by financial aid staff provides the promise of funding to only those students with the need for such funds to receive them. Manipulation of data to falsely give an impression of need is often challenged and corrected so that only those students who meet the eligibility criteria are selected.
- PASFAA encourages all interested students and their families to first inquire about financial aid resources and procedures through the representatives of the post-secondary institution they are interested in attending. With more than 540 members PASFAA strives to provide professional advice to students, freely, accurately and in a timely manner.



POSITION OPENINGS

Brandeis University

Associate Director of Financial Aid

General Function: To assist the Director in the coordination of office activities and the implementation of financial aid programs in compliance with federal regulations and University policy.

Responsibilities

Serve as liaison between the Director and other staff to insure that assignments are correctly implemented. Oversee the functions of the office in the Director's absence.

Maintain communication with the Bursar's Office, Office of Credit and Collections and Data Processing in order to assure proper credits and debits to students' accounts.

Responsible for maintaining existing computer support systems and to coordinate within the office and the University both the input and output for the Information Associated Financial Aid Management System. More specifically, to assist in the tracking of financial aid application materials; track resources available and resources awarded to students; produce student award letters on a timely basis; track miscellaneous documents related to the aid process; and produce reports for office and University needs.

Coordination of the freshmen and upperclass award processes including but not limited to the following:

1. supervise maintenance of files and records
2. supervise processing of complete files
 - a. award notices
 - b. records of awards
 - c. prepare reports on freshmen and upperclass aid

Work with the Director to coordinate and maintain an updated office Policy and Procedures manual. This includes the development of new policies and procedures as well as keeping ongoing policies current. Such policies and procedures are developed and updated by the professional staff person responsible for the administration of a given program in consultation with the Director.

Caseload of 200 to 400 students:

1. Communicate, in writing, via telephone and/or in person with prospective and enrolled students and/or their parents in regard to any aspect of financing a Brandeis education.
2. Review application materials including University application, Financial Aid Form (FAF) and when appropriate, Business and Farm Supplement, Divorced and Separated Statement, documentation of parent's and student's income, Statement of Educational Purpose/Selective Service Compliance, and pertinent correspondence and/or notes from conversations.
3. Calculate eligibility on basis of both the Congressional Methodology (CM) and CM with university adjustments.
4. Determine student awards and revise awards in accordance with University packaging policies.
5. Process all aid for which student is eligible, e.g., Pell, state scholarships, Stafford and Perkins Loans, etc., being certain that the student complies with all eligibility requirements.

Knowledge and Experience

Must have a Bachelor's Degree with a minimum of two year's experience in financial aid. A Master's Degree and three to five year's experience preferred.

Ability to operate in a high pressure situation in an effective and pleasant manner.

Experience using a variety of computer software packages including but not limited to word processing and spreadsheet packages. Direct experience with Information Associates Financial Aid Management System (FAM) software helpful.

Accuracy, attention to detail and organized work habits necessary.

Persons desiring consideration are encouraged to send a current resume and cover letter to the:

Office of Financial Aid
Kutz Hall, Room 121
Brandeis University
P.O. Box 9110
Waltham, Ma. 02254-9110

Associate Director of Financial Aid and Campus Employment

The State University of New York at Purchase, located 30 miles south of New York City in Westchester County, has an immediate vacancy in the position of Associate Director of Financial Aid and Campus Employment. Knowledge of federal and state regulations, verification procedures, Congressional Methodology and PC based financial aid software are required. Qualifications include excellent writing, verbal and interpersonal skills. The Associate Director is responsible for certifying Stafford Loans, assisting in the verification and awarding of approximately 3,000 financial aid applicants, counseling and advising students and parents on financial aid matters, administering the College Work/Study program and awarding need-based and merit-based state awards. The position requires leadership, supervision and training of staff in the information and counseling services component of the office. The Associate Director is instrumental in projecting a positive public relations image and must be responsive to the goals and objectives of the college.

Applicants must possess a minimum of a B.A. degree; applicants with a Master's Degree will receive preference. A minimum of five years financial aid experience with progressive responsibilities and knowledge of microcomputer systems are required. This is a 12-month position with a minimum beginning salary of \$29,000 and excellent benefits. Salary is flexible and commensurate with experience and qualifications. Interested candidates should send a resume, letter of interest including qualifications and the names and telephone numbers of three references to Mr. Peter Brown, Director of Personnel, SUNY Purchase, 735 Anderson Hill Road, Purchase, New York 10577-1400. The review of applications will begin immediately.



Sector Sidelines

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

At the recent NASFAA conference held in Washington DC, the National Association of Independent colleges and universities distributed a series of papers to those present at its session. Among these papers was one concerning student financial aid issues. From this I would like to extract the following for your information and thought:

"Student financial aid has always been critical to independent colleges and universities. Providing access and choice to students, the student aid programs contribute to the diversity of our campuses. There are some important points to remember about the student aid programs.

