

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

SPRING 1996

VOLUME XXIX

PASFAA ELECTION NEWS

*submitted by: Christine A. Zuzack
Chair, Membership and Elections*

PASFAA elects a number of new council members each year in October. However, now is the time to start to think about serving PASFAA as one of its leaders. The rewards and satisfaction of assuming a leadership role are many.

This year we will be electing a new President-Elect, Vice President, Treasurer, and Secretary. The President-Elect position is a three year commitment while the remaining offices are two years in length. For a complete description of the responsibilities or for more information about how you can serve PASFAA, please contact me at 412-357-2218.

Formal requests for nominations for the available offices will be mailed out in early June. I hope that many of you will give serious consideration to this opportunity for professional development and service.

1996 PASFAA DISTINGUISHED SERVICE AWARD

*submitted by: Christine A. Zuzack,
IUP*

The PASFAA Distinguished Service Award recognizes a particular individual for his/her outstanding service to the profession. This service may include training, mentoring relationships, outreach activities, association governance, and other forms of volunteerism. PASFAA members are invited to submit for consideration the names of individuals who are deserving of this honor.

The four most recent Past-Presidents of PASFAA, Christine Zuzack, Ron Shunk, Betty Davis, and Ronald Laszewski, will review the nominees and recommend a slate of candidates to the PASFAA Council. Please contact one of these four individuals if you would like to nominate someone for this award.

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28th Annual
Conference
Split Rock Resort
October 6-9, 1996

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1995-96 PASFAA EXECUTIVE COUNCIL

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CG00283

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CG00166

PAST PRESIDENT

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(412) 357-2218
CG00315

VICE PRESIDENT

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CG01271

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Dickinson College
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CG01499

SECRETARY

Bonnie L. Behm
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College of Allied Health
Sciences
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CG00242

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Public Two-Year

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Butler County CC
(412) 287-8711
CG01647

Private Two-Year

Barbara L. Schmitt
Keystone Junior College
(717)-945-5141
CG01009

Private Four-Year

Arlina B. DeNardo
Lafayette College
(610) 250-5055
CG00727

State-Related

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Penn State University
(814) 863-2869
CG02586

SSHE

Robert J. Thorn
California University of PA
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CG02027

Proprietary

Robb Reddy
The Boyd School
(412) 456-1800

Nursing

Adrienne Miller
Shadyside Hospital
School of Nursing
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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 95-96

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Reading, PA 19612-5234
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or CG01654

EDITORIAL

BOARD: Bonnie L. Behm
Sally Whiteman
Ragan Watson
Rich Esposito
Joan Holleran
Randy Rennell
Alisa Destefano

2. PUBLICATION SCHEDULE

Articles, position openings, or newsworthy items can be submitted to any of the Board members according to the following publication schedule:

Summer 96 issue:	articles due June 1
Fall 96 issue:	articles due August 15
Winter 96 issue:	articles due December 1
Spring 97 issue:	articles due February 15

3. IMPORTANT MESSAGE

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

Pasfaa Potpourri

1. MOVING OR CHANGING POSITION? PASFAA membership belongs to the individual and not your institution. All changes in name, address, or title should be submitted to Georgia Prell, Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301. This is where our membership list is maintained.
2. 1995-96 PASFAA COMMITTEES
Government Relations Donald S. Shade
Membership and Elections Christine A. Zuzack
Professional Standards and Training George J. Walter
Public and Professional Information Bonnie L. Behm
1996 Conference Fran McKeown
1996 Hotline Marykay McCaughan
3. MEMBERSHIP IN PASFAA
Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Christine A. Zuzack, IUP for information about 1995-96 PASFAA membership.
4. LETTERS TO THE EDITOR
Do you have an opinion to share? Do you have a question to ask? Do you want to vent your frustrations? Do you wish to send a message to the readership? Do you wish to share an anecdote? If you have answered yes to any of the questions above, then :

send your letters to: Joyce M. Ballaban, Editor
PASFAA Newsletter
Albright College
P.O. Box 15234
Reading, PA 19612-5234
FAX: (610) 921-7294

All letters must be signed and we reserve the right to condense or edit if necessary.

LETTER FROM THE PRESIDENT

Dear PASFAA Friend,

Welcome to 1996! This year has certainly gotten off to a "stormy" start. Many of us have had record snowfalls, the federal government still has no budget and we have no tentative allocations of federal funds to process financial aid for the class of 2000. We have received no FM records thus far either, no verification forms, no dependency documents. My mind is saying "why should this year be any different than any other."

As we all gear up to begin processing financial aid for the upcoming academic year, Council has been busy trying to implement suggestions that came out of the first PASFAA Retreat. There are three changes being suggested for the PASFAA By-Laws and Constitution. An explanation of those suggested changes are included in this newsletter. PASFAA is required to give thirty days notice of proposed changes to all voting members. Ballots will be distributed after the thirty days has expired to all voting members to cast their votes for the proposed changes. If you have any questions or concerns regarding the proposed changes, please contact any member of council.

Two ad-hoc committees have been established and will begin meeting this spring. The first is the Technology Committee, chaired by Chris Zuzack and the second is the Finance Committee, chaired by Rachael Lohman. The specific charges and expected outcomes of the formation of these committees will be provided to you by the Chairs as soon as they have the opportunity to meet. Thanks to Chris and Rachael for lending your expertise to PASFAA.

