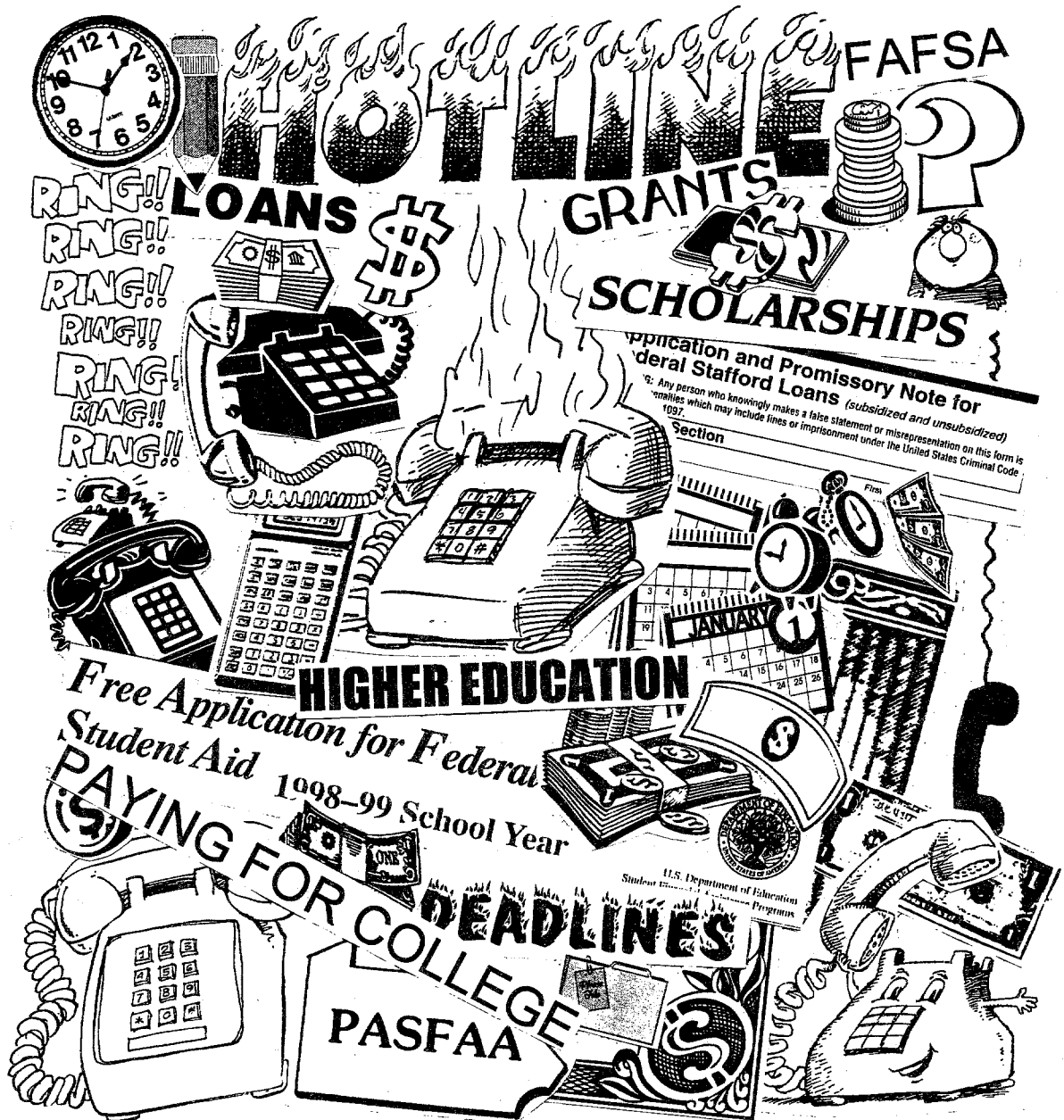


PASFAA

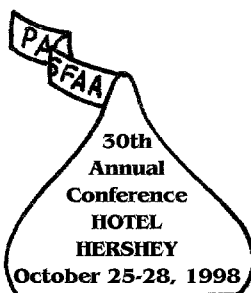
NEWSLETTER

Pennsylvania Association of Student Financial Aid Administrators

VOLUME XXXI / SPRING 1998



Collage by Amy Stauffer '98, Kutztown University Financial Aid Office student employee.



FEATURES

- President's Letter
- Hotline Returns
- Guidance Counselor Workshops
- Interest Rate Controversy
- Conference Site Selection
- Response to FAFSA Changes
- EASFAA, NASFAA Plans
- PELA News
- Council Minutes
- Sector and Committee Reports

1997-98 PASFAA EXECUTIVE COUNCIL

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The members of PASFAA's Executive Council have agreed to serve as mentors to all current PASFAA members. Feel free to contact a PASFAA Council member with your financial aid questions.

Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 1997-98

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Dana French Ragan Watson Sherry Youtz
Patty Hladio

2. PUBLICATION SCHEDULE

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

Summer 98 issue:	articles due May 15
Fall 98 issue:	articles due July 15
Winter 99 issue:	articles due November 15
Spring 99 issue:	articles due February 15

3. IMPORTANT MESSAGE

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

PASFAA Potpourri

1. MOVING? CHANGING POSITION OR TITLE?

PASFAA membership belongs to the individual and not the institution. All changes in name, address, or title should be submitted to George Walter, Financial Aid Office, Villanova University, 800 Lancaster Ave., Villanova, PA 19085-1685. The membership list is maintained at Villanova.

2. 1997-98 PASFAA COMMITTEES

Government Relations Fran McKeown
Membership and Elections George Walter
Professional Standards and Training Bill Burke
Public and Professional Information Bonnie Behm
1998 Conference Michael Burke
Financial Aid Training Brandi Darr/Sally Ann McCrea
Financial Aid Awareness .. Jean Walker/Michael Bertonaschi
Technology Mary Miller
Finance and Development Robin Szitas
Development Sub-Committee Clark Paine

3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact George Walter, Villanova University, for information about 1997-98 PASFAA membership.

4. LETTERS TO THE EDITOR

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

5. PASFAA HOME PAGE

Visit our World Wide Web site at: <http://www.sru.edu/pasfaa/>

LETTER FROM THE PRESIDENT



Dear PASFAA Friends:

As I was sitting in my graduate school class at Kutztown University one evening, I was reminded of why I am in financial aid (during this heavy financial aid packaging time, it certainly is hard to remember). The class is "Fundamentals of Counseling," and it gives me the opportunity to slow down and remember the basics of what we do and why we do it: helping our students for their benefit. I hope everyone gets the chance to slow down, if just for a moment, for our students' sake.

This issue of our Newsletter is chock full of articles highlighting the work of our association. PASFAA is a very active association, and I'd like to emphasize some of those happenings. Please look for the full details on these events within this Newsletter.

I'd like to thank all of you who participated in the Guidance Counselor Workshops during the month of November. The guidance counselors' evaluations were very positive, and work has begun on the next series for 1998. The PHEAA Regional Directors were also a big part of that success, and I thank them as well.

I am especially excited to announce we have begun a partnership with the Pennsylvania Association of Secondary School and College Admission Counselors. Our first joint effort was a Financial Aid Information Night held at Delaware County Community College on January 8, 1998. PASFAA members, PASSCAC members and PHEAA joined to sponsor this highly successful event. PASFAA members have already signed up to present at the PASSCAC annual conference in June, and I am working with Fran Cubberley, PASSCAC President, to establish additional ways in which our associations can join together for the benefit of our students.

Jean Walker and the Financial Aid Awareness Committee are to be commended for their hard work in bringing the 1998 PASFAA Hotline up and running again during the week of January 26-29, 1998. I'd like to thank our sponsors, PNC Bank, PHEAA and CoreStates Bank, for their support of this project. Please refer to Jean's article for further details on the Hotline. The Financial Aid Awareness Committee is already planning their next meeting to gather information on the TAP Program for distribution to the membership. Look for that in our next newsletter.