"Student aid works—The combination of federal, state, privately financed, and institutional aid makes it possible for millions of students to pursue their educational objectives each year. More than 65 percent of students attending NAICU schools rely upon some type of financial aid. Independent institutions play a vital and cost-effective role in making our educational system the most envied in the world. No other system offers such a range of diversity for its citizens. NAICU represents a spectrum of institutions, ranging from the large urban research universities to the historically black colleges to the small liberal arts colleges, that pride themselves in educating students in the best tradition of the humanities. By not relying directly on public subsidies, independent colleges save taxpayers significant dollars by maintaining an independent, non-profit status.

"Student aid has also shifted—In the 1980's, federal student aid distribution in the public, independent, and proprietary sectors has shifted. To compensate, independent colleges and universities have made an increased institutional commitment to student aid. In a period when federal grants have not kept pace with the increasing cost of educating students and have shifted to other sectors within postsecondary education, independent institutions must commit more and more of their own resources to support the needs of their students. Independent colleges and universities make that commitment because academic quality and diversity among students are essential goals. But it comes at a price: It is inflationary in nature (and actually contributes, in part, to rising college costs); it strains the very capacity of many of our schools to operate; and it drains endowments that, for the majority of our members, are extremely limited.

"NAICU believes in the partnership of the current student aid enterprise. NAICU does not expect the federal government to absorb the total cost of educating students. But the federal role is essential in addressing the educational needs of the nation, . . . independent colleges and universities and their students need continued support from congress in these areas. NAICU recognizes the problem of student loan defaults and pledges to work towards reducing them. In the process, the virtues of loan programs and their effectiveness must not be lost from sight.

"Restoring the balance between loans and grants, and attaining a more responsible share of the federal grant dollars appropriated for needy students, are major concerns for NAICU. NAICU is dedicated to improving the current system and developing new programs that meet congress's public policy objectives in this critical area. Though federal budget deficits will severely limit the development of new programs, the time is right to consider new approaches that achieve the best use of federal funds in attaining higher education assistance for our citizens. NAICU stands ready to work with the congress in this effort.

"Independent colleges are committed to access for all qualified applicants. To keep a college education affordable and to compensate for cuts in federal grants, independent colleges are spending more than \$3 billion for aid to needy students, up dramatically since 1979.

"Cuts in federal aid have fueled increases in tuitions. Former Education Secretary Bennett was wrong when he said that a federal student aid allows colleges to raise tuition. In fact, tuitions increased slowly in the 1970's when federal aid rose quickly, and rose swiftly in the 1980's when federal aid was curtailed. Federal aid cuts make tuitions higher."

These past four years as your Sector Representative have gone by quickly. It has been a privilege to serve in this capacity and I am most grateful for the support that I received. Working with you and discussing the many issues and challenges that we face is something that I will always remember. Our sector meetings were successful and should continue to grow and improve each year. Now it is time for another person to have the opportunity to move into this office. Whoever is elected, I am certain, will receive the interest and support from you that was offered to me. Again, I offer my sincere thanks to you and especially to my staff at Saint Joseph's University. My experience during this period of time is something that I shall remember with pride and gratitude.



Regional and National NEWS

CPS...PGI...MDE...INS...

*submitted by Flo DeLorme,
Kutztown University*

It sometimes felt as though a new language was being born during the NASFAA National Conference July 12-15 in Washington.

Many of us among the nearly 1500 official attendees heard for the first time about the new PGI (Pell Grant Index), which some of the conferees promptly, and perhaps appropriately, dubbed "Piggy." Of course we knew the old SAI would be gone in 1990-91, but now the new name is official and we can begin to get used to it.

We heard a lot about the Department of Ed's CPS (Central Processing System) which will receive data electronically from the MDEs, compute remaining Pell eligibility and EFC and PGI, perform the verification matches with INS and...well, you get the idea.

The conference committee did an excellent job in providing a variety of workshops, which were very well attended. In fact, the Stafford, SLS and PLUS federal update, which focused on new default regulations, literally had people standing in the aisles until the hotel staff removed a folding partition and doubled the size of the room. Other presentations touched on topics ranging from office flirtation and sexual harassment to quality control and automation. The latter, I confess, was my favorite. Otto Reyer, Director of Financial Aid at the University of California, Irvine, brought his automated financial aid system to the convention and showed what life is like in a paperless environment. Virtually all documents are shredded once they are entered into the data base and filmed. It was fascinating.

The conference theme of "Delivery, Development, Diversity...Directions for the Future" was explored by many of the featured speakers, especially by Dr. Johnnetta B. Cole, President of Spelman College, the first Black woman to head the 108-year-old Atlanta school. Other featured speakers included Senator Tom Harkin, Iowa, and Dr. Roberta Dunn, Deputy Assistant Secretary for Student Financial Assistance, United States Department of Education.