The results of the guidance counselor workshops are included in this newsletter. Over one thousand counselors participated. Thanks to all of those presenters, site registrars and sector representatives for your help in this worthwhile endeavor.

Fran McKeown and the conference committee have met twice already and planning is underway for our 1996 annual conference to be held at Split Rock Lodge in the Poconos. Council met at Split Rock in December and was delighted with the facilities. There is something for everyone there. No one should be disappointed.

The 1996 Financial Aid Hotline was held in January. Thanks to Mary Kay Mc Caughan, Coordinator, and to all the many volunteers who gave their time to answer phones in the three locations. Council will review this year's results and make recommendations for any needed changes for 1997.

PAATP will hold its first Videoconference April 19, 1996 on student loans. This is the first attempt at this type of presentation. Please give this training effort your support by attending and participating at one of the various sites throughout the state.

In spite of the stormy start to this year we will find ways to serve our students and provide the financial assistance they need to attend our institutions. We will prevail - we always do!

Sincerely,

Georgia K. Prell

Proposed Amendments to PASFAA Constitution and By-Laws

In the Winter 1995 edition of the PASFAA Newsletter, Georgia Prell reported on a PASFAA retreat that was held to review the activities of our association and decide on a future direction for PASFAA to best serve all constituents.

One of the areas discussed during the retreat was that of association governance. After reviewing the recommendations made by the group which examined this area, PASFAA Council voted to advance to the membership proposed changes to the Constitution and By-Laws that would result in the following:

1) The establishment of two new representative seats on PASFAA Council. These are;
Institutional Support Services Sector Representative
and At-Large Representative

The Institutional Support Services Sector Representative will serve as representative for lenders, agencies and servicers who currently have no specific representation on Council. These individuals will continue to be associate members of PASFAA but would have the opportunity to vote in order to select this representative. This representative would be a voting member of council.

The At-Large representative must be an active member of PASFAA from one of the institutional sectors. It is believed that the creation of this position would allow for continuity with sector representatives, and provide more opportunities for volunteerism at the council level.

2) The current title of "Proprietary Sector" will be changed to "Business Trade and Technical Sector". This is recommended since some schools currently included in this sector are not really proprietary and this would eliminate confusion regarding a school's group designation.

Since the proposed changes require alteration to the Constitution and By-Laws, these must be voted on by the active membership. In order to be able to enact these changes, we hereby provide notice of these changes.

Thirty days after this notice active members will receive a ballot specifying amendments and changes.

Constitution - Article V

Section 1. (Amended to read): The Executive Council shall consist of the Officers of the Association and the members elected to serve as Councilpersons by their respective constituencies or At-Large from the active membership as specified in the By-Laws.

By-Laws - Article II

Section 1. (Amended to read): Officers and Councilpersons of the Association, except for the Institutional Support Services Sector Councilperson, must be Active Members of the Association.

Section 2. Election of Officers and Councilpersons shall be held under the supervision of the membership and Elections Committee and shall be by a plurality of active members voting, except for the position of Institutional Support Services Sector Councilperson who shall be elected by a plurality of the members voting from that sector.

Section 3. (Amended to read):

e. Sector Councilpersons--each two (2) years in odd numbered years.

f. At-Large Councilperson--each two (2) years in even numbered years.

By-Laws- Article III Duties of the Officers and Councilpersons (drop the "at-large")

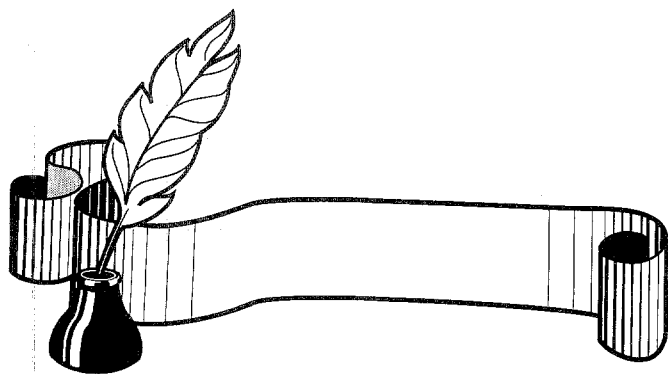
Section 7. (Amended to read): Councilpersons. The eight (8) Sector Councilpersons are to be nominated by and elected from, and are to represent the following.....

(Amended to read): g. One (1) Councilperson to be elected from Business, Trade, Technical institutions of post-secondary education.

(Amended by the addition of): h. One (1) Councilperson to be elected by and from Institutional Support Services membership; such Sector to consist of the Associate membership of the Association except for those Associate members who are located at post-secondary institutions of education.

To implement this Sector, if the first election occurs in an even numbered year, the person elected in that year will serve a one year term. The Sector will elect in the next subsequent odd numbered year for a two year term and continue to elect in successive odd numbered years thereafter.

(Amended by the addition of): Section 4. One (1) Councilperson-at-Large to be nominated by and elected from the full active membership. If nominations are not provided during the nomination process, the President may nominate and Executive Council shall approve by two-thirds (2/3) majority vote a seat on the Executive Council.



MENTORS NEEDED !!!