As reauthorization looms on the horizon, Fran McKeown and the Government Relations Committee have a finger on the pulse of Washington. The comments on the 1999-2000 FAFSA draft have been sent and those comments are printed in the Newsletter. Fran is in constant touch with NASFAA representatives to assess when we should make our next move to affect reauthorization.

Batter up! The Pennsylvania Financial Aid Training Program Spring Training Workshops are ready to go and are certain to please with this year's line-up of all-stars and topics. The "game" in the west is on Tuesday, April 7 at the Sheraton Station Square in Pittsburgh and the "game" in the east is on Wednesday, April 15 at the Adam's Mark Hotel in Philadelphia. Take a break, and get out to the game, and join your colleagues for PASFAA's Second Annual Spring Training.

Finally, I would like to thank those individuals who contributed articles on the Student Loan Interest Rate Debate. Their insight into this debate will certainly help us to understand the impact of this important issue and give us the ability to address this matter with our students and families.

Thank you for the opportunity to serve you.

Sincerely,

A handwritten signature in dark ink that reads "Vali G. Heist". The signature is written in a cursive, flowing style.

Vali G. Heist
PASFAA President

1998 PASFAA FINANCIAL AID HOTLINE

Submitted by
Jean Walker
1998 Hotline Coordinator



Ruth Brouse, Bucknell
University

The 12th annual PASFAA Financial Aid Hotline was held Monday, January 26, 1998, through Thursday, January 29, 1998. Once again, PASFAA volunteers and the many individuals involved in coordinating this effort succeeded in providing assistance to Pennsylvania students and their families. Nearly 600 callers and 20 Internet Chat participants received answers to questions concerning the application process, grant and loan eligibility, and dependency status criteria.

An event such as this cannot take place without the cooperation and assistance of many dedicated professionals. I want to personally thank all the volunteers who staffed the telephones and the Internet Chat each evening. A listing of the volunteers follows this article. Coming in the next issue will be a detailed report of the Hotline including a complete analysis of the phone calls received and other noteworthy statistics.

A big thank you goes out to the site coordinators, Sandy Cronin of CCAC-Boyce Campus, who coordinated the Pittsburgh site, Elizabeth McCloud of Elizabethtown College who coordinated the Harrisburg site, and Raymond Toole of Saint Joseph's University who coordinated the Wilmington site. Their assistance with coordinating the site volunteers and attending to all the location arrangements and last minute details was greatly appreciated.

A special thanks goes to Tom Lustig of PNC Bank, Keith New of the PHEAA Public Relations Department, and Dan Okoniewski and John Southwood of CoreStates Bank. In addition to assisting with all the arrangements for the Pittsburgh site (PNC Bank), Tom coordinated the paid media campaign for the Hotline. Keith coordinated all of the Hotline mailings and the public service publicity while also assisting with the arrangements for the Harrisburg site (PHEAA). Keith was also the driving force behind the Live Internet Chat. His expertise with this new technology allowed this "Hotline first" to take place. Dan and John enthusiastically offered the CoreStates facility in Wilmington when we were unable to secure a site in the immediate Philadelphia area. They were both instrumental with all arrangements for the Eastern site.



Elizabeth McCloud,
Ruth Brouse &
Chris Knouse

In addition to the monetary and in-kind support received from PNC, PHEAA and CoreStates, the Hotline also received financial support from BankBoston, Educaid, First Union and National City. Thank you to all our sponsors for helping make the 1998 Hotline a success.



Janet McLaughlin, LaRoche
College

I would be remiss if I did not thank Bonnie Behm and Marykay McCaughan for their assistance. Resurrecting the Hotline after a one-year hiatus presented some obstacles and dilemmas and their opinions and expertise as previous Hotline Coordinators proved invaluable.

Once again, THANKS to all who volunteered their time and talents. The Financial Aid Awareness Committee will be meeting in the very near future to study the results from this year's Hotline to make recommendations for the direction this endeavor will take in the future. Watch for updates in upcoming issues of the PASFAA Newsletter.

1998 PASFAA HOTLINE VOLUNTEERS



Sister Mary Aaron
Seton Hill College

Tiffany Aloj
Carnegie Mellon University

Bonnie Behm
Swarthmore College

Brian Beighley
Penn State-New Kensington

Nanette Berman
Widener University

Michael Bertonaschi
LaRoche College

Karen Blechl
The Restaurant School

Aileen Bowman
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Linda Brittain
Harrisburg Area Comm. College

Ruth Brouse
Bucknell University

Ken Brown
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Deb Clark
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Maryann Dudas
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Linda Ebel
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Diane Fegely
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Delaware Technical Institute

Karen Fox
Valley Forge Christian College

Norma Groover
Mellon Bank

Nancy Harvey
PNC Bank

Rick Heckman
Dickinson College

Bob Heyl
PHEAA

Joan Holleran
Kutztown University of PA

Dwight Horsey
Millersville University of Pennsylvania

Renee Huefner
Gannon University

Vonnie Hunter
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Margaret Hynosky
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Lynn Jacob
Chatham College

Beth Kachel
Lancaster Bible College

Scott Kasper
BankBoston

Lisa Kendi
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Cindy King
Northampton Comm. College

Chris Knouse
Wilson College

Mary Kooker
Gannon University

Mary Kosin
Penn State-Hazleton

Denise Krah
LaRoche College

Andrea Leiberman
BankBoston

Jennifer Liedtka
Millersville University of Pennsylvania

John Lockette
Educaid

Jean Lockhart
Widener University

Julianne Louitt
Butler Cty. Comm. College

Thomas Lustig
PNC Bank

Sandy Malone Cronin
CCAC- Boyce Campus

Pat Markham
Chatham College

Elizabeth McCloud
Elizabethtown College

Marykay McCaughan
Villanova University

Janet McLaughlin
LaRoche College

Gary Means
Westmoreland Cty. Comm Coll.

Adrienne Miller
UPMC Shadyside Sch. of Nursing

Rhonda Moore
The Restaurant School

Keith New
PHEAA

Sheree Norris
Waynesburg College

Daniel L. Okoniewski
CoreStates Bank

Clarke Paine
Elizabethtown College

Dana Parker
West Chester University

Gizelle Patterson
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Donna Scolieri
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Kim Siwarski
Widener University

Stanley Skrutski
Marywood College

John Southwood
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Lorna Warman
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Dan Wray
Education Finance Center, Inc.



Rick Sparks, University of
Pittsburgh at Greensburg



Chris Knouse,
Wilson College



WASHINGTON UPDATE

Students May Face Loan Access Problems After July 1, 1998

Submitted by
Kathleen Smith
Director of Govt. Affairs
Education Finance Council

As many are aware, there is a major change facing the FFEL Program. The formula with which a student's interest rate is calculated will change on July 1, 1998 from the 91-day Treasury bill plus 3.1% (2.5% in school) to the bond equivalent rate of the securities with a comparable maturity as established by the Secretary, plus 1.0%, capped at 8.25%. That comparable rate is assumed at this point to be the 10-year note plus 1.0%.

Summarizing the complex problem is difficult. What is important to know is that this formula is unworkable for lenders. Everyone in the student loan business recognizes this as does the Clinton Administration. It will result in increased costs and decreased yield for lenders and a likely reduction in borrower benefit programs for students. Then, over time, lenders will be forced to leave the FFEL Program. While this will not happen overnight, it will gradually result in students having difficulty securing funds to meet their higher education costs.

Many will say the lenders are "crying wolf," however several independent analyses have been done that confirm the lenders' statements. The Congressional Research Service (CRS), an independent research body for Congress, produced a report called "Student Loans - What is the Problem with Converting to the 10-Year Interest Rate Benchmark?" The report states: "The new index can result in a greater likelihood that the program will become unprofitable at certain points in the business cycle. The result could be a shutdown of the guaranteed delivery system for student loans."

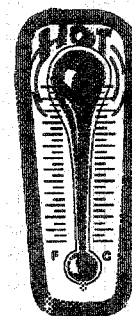
Even President Clinton's FY 1999 education budget states: "Many financial aid experts believe the change in rates will have an adverse impact on availability of loans. The Administration will work with Congress and various participants to consider the best means of coping with the scheduled change."