Washington proved to be an accommodating host, with moderate temperatures and low humidity, a clean and low cost rapid transit system, interesting restaurants (not low cost!) and the sights and sounds we all associate with D.C. All in all, it was a memorable conference in a great city.

GRADUATE FINANCIAL SURVEY

*submitted by Lou Vangiere,
Editor: DE-DC-MD News & Views*

Would you or a member of your staff like to earn graduate credits for a course on Financial Aid??

This could be a reality, but we need your help!

Just complete the survey below, copy this page, and forward it to:

Delaware Technical & Community College
Financial Aid Office
400 Stanton-Christiana Road
Newark, DE 19702

Graduate Financial Survey

A local University has expressed interest in sponsoring a three credit, one semester and transferable Master's level course on financial aid. This course would be for the University's students in Higher Education Counseling as well as for our community of financial aid professionals in the region. There is a need, however, to determine whether or not there is sufficient interest in our community to support such an endeavor. By completing this survey, you can assure not only your own potential for ongoing financial aid training, but professional training for your colleagues as well. The importance of quality training can never be underestimated in the field of financial aid. This potential course could be used to supplement current statewide training.

Thank you for taking the time to complete this brief survey and supporting the cause of professional development. Please return this survey by October 1, 1989. Copy this page and forward it to: Delaware Tech, Financial Aid Office, 400 Stanton-Christiana Road, Newark, DE 19702.

Question 1—Would you be interested in a 3 graduate course on financial aid?

☐ YES ☐ NO

Question 2—What level of financial aid training would most interest you in a graduate course on financial aid?

☐ BEGINNER ☐ INTERMEDIATE ☐ ADVANCED
☐ COMBINATION OF ALL 3 DURING A NORMAL
ACADEMIC SEMESTER

Question 3—How far would you be willing to travel for a graduate course on financial aid?

_____ Miles

_____ Time

Please indicate your city and state on the line below:

City: _____ State: _____

Question 4—Please indicate your personal night and time preferences for taking a graduate course on financial aid (check all days and times that most interest you).

Week Day Preferences: ☐ Monday ☐ Tuesday
☐ Wednesday ☐ Thursday
 Time Preferences: ☐ 4 pm ☐ 5 pm ☐ 6 pm
☐ 7 pm

Other Day & Time Preferences: _____

Question 5—Does your institution provide tuition reimbursement for graduate level studies?

☐ YES ☐ NO

If no, would you be willing to pay for a graduate course on financial aid?

☐ YES ☐ NO

How much would you be willing to pay?

\$ _____

Question 6—Any additional comments on this topic:

YOUR TURN ON THE "BOWL TEAM"!

*submitted by Flo DeLorme,
 Kutztown University*

Have you always secretly felt you were just as smart as those people you see on "Jeopardy"? Think your knowledge of financial aid is without equal? Test your financial aid IQ on these questions which were asked during the final of the Financial Aid Bowl at the NASFAA Conference.

1. What is the maximum Pell grant authorized by the enabling legislation for the 89-90 academic year?
2. Name the four reasons which cause a student to be automatically classified as independent. Believe it or not, one of the teams had the wrong answer.
3. The dependent student contribution is either \$700/\$900 or _____? (Fill in the blank.)
4. What is the new name for the index which determines Pell grant eligibility?

See, isn't this easy? You, too, can be a financial aid bowl competitor.

(For answers to these questions and to submit challenges for readers in future editions, please submit your answers or questions to the Editor.)

ADDITIONS AND CHANGES TO THE 1988-89 PASFAA MEMBERSHIP DIRECTORY

(Please add this to your directory supplements.)

NEW MEMBERS

Delia Battista A
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 TMNF
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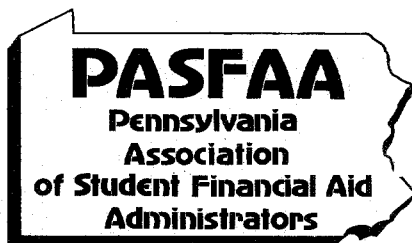
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Activity Almanac

- September 18 **PASFAA Executive Council Meeting**, Harrisburg, Pa.
- October 18-21 **NASEA** (National Assoc. Student Employment Adms.), Terrace Garden Hotel, Atlanta, Ga.
- October 22-27 **DE-DC-MD ASFAA Neophyte Workshop**, Jefferson, Md.
- October 29-31 **CEEB National Forum**, Marriott Marquis Hotel, Atlanta, Ga.
- February 14-16 **MSRO (CEEB) Regional Meeting**, Sheraton Society Hill Hotel, Philadelphia, Pa.



Kutztown University

Financial Aid Office
Kutztown, PA 19530

**It's the start of a
new school year for:**