In an effort to encourage increased volunteerism and leadership within PASFAA, we are looking for individuals who are willing to be mentors for new PASFAA members. Mentors should also be willing to provide some degree of technical guidance for new aid administrators. With professional development being the primary objective, we are looking for mentors to guide interested members toward committee participation and training involvement.

Mentors should be individuals who have held leadership roles within PASFAA or another professional organization, have training experience within the aid community, or have an area of expertise they would be willing to share with their colleagues. The time component involved with being a mentor is minimal, but will provide a great service to our organization! If you are interested in serving PASFAA as a mentor, please complete the box below.

(CUT HERE)

.....
Yes, I am interested in serving as a mentor for new PASFAA members!

Name: _____ Title: _____

Name of Institution: _____

Address of Institution: _____

Telephone Number: _____ PHEAA Terminal ID Number: _____

E-Mail Address: _____

Years as a PASFAA member: _____ Please list some of your PASFAA activities: _____

RETURN TO:
Barbara Schmitt
Director of Financial Aid
Johnson Technical Institute
3427 North Main Avenue
Scranton, PA 18508

What's New In Washington?

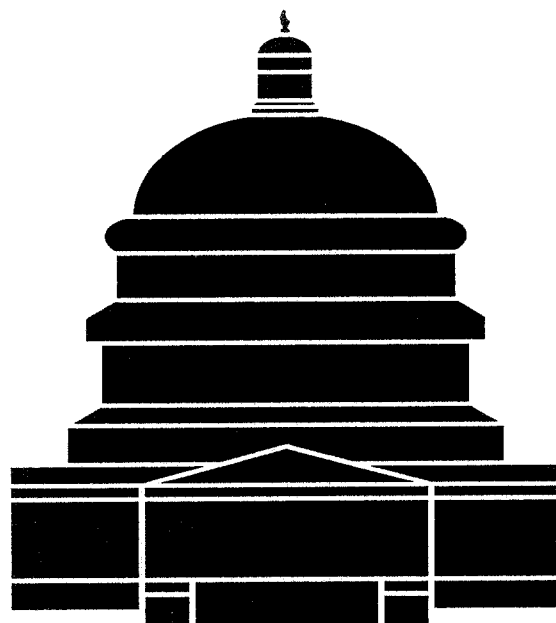
*submitted by: Kathleen A. Smith
Federal Relations Director, PHEAA*

That is a question a lot of folks are asking these days. It is rather quiet here lately with many members of Congress on the campaign trail. Here is a brief update on what has occurred. On February 5, 1996, as required by statute, President Clinton submitted his fiscal year 1997 budget to Congress. The President called this submission a thematic overview of his priorities. Because of the current status of fy 1996 appropriations as well as the government shut downs, the detail of the President's budget is expected sometime during the week of March 18, 1996. The President still proposes to balance the budget in seven years by saving \$596 billion. He restates his commitment to education and training, science and technology, environmental protection, law enforcement and other key priorities. Those priorities include Head Start, Safe and Drug-Free Schools and Communities Program to create safe learning environments, Goals 2000, AmeriCorps, lower cost student loans, Pell grants and Skill grants. Before any judgements can be made, the detail must be reviewed.

The current continuing resolution (CR), which is funding those agencies yet to have an appropriations bill signed into law, will expire on March 15, 1996. Most notably, this current CR funded Pell grants at a maximum level of \$2440.00. Unfortunately, many of the other aid programs are still in somewhat of a state of limbo, with funding for Perkins, SSIG and campus based programs still not set in stone. Pell grant schedules have been mailed out to schools and should help in the preliminary awarding of aid. As the March 15th date draws near, there are many schools of thought as to how this will play out. One thought is that a new CR will be passed and signed into law to take us through the rest of the 1996 fiscal year which ends on September 30, 1996. For some members of Congress however, the thought is to have a series of CR's every 30 to 45 days. At this point, it is anyone's guess.

President Clinton spoke before the National Association of Independent Colleges and Universities (NAICU) on February 7, 1996. In his speech, the President restated much of what he said in his State of the Union Address about investment in education and stating we need more financial aid, not less. He praised NAICU for all of its efforts to save student aid and at one point mentioned the rising cost of college. The President said that the cost of higher education as a percentage of a family's income has risen dramatically. The President then urged those in the audience to do all they can to keep cost down and cited several examples of colleges that had done just that. He then said, "I believe the younger generation of today will share in the greatest possibilities America has ever known, these possibilities must be available to everyone."

Should any of you have questions or would like more information on any of the above, please feel free to contact me at 202-466-8085.



FINANCIAL AID ON THE WEB

*submitted by: Michael Colahan
Thomas Jefferson University*

In the ever-expanding world of the Internet and World Wide Web, financial aid resources can now be accessed. A few are described below.

Fast WEB

Location: <http://www.studentservices.com/fastweb/>

A thorough scholarship resource finder, created in 1995 and purportedly endorsed by over 300 colleges. You complete an online questionnaire, then are given your own personal mailbox ID. Appropriate scholarship resources are posted to you, and are updated every few weeks. You can access Fast WEB as often as you wish.

The Student Guide, 1995-96

Location: http://www.ed.gov/prog_info/FSA/StudentGuide/

General information about the Federal Financial Aid programs, eligibility, application process, deadlines, and special circumstances. Provided by the Department of Education.