Joe McCormick, the head of the Department's Direct Loan Task Force has stated that direct loans would not be able to absorb FFELP volume. Many direct loan schools do not want to see that happen as they are concerned service will deteriorate further and FFELP schools do not want to be forced into direct loans. The competition in the student loan arena, which has greatly enhanced service to students, will cease.

This is a complex issue and the FFELP community has been working vigorously to try to reach a solution. Proposals for a solution continue to be discussed with school and student groups. Student groups in Washington say they don't care what index is used to determine the rate, they just want to preserve lower rates and fees for students. By repealing the change, almost \$2 billion would be available to provide students with real up-front benefits, as called for in the Clinton FY 1999 budget proposal, to reduce origination fees. Students would have money in their pocket when they need it most, as opposed to a "hoped for" lower interest rate down the road. Historically, rates have been lower using the current formula.

Schools need to get involved by writing to Congress to help make sure members know that this issue must be resolved. Congressional members need to know that you want to preserve school choice and real benefits for students. There is a great deal of information available on the issue. If you would like to see it or talk more about it, you may call me at (202) 466-8085, or e-mail me at kathleen@edfin.com.

What's



on the Hill?

DEVELOPMENT SUB-COMMITTEE REPORT

Submitted by
Clarke Paine
Development Sub-Committee Chair

The Development Sub-Committee will hold their first meeting on February 27, 1998. M. Clarke Paine, Elizabethtown College, is chair and Lisa Kendi of National City Bank and Cate McIntyre of Allentown College are committee members.

The committee will again be working with sponsors and vendors of PASFAA to help support our annual activities. Their support helps underwrite some of the costs of such activities as our annual conference, membership directory, training programs and the hotline. For the 1997-98 fiscal year, \$71,200 was provided in sponsorship.

This was the first year that PASFAA utilized such a committee to solicit sponsorship for all activities at one time. Historically, each PASFAA committee would solicit only for themselves. Since this approach worked extremely well, we will again solicit all sponsors

and vendors with a June 1998 mailing for the 1998-99 fiscal year.

The committee will also be looking for new ways to generate additional support for our organizations and is open to any ideas. Please contact one of the committee members if you have any ideas!



PHEAA & July 1 Interest Rate Change

Submitted by
Keith New
Director of Communications
Office, PHEAA

PHEAA *Creating Access to Education*

The Pennsylvania Higher Education Assistance Agency (PHEAA) fully supports the efforts of NCHELP, EFC, CBA and others in identifying a realistic solution to the financial aid crisis that could arise when the student loan interest rate index changes under current legislation.

The highly successful FFEL Program guarantees more than \$34 billion in student loans annually for more than six million borrowers. PHEAA expects to guaranty over 500,000 student loans totaling more than \$2.3 billion during the 1998-99 school year.

The overwhelming majority of Pennsylvania's postsecondary schools (95%) are firmly committed to the FFEL Program, due largely to the program's proven reliability and ingenuity. This enormous success also can be attributed to the long-standing public-private partnership between the federal government, individual guaranty agencies and the lending community.

The FFEL Program is clearly the cornerstone of the American financial aid system. Unfortunately, the current law may force lenders to pull out of the program by eliminating profitability on student loans made after July 1. This action could cause the FFEL Program to completely collapse, leaving millions of our students without adequate access to affordable and efficient financial aid.

If the availability of guaranteed student loan funds is substantially reduced or eliminated, alternative sources of funding would be few and uncertain at best. Considering the U.S. Department of Education's recent inability to process a backlog of consolidation applications into the Federal Direct Student Loan Program (FDSLP), it is unlikely that the FDSLP could absorb the 70% of the student loan volume currently processed under the FFEL Program that would result from the elimination of the program. In fact, officials of the Department of Education's Direct Loan Task Force have publicly acknowledged that the FDSLP could not accommodate the expected flood of additional borrowers.

The unavailability of loan funds or any disruption of the delivery system would seriously jeopardize the ability of our students to finance the cost of a higher education.

We at PHEAA recognize that, should any disruption to lenders' participation occur after July 1998, we have a responsibility to fill the gap in capital availability necessary to preserve access to postsecondary education, and to do all that is in our power to help lenders remain in the FFEL Program. We know that our capacities are strong but not without limits. The turmoil which is the likely result of the July change would harm both students and institutions of higher learning in spite of our best efforts.

PHEAA has been collaborating with financial aid, government and lending leaders to develop an alternative interest rate index that will ensure the full participation of the lending community while achieving our ultimate goal of eliminating financial barriers to the pursuit of a higher education.

MEMBERSHIP HITS RECORD HIGH

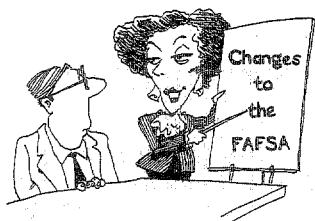
Submitted by
George Walter
Membership & Elections Chair

As of February 13, 1998, 639 individuals have become members of PASFAA for 1997-98. Listed below is a breakout of the sectors for the last two years, as well as a comparison of the membership types:

<u>Sector</u>	<u>1996-97</u>	<u>1997-98</u>
Two-Year Public	30	30
Private (includes two and four year)	207	210
SSHE	43	50
Business Trade and Technical	108	129
State-Related	25	30
Nursing	37	37
Institutional Support Services	130	132
Miscellaneous	30	21
Total	610	639
<u>Membership Type</u>		
Active Voting Members	431	467
Associate Members	176	166
Life Members	3	3

1997 GUIDANCE COUNSELOR WORKSHOPS

Submitted by
Vali Heist
PASFAA President



In a joint effort, PHEAA and PASFAA held a series of Guidance Counselor Workshops across the Commonwealth during the month of November. These half-day workshops provided updates regarding federal and state aid programs for both the experienced and novice guidance counselor. A total of 947 guidance counselors participated in the workshop series at a total of 37 sites.

A very big THANK YOU to the following PHEAA regional directors and PASFAA faculty and site registrars for their willingness to participate in this important endeavor. Judging from the preliminary responses from the guidance counselors, our efforts are greatly appreciated. (Please

forgive me if I have inadvertently forgotten to list someone.)

Region	Regional Director	# of Participants
Northwest	Daniel Johnson	114
Southwest	Jim Cardinale	253
North Central	Daniel Hudock	85
South Central	Bruce Delfenderfer	122
Northeast	Thomas O'Donnell	278
Southeast	Cheryl Mobley-Stimpson	95

Presenters:

Michael Bertonaschi, LaRoche College
John Bieryla, Bloomsburg University of PA
James Brown, Cheyney University of PA
Valerie Carles, Juniata College
Henry Chance, Kings College
Barb Cumberledge, PA Inst. of Culinary Arts
Arlina DeNardo, Lafayette College
Cynthia Farrell, Thiel College
Greg Gearhart, Messiah College
George Gerhart, Penn State-Shenango
Ken Grugel, Clarion University of PA
Carol Hawley, Bucknell University
Rick Heckman, Dickinson College
Vali Heist, Alvernia College
Patty Hladio, Chatham College
Tom Lyons, Bloomsburg University of PA
Sandra Malone, CCAC-Boyce Campus
Wendy McLaughlin, LaSalle University

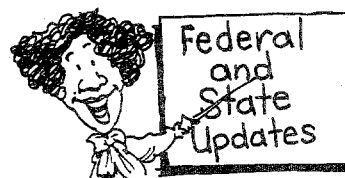
Gary Means, Westmoreland Cty. Comm. College
Helen Nunn, Susquehanna University
Clarke Paine, Elizabethtown College
Dana Parker, West Chester University of PA
Vicky Pingle, University of Pitt at Bradford
Rob Reddy, Point Park College
Elizabeth Rihl, Beaver College
Judith Rile, Albright College
Stanley Skrutski, Marywood College
Jim Treiber, Gannon University
Chris Vaughn, Mansfield University of PA
Ragan Watson, Clarion University of PA
Donna Wilkoski, Bucks Cty. Comm. College
Delbert Woodward, Central Penn Business School
Sherry Youtz, Thompson Institute
Leanne Yunetz, University of Pitt at Johnstown
Christine Zuzack, Indiana University of PA