NOTE: The current page still reflects the 1995-96 guide. However, an updated 1996-97 guide should be forthcoming.

Coalition for Student Loan Reform (CSLR)

Location: <http://www.sclr.org/>

CSLR is a nationwide group of nonprofit guarantors and secondary markets who are committed to helping students and families finance a college education by working to improve the Federal Family Education Loan Program (which includes the Stafford and PLUS loan programs). The site provides students with up-to-date information on issues, major developments in student loan policy, Capitol Hill news, and relevant legislation, etc.

College board On-Line

Location: <http://www.collegeboard.org>

This site helps orient students and parents to the process of applying to college, including applying for financial aid. Features include financial aid "calculators" for estimated awards, a Parent Loan Advisor, glossary of financial aid terms, etc.

Mark's Picks

Location: <http://www.cs.cmu.edu/afs/cs.cmu.edu/user/mkant/Public/FinAid/html/picks.html>

One of the longest web addresses, but also one of the best. Maintained by Mark Kantrowitz at Carnegie-Mellon University, this page lists links to information about financial aid, sources of aid, and financial aid "calculator" to help students estimate what their family contribution and financial aid might be. Mark thoughtfully provides a detailed description of each link.

1995 GUIDANCE

The Guidance Counselor Workshops were held in November at thirty eight sites across the state of Pennsylvania. One thousand and nineteen counselors attended these workshops to increase their knowledge of the financial aid process so that they could better assist their students who are applying to our institutions.

Northwest - Dan Johnston, Regional Director

Date	Place	Presenter	Registrar
11/1	University of Pittsburgh - Bradford	Vicky Pingie	Tammi Hannon
11/3	Clearfield High School	Ragan Watson	
11/6	Warren County Vo-Tech	Barbara Wood	
11/8	Mercyhurst College	Jim Treiber	
11/9	Crawford County Vo-Tech	Susan Lazzaro	
11/14	Midwestern I.U. #4	George Gerhard	Anne Bowne
11/16	Riverview I.U. #6	Ken Grugel	

North Central - Dan Hudock, Regional Director

11/2	Susquehanna University	Helen Nunn	JoAnn Bonfato
11/3	Williamsport School of Commerce	Don Shade	
11/7	Bloomsburg University	John Bieryla	
11/9	Mansfield University	Karen Bloom	
11/14	Northern Tier Area Vo-Tech	Chris Vaughn	
11/17	South Hills Business School	Marianne Walker	

South Central - Bruce Diefenderfer, Regional Director

11/6	Millersville University	Gordon Bateman	Gene Wise
11/8	Gettysburg College	Kathy Ruby	Ruth Cramer
11/13	E. Junianta High School	Ray Randall	
11/16	Cumberland/Perry Vo-Tech	Sally McCrea	
11/17	Consolidated School of Business	Clarke Paine	

COUNSELOR WORKSHOPS

*Submitted by: Georgia K. Prell
PASFAA President*

This training effort is a cooperative effort of PASFAA and PHEAA. PASFAA would like to thank all of the volunteers who gave of their time and expertise to assist in this worthy endeavor. We would also like to thank PHEAA and the Regional Directors, particularly, Tom O'Donnell and Dan Hudock, who helped coordinate this workshop series. Also, a special thanks to all of the schools who assisted by hosting these workshops on their campuses.

Southwest - Jim Cardinale, Regional Director

Date	Place	Presentor	Registrar
11/1	Somerset Area Vo-Tech	Julie Salem	Brandi Darr
11/2	Hollidaysburg High School	Betty Soergel	
11/3	CCAC - North	Maryann Dudas	
11/6	Arin Intermediate Unit	Rob Reddy	
11/7	Penn State - Fayette Campus	Sandra Malone	
11/8	University of Pittsburgh - Johnstown	Leanne Yunetz	
11/13	University of Pittsburgh - Greensburg	Gary Means	Erin DeCaro
11/14	CCBC	C. Brad Pendell	
11/15	Washington and Jefferson College	Patricia Loughran	Sheila Nelson-Hensley

Northeast - Tom O'Donnell, Regional Director

11/1	Bucks County Community College	Fran McKeown	Cindy Haney
11/2	Albright College	George Walter	Suzanne Sparrow
11/3	Penn State, Allentown Campus	Phyllis York	Joan Willertz
11/6	Marywood College	Ellen McGuire	
11/8	Wilkes Barre Area Vo-Tech	Margaret Hynosky	
11/9	Colonial - Northampton I.U.	Cate McIntyre	
11/14	Penn State, Schuylkill Campus	Tom O'Donnell	
11/16	Westminster Theo Seminary	Mike Wisniewski	Bonnie Behm

Southeast - William Parker, Regional Director

11/13	Delaware County I.U. #25	MaryKay McCaughan	Kate Lockhart
11/15	LaSalle University	Lynell Shore	Tricia Grey
1/17	Chester County I.U. #24	James Brown	Raymond Toole

PASFAA EXECUTIVE COUNCIL MEETING

DECEMBER 3-4, 1995

SPLIT ROCK LODGE, POCONOS, PA

*submitted by: Bonnie Lee Behm
PASFAA Secretary*

The meeting was called to order at 3:15 P.M. on December 3, 1995.