Site Registrars:

Anne Bowne, Grove City College
Michael Burke, Germantown Hosp. Sch. of Nurs.
Patricia Callen, West Virginia Career Institute
Catherine Crawford, St. Vincent Health Center
Brandi Darr, Triangle Tech
Ethel Desmarais, Widener University
Wendy Dunlap, Slippery Rock University of PA
Randy Harmon, Robert Morris College
William Hoyt, Consolidated School of Nursing
Jane Kacsur, Lehigh University
Sharon Krahe, Gannon University
Jennifer Liedtka, Lebanon Valley College
Marykay McCaughan, Villanova University
Adrienne Miller, Shadyside Hosp. Sch. of Nursing

Ed Moyer, Wilkes University
Elyce Redelheim, Gordon Phillips Beauty School
Christine Saadi, Allentown Business School
Sue Shook, Comm. College of Allegheny Cty.
Suzanne Sparrow, Ursinus College
Joan Willertz, Penn State-Allentown
Michael Wisniewski, Chestnut Hill College



PASFAA Responds to Proposed FAFSA Changes

Submitted by
 Fran McKeown
 Govt. Relations Committee Chair

The Government Relations Committee met and drafted a response to the Notice of Proposed Information Collection Requests published in the Federal Register which addressed proposed changes to the 1999-2000 FAFSA. (The FAFSA draft can be viewed on the web at: <http://www.ed.gov/offices/OPE/Professionals/whatsnew.html>. You will need Adobe Acrobat to access the form.)

Below is a copy of the response which was sent to the Department of Education on behalf of PASFAA.

January 21, 1998

Mr. Patrick J. Sherrill
 Department of Education
 600 Independence Ave., S.W.
 Room 5624
 Regional Office Building 3
 Washington, D.C. 20202-4651

Dear Mr. Sherrill:

This letter is being written in response to the notice of Proposed Information Collection Requests published in the Federal Register dated November 24, 1997. This response is being written on behalf of the Pennsylvania Association of Student Financial Aid Administrators (PASFAA).

I have listed below PASFAA's suggestions regarding the proposed 1999-2000 FAFSA:

1. If the instructions remain in Step One to "Leave blank any questions that do not apply to you (the student)", we'd like to see an introductory statement inserted above question 36 that instructs students not to leave any income and asset questions blank. This would force a student to answer a question with a zero instead of inadvertently leaving a question blank which would require unnecessary follow-up from the post-secondary institution.
2. Questions 6-9: We would suggest asking for a student's permanent address for two reasons. One reason is because a student **might** be completing the FAFSA while they are enrolled in a postsecondary institution and give their dormitory address. This could create mailing problems as well as residency issue problems. The second reason is that the permanent address is used for state grant cross-referencing purposes.
3. Questions 17 and 18: If a student does not have a driver's license, the student should be instructed to leave these items blank.
4. Question 13: There should be an explanation of Selective Service. Many students do not know what Selective Service means.
5. Question 21 : Question should be reworded to ask: Will you receive a high school diploma or GED before you enroll in the postsecondary institution for which you are applying? Also, delete the reference to date and make it a Yes/No answer. This question would then be more specific, and since we don't really need to know the exact date that a student received either a high school diploma or GED, the Yes/No will simplify this particular question.
6. Questions 37 to 39 and 61 to 63: We feel that the term "net worth" will confuse applicants. Our suggestion would be to go back to the old "value and debt" questions that were asked on previous years' FAFSA's. Also, in the instructions, rental homes are not listed as a type of investment. This should be added to the instructions since this is a frequently asked question.
7. Questions 40 to 42 and 64 to 66: Change answers from True/False to Yes/No.
8. Insert a statement between questions 43 and 44 and between questions 67 and 68 that instructs student/parents to estimate income information if tax return has not yet been filed. The way that the proposed FAFSA is worded, it may lead students and parents to believe that they cannot complete the FAFSA until tax returns are completed. Many schools have early deadlines for the completion of the FAFSA, and students who do not meet these deadlines miss out on limited financial aid funds.
9. Questions 49 and 73: If all untaxed income is lumped together on one line of the FAFSA, it will be impossible to verify required untaxed income items, i.e. child support received. Also, certain types of untaxed income items seem to be problem areas such as earned income credit and tax deferred income. If there are not separate lines on the FAFSA for these types of untaxed income, they may go unreported. Finally, types of untaxed income that should not be reported need to be added to the instructions for the worksheets that correspond to these questions.
10. Question 53: The instructions need to indicate that a student needs to answer yes to this question if separated.
11. Question 56: The instructions need to define what support means as it relates to this question.
12. Worksheets A1 and A2: A1 should instruct student to complete column on left-handed side and A2 should instruct parent to complete column on right-hand side.
13. Worksheets B1 and B2: Last line that asks about "student grant and scholarship aid..." should refer to income reported on 1998 income tax return instead of referring to specific line items on the FAFSA. This question is always confusing to students and parents and it seems less confusing the way that it was asked on past FAFSA's.
14. We support the imbedding of instructions on the FAFSA. This seems easier and doesn't seem as intimidating to families completing the FAFSA.

In closing, we'd like to propose keeping all of the questions that are being asked on the prototype FAFSA for 1999-2000 so that schools and state agencies can access the information necessary to determine eligibility without collecting additional forms from students and parents.

PASFAA appreciates the opportunity to respond to the Notice of Proposed Information Collection Requests and hopes that this information is of value to you in your endeavor.

Sincerely,

Frances C. McKeown

Frances C. McKeown
 Vice-President, PASFAA

Stafford Loan Interest Rate Change May Have Negative Impact

Submitted by
Dan Wray
Education First

HOT TOPICS

I. BACKGROUND

Historically, the Stafford Loan interest rate has been based on the 91-day Treasury Bill. (For in-school periods, the interest rate is 91-day T-Bill +2.5%. During repayment periods, it is 91-day T-Bill +3.1%.) The 91-Day T-Bill was chosen as the basis for the Stafford Loan interest rate because lenders who make these loans available to students most often obtain THEIR capital via sources that also employ the 91-Day T-Bill as a base.

Why has everything been based on the 91-Day T-Bill? Choosing a basis for the Stafford Loan interest that is different from the basis upon which lenders are obtaining THEIR capital would introduce an additional risk in the system. In other words, to minimize risk, the STUDENTS' interest rate basis needs to be the same as the LENDERS' interest rate basis.

Risk? What Risk? If the interest rate bases are not identical, then lenders must "hedge" or increase equity as a cushion against mismatches between the two interest rates. What if the 91-Day T-Bill rate differs greatly from the 10-Year Treasury

Bond rate? The differences could make an enormous change in the returns from the loans, and lenders would basically have to "insure" themselves against possible losses.

II. THE ISSUE

A Change. In 1993, Congress enacted a change in the Stafford Loan interest rate structure to become effective 7/11/98. After that date, the rate is to be based on the 10-Year Treasury Bond, since it is "an instrument of comparable maturity" (i.e., it is a 10-year bond and Stafford Loans are typically 10 years in repayment.) Thus, effective 7/11/98, the Stafford Loan interest rate will equal the 10-Year Treasury Bond +1.0%.

On the face of it, the "instrument of comparable maturity" idea sounds like a logical thing. However, it is much more important to ensure that there is "comparability" between the Stafford interest rate base and the lenders' capital source interest rate base.

Behind the scenes, lenders will have to deal with the risks. Lenders will need to undertake costly measures to insure themselves against losses.

III. THE IMPACT

The additional cost of insuring against interest rate risk will significantly lower already diminished profitability of Stafford Loans. The impact could be great enough to affect the willingness of lenders to make new loans, thus jeopardizing the ready access to capital currently available to students in the Stafford program.

The change in interest rate structure offers no long-term savings to borrowers - only a potentially devastating negative impact for both students and lenders.

IV. CONFLICTING INFORMATION

Some leaders in Washington have painted the picture that basing Stafford interest rates on the 10-Year Treasury Bond will save students money, and that lenders are trying to keep this from happening.

Actually, the 10-Year Treasury Bond +1.0% is currently lower than the 91-Day T-Bill + 3.1%. However, any short-term gains for borrowers now will only be followed by short-term losses later, with the net effect being that students will be no better off than they are now. Based on current trends, it may not be long before the 10-Year Treasury Bond +1.0% is HIGHER than the 91-DAY T-Bill +3.1%.

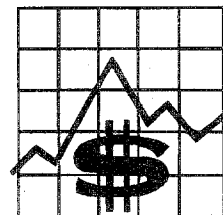
V. A BETTER APPROACH

There are better ways to ensure that students truly do save money when they borrow for school. For example: Lower the Stafford Loan interest rate cap; Reduce the current "spread" from 91-Day T-Bill +3.1% in repayment to 3.0% or 2.9%.

VI. ACTION

The financial aid community has been attempting for quite some time to educate leaders in Washington about the potentially severe consequences if the existing law is not changed before 7/1/98.

Assistance is being requested from students, parents and financial aid administrators to put pressure on elected representatives to take appropriate preventative action and replace existing law with something that will truly save student borrowers' money.



Wanted: PASFAA Leadership

Submitted by
George Walter
Membership & Elections Chair

In a few short months, a notice will be mailed to all members asking for nominations for the offices within the Association that will be up for election at the annual conference in Hershey. This year the following offices will be vacant:

President Elect
Vice President

Secretary
Treasurer

Sector Representative At-Large

Please consider allowing your name to be placed into nomination for office. You are also asked to speak with colleagues, and nominate someone else who you believe can help to lead our Association.

Please take this request seriously. The benefits that are derived from PASFAA are only possible if our members are involved. Individuals who volunteer to serve as leadership of the Association play a critical part in providing the direction that is necessary to continue this success.

PASFAA EXECUTIVE COUNCIL MEETING DECEMBER 7 & 8, 1997

*Submitted by
Bonnie Lee Behm
PASFAA Secretary*

Members present: Michael Bertonaschi, Fran McKeown, Dana Parker, Gary Means, Rob Reddy, Doug Vore, Linda Malchano, Ruth Cramer, Bonnie Lee Behm, Dan Wray, Bill Burke, Vali Heist, George Gerhart.

Members absent: George Walter.

Invited Guests: Michael Burke, Sally McCrea.

I. Call to Order - Vali Heist

- A. Vali Heist called the meeting to order at 3:10 p.m.

II. Secretary's Report - Bonnie Lee Behm

A. Approval of Minutes

1. Vali Heist asked all members to take a few moments to review the minutes of the October 8, 1997 Council meeting. Linda Malchano made a motion to accept the minutes, Gary Means seconded the motion. Vote taken. Minutes approved as submitted.
2. Vali asked if the minutes could be circulated within two weeks after the Council meeting to assist with communications. She also asked members to make sure that when the minutes are received they are read immediately and corrections forwarded to the Secretary as soon as possible.

III. Committee Reports

A. Conference 1997 Final Report - Fran McKeown for Julie Salem

1. A final report was circulated. This report reflected that revenue above expense for the 1997 Conference was \$13,681.93.
2. Julie's report outlined the sponsorship received and also a list of concerns for future conference committees. Julie also reported sponsorship concerns and is passing these on to the Finance Committee.
3. There was some discussion as to the small number of people taking advantage of the daily conference rate. Some Council members mentioned that it may be a result of the high cost but no firm reason was given.

B. Conference 1998 - Michael Burke

1. Michael and his committee have reviewed the conference evaluations.
2. The next conference committee meeting is February 22 and 23.
3. Bill Burke asked that the entire membership be solicited for session proposals.

C. Membership and Elections - Vali Heist for George Walter

1. George will have the availability to produce membership lists or labels by sectors within the next two weeks.
2. Vali is asking George to include the sector listing for each member in the Directory.
3. The issue regarding the initiation of a graduate sector is surfacing again. Discussion ensued as to whether there is a need. Is the group cohesive enough or will there be needs for each of the various factions within the graduate arena? Do we want to start a sector for a small group again? Are there other formats or mechanisms that we can use to meet their needs?
4. It has been three years since we last surveyed the graduate membership. The sense of Council was that we survey them directly to get more meaningful information from these individuals. Vali suggested that George Walter conduct this survey.
5. Based on this discussion, Bill Burke expressed concern that we be sure to include graduate sessions at the conference. He also expressed that he would like a session for the undergraduate schools on the availability of graduate school aid.

D. Professional Standards and Training - Bill Burke

1. PS&T will be reviewing the Policy and Procedure Manual.
2. Dana Parker is looking at our Statement of Good Practices and updating it if necessary.
3. The Committee is looking at professional recognition. What does it mean? Ought they to be doing something to increase professional recognition?
4. Bill expressed his interest in formalizing a mentor program during his term of office.
5. Evaluation forms from the Guidance Counselor Workshops are being reviewed.

E. Guidance Counselor Workshops

1. The workshops are still on going. The numbers seem to be strong.

F. Government Relations - Fran McKeown

1. A report was circulated. The committee met on December 1, 1997. PHEAA staff was present.
2. The committee will continue to monitor the Taxpayer Relief Act of 1997 and the Reauthorization process closely.
3. The committee will review the FAT format with NASFAA to see if the former FAT format is being changed.
4. The 1999-2000 FAFSA redesign is on the Web. The committee is soliciting responses and comments from members to respond to the Department by January.
5. Dan Wray asked if PHEAA or the Government Relations committee had any comments on the Stafford interest rate being based on the 10-Year T-note. Dan will write an article for the next Newsletter regarding the effect of this issue on the aid community and students.
6. Discussion arose regarding the organization of PHEAA and the new Academic Support Services division. We would like clarification on structure from the PHEAA representative at the next PASFAA meeting.

G. Training - Sally Ann McCrea

1. A report was submitted outlining her committee's activities. The training sessions include: October - Support Staff Seminar, December - Business Trade and Technical, March - 1998 Teleconference, 'Cash Management - One Year Later.'
2. The spring training is scheduled for April 7, 1998 at the Sheraton Station Square in Pittsburgh and April 15, 1998 at the Adams Mark Hotel in Philadelphia.
3. The new FAA Summer Institute training is scheduled for June 15 - 19, 1998.
4. The Fundamental workshop was held October 4 - 5, 1997 and had 40 participants.

H. Public and Professional Information - Bonnie Lee Behm

1. Bonnie Behm recommended the additional members for consideration on the Editorial Board: Patty Hladio, Elizabeth McCloud, Sally Whiteman and Sherry Youtz. Ruth Cramer made a motion to accept the recommendations. Fran McKeown seconded the motion. Motion carried.
2. The next deadline is scheduled for February 15, 1998.

I. Finance and Development - Ruth Cramer

1. There are two new initiatives for 1998-99. 1.) Possible update of the Technology Handbook. 2.) Sponsorship of links to the Web page.
2. We are again asking people to complete the In-kind support form.
3. In February, Robin Sztas will send a reminder to committee chairs to submit their budgets prior to the May Finance Committee meeting.
4. Finance will support a laptop computer with software for the Treasurer to keep the records.
5. There was a recommendation last year to put \$40,000 of our investments in a CD but it could not be done since there was not enough in the bank. Currently the Finance Committee is recommending that \$30,000 be invested in laddered CDs: \$10,000 in a two year, \$10,000 in a three-year and \$10,000 in a four-year CD. Bill Burke made a motion to accept the recommendation, Mike Bertonaschi seconded the motion. Vote taken. Motion carried.
6. There was a discussion to see if we should do something for our sponsors to show that they are gold, silver or bronze sponsors. Perhaps recognition via a ribbon to display on their booth at the conference would be appropriate.
7. Should we change the gold, silver or bronze sponsorship level to an annual cumulative sponsorship? Do we need a platinum level to recognize super-achievers?