Conference 1995 Michael Bertonaschi

1. Michael circulated a report outlining the conference expenses. Based on the current information the conference demonstrated \$37,239 of revenues over expenses.
2. Michael suggested that it might be helpful if a survey was sent to the membership to ask why people attend conferences.
3. The needs of the minority FAO's at the conference was considered. George Walter commented that the Professional Standards and Training committee recently reviewed the results of the newsletter survey on minority concerns. Only four people responded to the survey. However, it was suggested that there be a minority concerns breakfast at the PASFAA Conference.
4. Michael Bertonaschi advised Council that this year's sponsorship was outstanding but it is difficult to predict the future sponsorship of the conferences. Mike recommended that sponsorship be carefully explored in the future to alleviate some of the burden on the conference committee.

Conference 1996 - Fran McKeown

1. Mary Kosin had to resign from the conference committee. Fran recommended George Glaze from Thomas Jefferson University, College of Graduate Studies, to fill this vacancy. Chris Zuzack made a motion to accept the recommendation. George Walter seconded the motion. Motion approved.

Membership and Elections - Chris Zuzack

1. A Membership and Elections committee report was circulated to Council. Currently there are 515 PASFAA members.
2. Chris circulated a copy of the membership application and brochure. She will be mailing the piece along with a letter to schools who are on the PHEAA database but not currently PASFAA members. She also is soliciting additional memberships from schools whose employees are underrepresented.
3. Chris is currently working on the new PASFAA Resource Manual (formerly the Directory) to include the new items discussed at the retreat.

Professional Standards and Training - George Walter

1. Minority Concerns - The PS&T committee felt that they need to get additional demographic information regarding the ethnicity of the membership. They are going to contact Fran McKeown to make sure that she adds additional information regarding ethnicity on the conference registration form since most of the memberships are acquired through the conference registration form.
2. Policy & Procedures Manual - Work is continuing on this project.
3. Sponsorship Agreement - George will be following up on where Bob Heyl's school legal department is on its review of this document.
4. Survey of Membership Training Needs - Arlina DiNardo will be in charge of a survey to assess the memberships' training needs. This should be ready to go out in early spring.

Government Relations - Don Shade

1. The first meeting of Government Relations was held on November 21. Kathleen Smith updated them on a variety of issues. The group also met with Rick Irvin to try and facilitate communications between PHEAA and the aid Administrators.
2. Don Shade is now on the Lender/School Advisory Committee to assist in facilitating communications.
3. The committee set its agenda for the year which includes Reauthorization '97.
4. OVR - We are currently operating on an old agreement. In some parts of the state the current agreement is not even being honored. John Paterson, our former OVR contact, no longer holds the same position at OVR. We need to find out who our new contact is. Georgia asked if the Executive Council had any objections if Don called OVR to inquire who our new liaison is and to set up a meeting to discuss the current agreement. There were no objections from Council on this matter.

Public and Professional Information - Bonnie Lee Behm

1. The following names were submitted for approval as members of the 1995-96 Newsletter Editorial Board: Joyce Ballaban, Sally Whiteman, Ragan Watson, Rich Esposito, Joan Holleran, Randy Rennell, Alisa Destefano. Chris Zuzack made a motion to approve the members as submitted. George Walter seconded the motion. Motion carried.

Guidance Counselor Workshop - Georgia Prell

1. A final count of workshops attendees was not available as of this date but Georgia assumed that the numbers were increased due to the overwhelming need for workshop packets.
2. It was suggested that site-registrars have copies of the overheads in the event of emergencies. Sector Reps had copies but site-registrars did not have the overheads.
3. Georgia also recommended that the FAFSA be taught by the PASFAA trainers and not the regional reps.

(council meeting minutes cont. from p.10)

Financial Aid Hotline 1996 - Chris Zuzack

1. The mailing for the Hotline is ready to be sent out.
2. A list of vendors has been obtained and MaryKay will be soliciting them for sponsorship of the Hotline.
3. The Hotline will be hosted in Philadelphia, Harrisburg and Pittsburgh.
4. Since the resignation of the Hotline chair, Mary Kay McCaughan assumed the role of chair and is taking charge of the plans.

NASFAA - Chris Zuzack and Georgia Prell

1. We will be submitting the Loan Forum to NASFAA as an idea for one of their state awards.

SECTOR REPORTS

1. SHEE - Bob Thorn
 - a. He will be designing and distributing a survey to circulate to his sector to assess their needs.
2. State Related - Dan Wray
 - a. Dan wants to send a letter to his sector members to introduce himself and to increase awareness of his role on Council and its meaning to the sector.
3. Nursing - Adrienne Miller
 - a. The sector is planning a meeting for January to discuss various issues especially the need for electronics on campus.
4. Proprietary - Rob Reddy
 - a. A mailing was made to schools outlining the results of their last meeting.
 - b. Rob is getting a list from PHEAA of proprietary schools on their database. He wants to compare that list against our database to get a list of potential new members in his sector.
5. Two year public - Jean Walker
 - a. The sector met November 16 & 17 in Harrisburg. Rick Irvin and Mary Beth Kelly from PHEAA were in attendance. The meeting was well attended and many schools used this opportunity to meet since they were not able to attend the state conference.
 - b. Don Shade suggested that if anyone wanted to have Kathleen Smith attend their regional meetings they should contact her

The meeting was suspended at 6:20 p.m., Sunday December 3.