The meeting was suspended at 6:00 p.m. It will be reconvened at 8:30 a.m. on Monday.

.....

The meeting was reconvened at 8:46 a.m. on Monday, December 8, 1997.

Vali began the meeting by reading a letter from Gary Smith thanking Council for the Distinguished Service Award. She also read a letter from Chris Zuzack thanking Council for the President's Award.

J. Technology - Dan Wray

1. A written report was submitted by Mary Miller and presented by Dan Wray.
2. The Technology Handbook seems to be used by the membership but we need to reference it more often.
3. Council and the membership need to keep Mary Miller informed of all things that need to go on the Web.
4. The Web address needs to be put on the next letterhead and should be displayed prominently in the Newsletter.
5. Bookmarks with our Web address were handed out at the Guidance Counselor Workshops. Additional bookmarks can be secured through Chris Zuzack.
6. Does Council endorse the concept of vendors advertising on the Homepage? No opposition was heard from Council.
7. Should there be a secured area of the Homepage for members only? What about the minutes or the Newsletter? Right now the sense of Council is that we still need to keep the Newsletter in a paper format since not all of our members have continual access to a PC.
8. Do we want to investigate the cost of the secured password in preparation for the future? Is it a cost issue or is it also a maintenance issue to get involved in a secured password.
9. Fran McKeown expressed concern about training on the management of electronic information. Council agreed that this was important and we should include technology prominently as sessions at the conference.
10. We need to coordinate with the training committee to see if technology should be the theme of the spring training.
11. Council members were asked to keep Mary Miller current on all meeting dates, etc. All Council members and chairs should report their meeting dates to the Secretary of the Association and the Secretary can keep Mary Miller updated on the various committee meetings.

K. Financial Aid Awareness/Hotline update - Michael Bertonaschi

1. Michael advised Council that Jean Walker and Peter D'Annibale have taken the initiative and lead on the Hotline.
2. The Hotline is scheduled to run January 26 to January 29, 1998 from 5:30 p.m. to 8:30 p.m. in Pittsburgh, Harrisburg and Wilmington, DE.
3. An interactive Internet chat is being planned for the Harrisburg site.

IV. Treasurer's Report - Ruth Cramer

1. A copy of the Financial Statement for year-end June 30, 1997 was circulated.
2. Ruth explained this is not an audit but a compilation of our Statement of Cash Receipts and disbursements. Ruth asked Council if we feel the need for an audit. Council asked her to look into the cost and scope of an audit versus what we currently have done.

V. Updates

EASFAA - Vali Heist for George Walter

1. George has attended two meetings. He has been asked to serve on the Finance Committee.
2. EASFAA is now looking to change its structure to have a two-year term of office effective June 30, 1999.
3. Bill Irwin is now the Editor of the EASFAA Newsletter.

A. NASFAA - Vali Heist

1. Bill Burke will be attending the next Leadership Workshop.

C. Sector Reports

1. Private - Rob Reddy

- a. There was discussion about the annual meeting for the private sector scheduled for December 18 at Dickinson. Council members asked if there should be two meetings: east and west, alternate years, overnight conference? There seems to be a need to discuss what is the purpose of this meeting. Members felt that the agenda is the "draw" for this meeting.

2. BT&T - Linda Malchano
 - a. The BT&T workshops will be held in December so she will have feedback from these workshops. They are also planning to have a February meeting.
3. ISS - Dan Wray
 - a. Dan questioned to which sector do Consultants belong? Dan is going to ask the consultants to put a position paper together so Council can evaluate which sector they belong to based on their assessment of their job.
 - b. Vali recommended that PS&T take the issue of where the Consultants belong under their advisement. It is critical since there are different types of consultants and depending on where they are placed, they could be excluded from certain training opportunities.
4. Nursing - DougVore
 - a. Two major issues face their sector: 1.) People do not know who is in the sector 2.) Communication within the sector. He will need to work on these two items this year.
 - b. Doug has discovered that there are nursing groups meeting in the Eastern and Western parts of the state. He is hoping that he can get minutes of their meetings and share them with both groups.
5. Two-year Public - Gary Means
 - a. The sector met on November 20 & 21. They will be meeting again on April 16 & 17.
 - b. Gary questioned if there is money in the budget for rental space to host a meeting. Currently it is not included in the budget but we might want to include that in the future budget. We need to include that under Old Business at a future meeting.
6. State Related - George Gerhart
 - a. George placed an article in the Newsletter telling the members who he was and his purpose. He will be contacting people directly and asking them for their support and concerns and asking them to become more involved.
7. At-Large - Michael Bertonaschi
 - a. No report.

D. PELA Update - Dan Wray

1. PELA last met at Villanova University. Their next meeting is scheduled for January 8, 1998 in Pittsburgh. Linda Malchano and Michael Bertonaschi will be attending.
2. There was 15 Financial Aid professionals in attendance at the Villanova meeting. The topic was early awareness. PELA reported they are finalizing a piece on how to select and evaluate a private loan.
3. PASFAA wants to make sure that PELA is not a selective organization comprised of just one guarantee group. We want to make sure that all lenders feel welcome to join.

VI. Old Business

A. Beamer & Associates - Michael Bertonaschi

1. Michael will write an article for the Spring Newsletter summarizing the results of the study for the membership.
2. Michael asked what we are doing with the results of their information? Council agreed that we should be using that information to investigate new sites and visit one of these sites at our next December meeting. Council also agreed that we should be looking at sites for the 2002 conference right now.
3. Since Philadelphia was listed as a city where there are ample spaces and we have not visited there since 1992, Vali asked if we can secure updated hotel information and present it to Council for possible consideration for the year 2002. Bonnie Behm will contact the Convention and Visitors Bureau and secure new information on hotels.

B. PASSCAC Update - Vali Heist

1. Vali has spoken with Fran Cubberly, President of PASSCAC, and Fran asked if we would join them in a financial aid night for students and parents to be held in January at Delaware County Community College. Vali appointed Jack Pergolin, Ken Brown and Diane Fegely to work with Fran on this project. Even though this short time frame made the effort quite ambitious, Vali felt that it was important to join with them on this project.
2. Can we work more formally with them at the PASSCAC Conference? How about the regional fairs? These issues will be addressed later.

VII. New Business

A. Historical Files

1. What information should Lucky Hill receive every year? We need to be sure that she gets a Conference Packet, Minutes, Directory, Training Materials, Technology Handbook and Newsletters.
2. Committee Chairs should be responsible for sending her materials on an annual basis.
3. What materials does she already have? Bonnie Behm will contact her and ask for a list of what materials she already has in the archives.

B. Regional Financial Aid Groups - Michael Bertonaschi

1. Michael Bertonaschi wanted to get a better handle on the regional aid administrators groups and asked for Council's assistance on identifying the groups. Council was able to identify the following groups: Philadelphia, Northeast, Northwest, Raid (South Central), and Lehigh Valley. Mike was going to prepare this list and include it in the next Newsletter.

VIII. Adjournment

- A. Fran McKeown made a motion to adjourn the meeting. Bill Burke seconded the motion. Motion carried. Meeting was adjourned at 2:55 p.m.

Pennsylvania Financial Aid
Training Program

Second Annual Spring Training Seminar

Submitted by
Sally Ann McCrea
Training Committee Co-Chair

April 7, 1998 - Pittsburgh, Sheraton at Station Square
April 15, 1998 - Philadelphia, Adams Mark Hotel

Join us for the Second Annual Spring Training Seminar. These one-day workshops have been planned to address important financial aid issues that will assist you as you prepare for summer and the 1998-99 academic year.



We are fortunate again this year to have PHEAA personnel participating in these seminars to provide us with the most recent information on PHEAA Grants, FFELP and legislative initiatives. In addition, we will have sessions on technology, the Taxpayer Relief Act of 1997, federal electronic processing requirements, student-centered services and the Pennsylvania Education Lender Association (PELA).