Monday, December 4, 1995

The meeting was reconvened on Monday, December 4 at 8:35 a.m.

PAATP

1. George began the discussion with a review of the drafts of the PHEAA/PASFAA Agreement. Numerous changes to the document were discussed. George noted the changes that were addressed and will be forwarding a revised copy to Council for review.
2. During the review of the agreement, numerous issues related to training were addressed, among them: selection of the Chairman of P&PDC, PAATP oversight of programs, training opportunities available through the PAATP structure, reporting mechanisms, lengths of term on committee, support needed and/or wanted through PHEAA, fees for training programs, selections of committee members, time commitments of faculty and committee members, and representation of the entire PASFAA membership able to serve on PAATP committees.
3. Consensus was reached that training programs should be limited to the membership only, except at the support staff workshops which should be open to the community at large.

New Business

1. Historian - It was discussed at the retreat that a historian would be helpful in assisting with the recording of the history of the Association. A motion was made by Chris Zuzack to appoint a PASFAA Historian to consolidate and organize the historical records of the organization. The person would be appointed by the President and approved by Council with a direct reporting relationship to the President. The motion was seconded by George Walter. Council approved the motion.

Retreat - PASFAA Planning

As a result of the retreat a host of activities and issues were to be discussed for further action or consideration by Council.

A. Association Governance

1. Institutional Support Services Sector - This group would be representative of lenders, College Access, PHEAA and other agencies and servicers and would be an additional sector with representation on Council. The constituents of this group would still be associate members with their only vote at the Council meetings.

Council discussed the merits and opportunities this new sector would offer its current members. The need for these members' voices to be heard in a more structured mechanism was discussed. After much discussion a motion was made by Don Shade to create an institutional support services sector with representatives from lenders, agencies and services to serve as a separate sector with a representative on Council with voting privilege same as other Council members. The individuals would still remain associate members. This sector would include lenders, servicers, agencies and other associate members not employed by a post-secondary institution. Chris Zuzack seconded the motion. Motion approved.

2. At Large Council Member - The thought behind this idea was to allow larger sectors to have more of a voice on council should the At Large member be chosen from one of the larger sectors. The recommendation from the retreat was to offer three At-Large council positions. Various discussions transpired questioning the cost of bringing three new council members on and the need for three members versus a smaller number.

(council meeting minutes cont. from p.11)

Madelyn Campbell made a motion to create one At-Large member of Council to be voted on by the active member of the Association. This new Council member would serve a two-year term voted on during alternate years from sector elections. Jean Walker seconded the motion. Vote was taken, and the motion was approved.

3. Miscellaneous category - The question was raised as to where is the correct placement among the sectors for the 5-year cooperative programs, graduate programs, law, and vo-tech schools. A recommendation from the retreat was made to include vo-tech with the proprietary school. Should we look at membership to see where the "others" fit in?

Given the change in the external world is it possible to change the name of the proprietary sector to correspond with the changes in the external market? Since some of the schools now under the proprietary are not really proprietary schools there is much confusion as to where these schools should fit.

Chris Zuzack made a motion to change the name of the proprietary sector to "Business Trade and Technical Sector" to include all schools previously under the proprietary sector and to also include the vo-tech schools. Rob Reddy seconded the motion. Motion carried.

B. PHEAA Advisory Committee- It was brought out at the retreat that the membership on the PHEAA Advisory Committees should have more access from the general membership. Georgia Prell asked Don Shade to secure a list of the committees' membership and report back to Council with this information in February.

C. Finance Committee Don Shade circulated a summary of the findings of the retreat developed by the Finance and Development subcommittee. The group outlined a recommended course of action for a variety of topics. These included:

- solicit members to form an *ad hoc* committee with representatives from Council, with the Chairman of this *ad hoc* committee appointed by Council.
- the *ad hoc* committee would develop guidelines for soliciting and accepting financial support for the Association activities, determine the need of a standing Finance Committee and if implemented the *ad hoc* committee would develop appropriate structure, duties and constitutional and by-laws language for consideration by Council.

1. Chris Zuzack made a motion to establish an *ad hoc* Finance Committee of five to eight people to initiate a funding mechanism for the organization. Madelyn Campbell seconded the motion. Motion carried.

2. Georgia offered the recommendation to start with the appointment of the committee this year with Rachael Lohman as the first Chairman and additional committee members solicited from the past Treasurer's, Conference Chairs and lenders. Council concurred with this recommendation and agreed that any expenses incurred by this *ad hoc* Committee be charges against Special Projects.

D. New Initiative - Chris Zuzack stated that there were numerous initiative that were brought forward from this retreat subcommittee. Some of them were more easily acted upon now while others were long range initiatives. The subcommittee felt there were four that could be easily started, these included:

1. Appointment of a historian - this was discussed earlier in the meeting.
2. Design a World Wide Web page and a list serve for Pennsylvania. Dan Wray will be looking into the feasibility of this project.
3. Resurrect the issuance of the PASFAA Membership Certificates.
4. Implement a Mentoring program - PS&T is working on a Mentoring program already.

E. Technology ad hoc Committee - given the vast resources and availability of new technology it is becoming important for the membership to become more technologically proficient. Additionally, a variety of training opportunities are possible from this topic. George Walter made a motion to establish an ad hoc committee to research the use of technology in individual offices as well as to advertise and publicize the association. Dan Wray seconded the motion. Motion carried.