The day will conclude with a general session on NSLDS. This time is designed to not only provide an overview of the activities associated with this system, but also to give the PA financial aid community an opportunity to ask questions about the process, including interaction with the National Student Loan Clearinghouse and other entities.

The workshops will begin with registration at 8:00 a.m. and conclude at 3:30 p.m. Lunch will be included as part of the registration fee.



TAKE ME OUT TO THE BALLGAME...

How to be a wise borrower for education...

... A resource for students and parents on
private educational loans.



INTRODUCTION

Paying for college or university costs can be an expensive venture for a family. First, apply for financial aid—grant, job, and loan funds—by filing the FAFSA (Free Application for Federal Student Aid) and any other forms your college or university requires. Most students will consider borrowing the federal Stafford Loan: your college financial aid office will determine your eligibility in this program.

By subtracting the amount of financial aid from the annual cost at the college, the family can determine the amount of college costs they are responsible to pay. There are a number of ways for a family to pay this portion.

Families should consider using existing savings that the parents and student have set aside before deciding to borrow. Students should also consider summer earnings and monetary gifts from family members before borrowing. If additional money is needed to pay the college bill, families may need to consider borrowing money from other sources. **The key is to borrow wisely!**

Many people are familiar with personal bank loans and home equity options as ways of borrowing money. You may be surprised to learn that there are many private sources of loans specifically designed to assist with college education costs. These private educational loans may also be referred to as *alternative* loans, or *supplemental* loans.

Rather than listing all the known private educational loan sources and their loan terms, this guide is designed to help you be an educated consumer. As you begin to consider a loan from the many available sources, there may be language and procedures that are not familiar to you.

The enclosed information provides some guidance for your review of private educational loans. Your college financial aid office can provide details of loan programs they may recommend to help you meet your educational goals.



Pennsylvania Education
Lenders Association

"How to be a wise borrower for education" is prepared for Pennsylvania colleges and universities and for their students and parents by the Pennsylvania Education Lenders Association (PELA). PELA gives permission for this document to be copied in its entirety and distributed freely.

WHAT ARE THE BORROWING BASICS?



Who is the borrower? Who is responsible for repaying the loan?

Some loans are considered student loans and others are considered parent loans, depending on who is borrowing and responsible for the loan. Some loans allow the student to borrow the funds by themselves. Other loans are borrowed by the parent or a student's sponsor. Some loans are in the student's name with a co-signer or co-applicant - usually a credit-worthy person who will be responsible for repaying the loan if the student does not.

What are the borrower's eligibility requirements?

The loan terms typically will indicate the required citizenship status for a borrower. Often there are credit requirements established by the lender (see page 4: "Is there a credit review process?").

What are the student's eligibility requirements?

The loan terms generally will indicate whether the loan can be used for undergraduate or graduate study, if the student must be full or part-time in their enrollment, if there is a citizenship requirement for the student, if the student must make satisfactory academic progress, or if the loan can be used to pay past due balances at the school.

How much can you borrow?

The loan terms will indicate how much can be borrowed for each academic year. Some loans limit borrowing to the total of college costs minus any financial aid received. Also, there will usually be a minimum amount which can be borrowed for any given period. There will also be a total or aggregate maximum loan limit for the program.

Are there any special loan features or benefits for the borrower?

Some lenders offer varied fees or interest rates to borrowers under certain circumstances. It is important to research and understand the special benefits offered by each program.

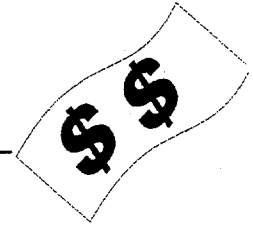
Is the loan *unsecured* or *secured*?

Many educational loans are considered to be *unsecured*, meaning that they are not tied to a value in a home, etc. Some loans do offer a *secured* feature and may tie the loan to home equity value. There may be differences in cost between *secured* and *unsecured* loans. Be sure to investigate these cost differences carefully.

Who is the lender? How can you contact your lender?

What is the name of the loan? Many local and national lenders have created loans specifically designed for education. There may be customer service phone numbers to provide you access to lender representatives to ask questions prior to applying and to assist you once you become a borrower. Many have toll free phone numbers for your convenience. The names of some loan programs may be similar. Keep handy the lender name, phone number, and name of the loan you decide to use.

WHAT ARE THE COSTS OF BORROWING MONEY?



What is a loan's *interest rate*?

The loan terms will usually state the *interest rate* formula, as opposed to the actual rate. It is usually expressed as an *index* such as Prime or Treasury Bill plus a *spread*, a percentage that's added to the index. For example, Prime + 2%, or the 13-week Treasury Bill + 3.92%. To know the *interest rate*, you must know the current *index* rate and add the *spread*. Most lenders can tell you their loan's interest rate any time you call.

Is the loan's *interest rate* variable or fixed?

If the interest rate is fixed, it will stay at the same rate for the life of the loan. If the interest rate is variable, it may change periodically. The interest rate may increase which will make your loan more expensive. The interest rate may decrease and make your loan less expensive. Generally, there is no interest rate cap for this type of private, alternative educational loan (subject to applicable usury laws), however, interest rates have tended to remain within a stable range.

Does the loan have an application or a processing fee?

Some loans may charge you a fee to apply or to have your loan processed.

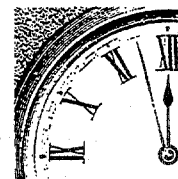
Are other loan fees charged? How are they paid?

Some loans have *origination*, and/or *guaranty* or *insurance* fees. These fees are sometimes deducted from the loan proceeds. Sometimes these fees are added to the loan balance.

What is the *APR*?

When you borrow money, there is a cost index that includes the interest you will pay on the loan over the time the money is outstanding. The fees that are charged on the loan are also a cost to you. A calculation that takes all these costs into account results in a figure called the *Annual Percentage Rate* or *APR*. Comparing one loan's *APR* to another loan's *APR* is one means of comparing two different loans in like ways.

HOW TO APPLY AND GET APPROVED FOR THE LOAN?



What is the loan's application process?

It is typical that the borrower completes a loan application. Some loan applications must be sent to the college, while others may be mailed directly to the lender. Many private loan programs require the college to certify the loan - that is, verify the student's enrollment and eligibility for the loan. It is important to know and follow the application procedures carefully. It may also be helpful and important to know the turn-around time for processing an application once it is submitted. Some loan programs have a pre-approval processes. Also, there may be a phone number you can call to learn quickly whether the borrower will qualify for the loan.

Is there a credit review process? What is involved in this?

There can be several steps to the credit review process. Lenders will often review the loan applicant's credit history through one of the major credit bureaus. Various credit review processes may be used: credit scoring, adverse credit analysis, net worth analysis, debt-to-income ratio analysis, etc.. Many programs provide an appeal process in the event the application is denied.

What is the loan promissory note?

The promissory note is the legal agreement stating all the terms and conditions of the loan, including the way in which the funds will be disbursed and repaid to the lender.

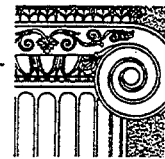
Loan disbursement: when, where and how is the money sent?

When: Some lenders may send (disburse) all the money at once. Other lenders may send a portion of the loan for each academic term. **Where:** Some lenders may send the funds to the borrower, but most lenders will send the funds directly to the college. The college usually deposits the funds into the student's account, applying them toward outstanding charges on the student's bill. **How:** Some loan funds are sent as checks made payable to the college, while others are made payable to the borrower, or to the college and the borrower. Signatures (endorsements) on the check will be required by those to whom the check is made payable. Some lenders will send funds electronically to the college to avoid paper checks.

Can you make adjustments to the amount of your loan?

Generally, changes to the loan amount can be made until the funds are disbursed by the lender. Contact the lender regarding the procedures for making any adjustments.

REPAYING YOUR LOAN



How long do you have to repay the loan?