Bonnie Behm made a motion to appoint Chris Zuzack as the Chairman of this committee. Madelyn Campbell seconded the motion.

F. Hotline - Georgia Prell questioned the future role of the Hotline. Is the timing of the Hotline inappropriate? Why is there such a decline in the number of calls?

Due to the timing of the Hotline scheduled for January, 1996, it was suggested that this topic be tabled until after the 1996 Hotline is finished. This will be discussed thoroughly at the February Council meeting.

G. Breakfast Clubs - It was suggested that breakfast meetings or a similar mechanism be incorporated into the conference planning so committees can meet to discuss past events, future goals, solicit new members, etc. It was the sense from Council that this be made a part of the 1996 conference planning.

Chris Zuzack made a motion to adjourn the meeting; George Walter seconded the motion, motion was approved. Meeting adjourned at 3:15 p.m.

Respectfully submitted,
Bonnie Lee Behm
Secretary

LENDERS WORKING . . . TOGETHER???

Submitted by: Sally Whiteman
PNC

Yes, you read correctly. PHEAA lenders have formed a partnership to help address the problems and issues of the Pennsylvania financial aid community. We want to bring you up to date on why we've formed, and what our current objectives are.

Last year's PASFAA conference featured a session entitled, "What Can Lenders Do to Make the Life of a Financial Aid Officer Easier?" Betty Davis, Bill Irwin, and Dan Wray sat on a panel that discussed common problems that schools encounter with the lending community. The formation of our lender group started in that same room immediately after the session: Lenders realized that, together, we can transcend our competitive differences in order to help you help your students.

Our first task is to publish a directory of PHEAA lenders, and to feature a profile on each. Some samples of the information that will be available are:

*Who do I contact for origination problems?
Where can I call to discuss deferment processing?
What is the lenders's interest capitalization policy?*

And, of course, there will be much more information in each profile. We sent a sample of the proposed format to the PASFAA Executive Council, and to one person whom we felt represented each of the six area financial aid groups: PCHE Financial Aid Administrators, Northwest PA Financial Aid Administrators, RAID, NEPIC, Lehigh

Valley Financial Aid Administrators, and Philadelphia Financial Aid Administrators. We've received some excellent input from schools, and are currently in the midst of making the necessary changes to the form before sending one to each PHEAA-approved lender.

A special note to lenders . . . this initiative is being taken because schools are having trouble reaching us to get their issues resolved! Please take the time to respond to the Profile request when it arrives in your in-bin and return it by the due date to be ensured that your institution is included in the composite. The directory will be much more useful if everyone is involved.

We hope to have the directory available for schools' use before loan processing starts for the next academic year, and intend on sending one directory to each school listed in the PASFAA directory.

Finally, we don't have a name yet . . . I have referred to us as the "Ad-Hoc Lender Committee." Others have called us the Lender Committee, or Lenders Working Together. We're so busy trying to honor school requests that we haven't even hammered out a name or any rules yet! As soon as we have more to share, I'll be forthcoming with the information in the newsletter. We also welcome any thoughts or suggestions you have, so please don't hesitate to contact either myself, or any lender with whom you have a good working relationship. We'll be happy to bring it before the committee.

FOUR-YEAR PRIVATE SECTOR REPORT

I don't have much to report to you for this edition. However, I thought I'd provide my address, phone number and "electronic names", in case you have any issues you'd like me to address before Council.

My address at work is:

Arlina B. DeNardo
Office of Financial Aid
107 Markle Hall
Lafayette College
Easton, PA 18042-1777

Work Phone: 610-250-5055

Work Fax: 610-250-5355

Electronic Names: "denardoa@lafayette.edu" on the internet
"CG00727" through PHEAA

Our next Council meeting is scheduled for April 15th, so feel free to pass on any concerns before that date. Otherwise I'll assume "no news is good news"! Good Luck with the Class of 2000, and remember to stay healthy and sane through it all!

PASFAA CONFERENCE 1996

The PASFAA Conference Committee 1996 has already met twice at the Split Rock Resort in the Poconos. Tentative sessions have been scheduled as well as entertainment. Split Rock is in a very scenic area of the Poconos. If the weather cooperates, it will be a very pretty time of year in the Poconos. The resort itself has a lot of activities to offer including golf, swimming, bowling, a movie theatre, mini golf and lots more. We have decided to have a cruise theme for the conference so be prepared to enjoy the cruise atmosphere. We are still looking for suggestions for sessions at the conference. Therefore, if you have any good ideas, please contact a member of the conference committee. The members of the committee are listed below. Looking forward to seeing you all in the Poconos from October 6-9, 1996.

Conference Committee Members 1996:

Fran McKeown, Bucks County Community College
Lisa Cooper, Philadelphia College of Textiles & Science
Suzanne Sparrow, Ursinus College
George Glaze, Thomas Jefferson Univ. Co. of Graduate Studies
Michael Burke, Germantown Hospital & Medical Center School
of Nursing
Sally Whiteman, PNC Bank
Julie Salem, University of Pittsburgh Johnstown

FINANCIAL AID HOTLINE A SUCCESS !!

Again the financial aid community responded to our calls for volunteers for the 1996 Financial Aid Hotline. A final report is being prepared and is not available at press time for this newsletter. However, over 800 calls were received during the week of January 22 through January 26, 1996.

Special thanks go to the following who were instrumental in assuring its success: Arlene Hassinger of PHEAA, Kelly Voigt at PNC Bank, Janet McLaughlin at Point Park College, Ray Toole of St. Joseph University, and Carolyn Bryan of Penn State. Extra special thanks go to the many lenders who donated funds to ensure a strong advertising budget.

They include:

PNC Bank, Fleet Bank, Mellon Bank, Sallie Mae, Chemical Bank, Education Finance Center, Educaid, First Fidelity Bank, Integra Bank

And finally, we are grateful to our host sites of PNC Bank in Pittsburgh, Villanova University, and PHEAA in Harrisburg which had to contend with the recent floods.

Stay tuned for more information in the Summer PASFAA Newsletter.

MEMBERSHIP NOTES AND NEWS

Beverly Hayden, Philadelphia College of Pharmacy and Science, will retire May 3, 1996 after serving students at PCPS for 22 years. Good luck and enjoy! Keep us posted on what life is like after financial aid!

Mildred Jackson, was appointed director of Financial Aid at Keystone College effective September 11, 1995 after working 11 years at Lincoln University where she most recently served as assistant director. Congratulations on your promotion!

Shirley Dickinson, Keystone College, was promoted to assistant director effective January 1996. Hoo-ray... hard work pays off!

POSITION OPENINGS

The following employment opportunities have been posted through the PHEAA Message System or have been forwarded to the newsletter. Please contact the college, school or servicer directly to obtain additional information. This newsletter does not guarantee these positions are still available at press time.

- 1) Philadelphia College of Pharmacy and Science: Director of Financial Aid
- 2) Robert Morris College: Financial Aid Coordinator
- 3) Community College of Beaver County: Director of Financial Aid
- 4) Lincoln Technical Institute: Financial Aid Advisor (part-time)
- 5) Sallie Mae: Academic Services Representative

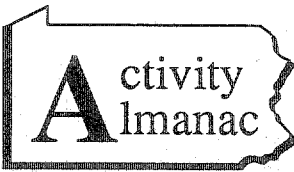
NEW PASFAA MEMBERS LISTED ALPHABETICALLY

Name / Title	Institution/Address	City/State/Zip	Phone/*FAX/Term.

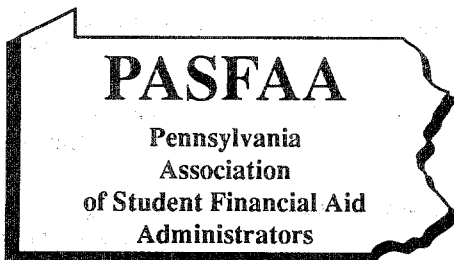
BUTTS, Mary E. Coordinator	FCAVTS-Prac Nursing Prog 2463 Loop Road	Chambersburg, PA 17201	717-263-5667 717-263-6568*
DELLAPENNA, Caroline Controller	Gratz College Old York Rd & Melrose Ave	Melrose Park, PA 19027	215-635-7300 215-635-7320*
LATTA, Robert Dir of Financial Aid	Westminster College South Market Street	New Wilmington, PA 16172	412-946-7102 412-946-7171* CG00173
MONACO, Joseph Marketing Representative	Security Credit Systems, Inc 1250 Niagara Street	Buffalo, NY 14213	716-882-4515 716-884-4312*
RANDOLPH, Eileen Fin Aid Director	Westrn Sch Health & Business 327 5th Avenue	Pittsburgh, PA 15222	412-281-2600 412-281-0319* CG02258
SNYDER, David Director	Berks Technical Institute 4 Park Place	Wyomissing, PA 19610	610-372-1722 610-376-4684*
STODDARD, Marlene Coordinator-FAA	Lawrence Co. Vo-Tech 750 Phelps Way	New Castle, PA 16101	412-654-2810 412-658-8530*
TESCHENDORF, Kathie Fin Aid Administrator	The Chubb Institute 965 Baltimore Pike	Springfield, PA 19064	610-543-1747 610-543-7479*
WINGER, Donald	Security Credit Systems, Inc 1250 Niagara Street	Buffalo, NY 14213	716-882-4515 716-884-43128

CHANGE OF ADDRESS

SCHOEMAKER, Danelle	Reading Hosp Sch of Nursing P.O. Box 16052	Reading, PA 19612	610-378-6958 610-378-6696*
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March, 1996	PHEAA College Services Workshops
April, 1996	PAATP FFELP Teleconference
April, 1996	2-year Public Sector Meeting: Harrisburg, PA
May 5-8, 1996	EASFAA 96 Conference: Bolton Landing, NY
May, 1996	PAATP Seminar for Lenders
June 10-14	PAATP 96 Summer Institute
July, 1996	PHEAA State Grant Workshops
July 14-17, 1996	NASFAA 96 Conference: Denver, Co
October 6-9, 1996	PASFAA 96 Conference: Poconos, PA
July 13-16, 1997	NASFAA 97 Conference: Philadelphia, PA



Albright College

HAPPY PACKAGING TO:

**Financial Aid Office
Reading, PA 19612**