Most educational loans offer long-term repayment options - you may have as much as 10 to 20 years to repay the funds you borrow and the interest due. The longer the repayment, the larger the amount of interest that you will pay.

Is there any penalty for repaying the loan early?

Most programs allow the borrower to pay back the loan early without penalty. This will save money on interest costs.

When does your repayment period begin?

For some loans, repayment starts within a short time of the first disbursement being issued. On other loans, repayment may be delayed on both interest and principal amounts for a period of time, such as during the student's enrollment, and during a *grace period* after enrollment ends. Other loans may allow the repayment of interest only during a certain period, delaying any payments on the loan principal for a while; repayment of both interest and principal together would start at a later time. It is important to learn the details and special conditions of the loans you are investigating.

What is interest *capitalization*?

If there is a period of time that you don't have to make payments on the loan, the lender will add up the interest that is due. This is called *accruing* interest. Some lenders let you pay the interest at certain intervals. Other lenders allow the interest to *accrue* and will add the interest to your loan balance. This is called *capitalization*. Paying accrued interest before *capitalization* will prevent your loan balance from increasing.

What are the consequences of not making your loan payments as required in the signed promissory note?

A borrower's credit rating can be negatively affected when a loan is not repaid in a timely manner as dictated by the terms of the promissory note that has been signed. A lender can also take legal action against a delinquent or defaulted borrower.

If you have difficulty making loan payments, can you make special arrangements with your lender?

Many lenders will provide *forbearance* that may entail special payment arrangements when a borrower has difficulty making scheduled payments. Your college or university financial aid office can be a very good resource for your questions about borrowing. Contact them for more information.

What is PELA?

The Pennsylvania Education Lenders Association, or PELA, was formed to provide leadership in promoting the success of the Federal Family Education Loan (FFEL) programs by establishing and maintaining an active partnership between all program participants, providing a forum for discussion and resolution of student loan issues and facilitating communication within the financial aid community.



**Pennsylvania Education
Lenders Association**

**Pennsylvania Education Lenders Association
6059 Allentown Boulevard, #959
Harrisburg, PA 17112**

"How to be a wise borrower for education" is prepared for Pennsylvania colleges and universities and for their students and parents by the Pennsylvania Education Lenders Association (PELA). PELA gives permission for this document to be copied in its entirety and distributed freely.

Current PELA Members

as of 10/97

AFSA DATA CORPORATION
AMERICAN EXPRESS EDUCATIONAL
LOAN PROGRAM
AMS EDUCATIONAL LOAN TRUST
BANK ONE
BANKBOSTON
BENEFICIAL SAVINGS BANK
CITIBANK STUDENT LOAN CORPORATION
COMMUNITY COLLEGE OF ALLEGHENY COUNTY
CORESTATES BANK
DAUPHIN DEPOSIT BANK AND TRUST
EDUCAID
EDUCATION FIRST
EFS SERVICES, INC.
FIRST MARBLEHEAD CORPORATION

FIRST UNION NATIONAL BANK
FLEET BANK
FRANKLIN FIRST SAVINGS BANK
HOUSEHOLD BANK
KEY BANK USA
MELLON BANK
NATIONAL CITY BANK, PA
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PENNSYLVANIA HIGHER EDUCATION
ASSISTANCE AGENCY
PNC BANK
SALLIE MAE
SIGNET BANK
THE ACCESS GROUP
U.S. BANK



PELA NEWS

Submitted by
Dana French
National City



Pennsylvania Education
Lenders Association

Enclosed in this month's newsletter is the **"How to be a Wise Borrower for Education"** brochure developed by PELA to assist Pennsylvania colleges and universities in providing students and their families with information on alternative loans. Since it was first introduced by PELA at the 1997 PASFAA Conference, many of your colleagues began using this as a resource guide in their financial aid offices. Each PASFAA member is receiving an original copy on hard stock paper so that you can reproduce and distribute as many copies of this document as you would like.

One of the comments that lenders often hear from schools is the request for a comprehensive guide to all of the alternative loans available to students. Unfortunately, keeping the listing current would be a daunting task and would never really satisfy the real questions that borrowers have. Instead of providing specifics on individual lender programs, the PELA guide provides borrowers the basics regarding alternative loan programs. This approach has reduced the burden on the financial aid community to recommend specific programs and allows the borrowers to make informed decisions that best meet their individual needs.

As is the mission of PELA, we are always looking for ways to improve services available to schools and their students. All of the PELA members welcome your comments, suggestions or concerns at any time. One way that you can do this is by attending a PELA meeting in your area. PELA meets quarterly and rotates meeting sites throughout the state. The last meeting was held January 22, 1998 in Pittsburgh. We had a record turnout of 13 school representatives and 23 PELA members. The morning was spent sharing concerns and ideas from the school community. It was a very productive day for all!

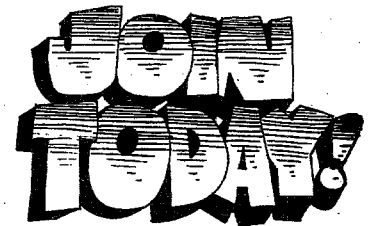
The next meeting will be held in the North Central region of the state on April 23, 1998. A site has not yet been determined. An invitation will be mailed in the near future to schools in the region so that you may participate in this meeting and share your thoughts with PELA members and your colleagues. Please mark it on your calendar and plan on joining us. If you have any questions, please contact a PELA member or Mary Ellen Hazel at (412) 236-1953.

New Southwestern PA Financial Group Forming

Submitted by
Christine Zuzack
Indiana University of PA

Give financial aid administrators the chance to get together and they will gladly take advantage of the opportunity. In Pennsylvania, there are a number of informal regional groups of financial aid officers, such as the Lehigh Valley group and the RAIDers, who meet periodically to discuss pertinent issues, listen to guest speakers, or just to share and network with colleagues.

Now, financial aid administrators from post-secondary schools in southwestern PA will have their own regional presence through the organization of a new group! The first meeting will be held Friday, March 27, 1998 from 9:00 a.m. to 1:00 p.m. at the Community College of Allegheny County-Boyce Campus. Michael Bertonaschi, Director of Financial Aid at LaRoche College is coordinating the meeting. If you would like to attend or would like to join the group but can't make arrangements for that day, please contact Michael at (412) 536-1121 or by PHEAA MSG at CG01535.



We hope to have a lively and active group that will meet between two or three times per year. Meeting locations may also vary depending upon which school may offer to host the sessions. Leadership of the individual meetings and organizational needs of the group will be determined. Don't miss this opportunity to join with your colleagues!

1998 PASFAA Conference Planning Underway

Submitted by
Joan Holleran
Newsletter Editor

If you have not been to a PASFAA conference in the last few years, the upcoming one, in October, is surely one you will not want to miss. The plan is for this year's event to be very interactive. It will truly be "audience participation," according to Michael Burke, 1998 Conference Chair. Look for many opportunities to be totally engulfed in the planned events. If you have toyed with the idea of being a presenter, but have not yet taken the plunge, this may be the year to do it as Michael and his committee plan to pair experts and novices as co-presenters. Special activities are also on tap for first-time conference attendees. Interactive exhibits and chat rooms will offer conferees a hands-on approach to finding real solutions to real concerns.

With a global theme, the conference will strive to show how as financial aid folks, and especially PASFAA members, we are influential on a much larger scale than we may realize. Using buzzwords like 'networking,' 'communicating' and 'empowering,' the conference committee is working to show the interrelatedness of our profession to the world at large. "It is an ambitious goal," says Michael, "where everybody walks away with something." Mark your calendar for October 25-28 and join your PA colleagues at the Hershey Hotel for a conference to remember!

If you would like to be a presenter, have session recommendations, or other suggestions, please contact a committee member:

Michael Burke
Ken Brown
George Glaze
Mary Kosin
Rich McCracken
Barbara Schmitt
Janet Weiss
Donna Wilkoski

Rosemont College
Elizabethtown College
Holy Family College
Penn State-Hazleton Campus
Temple University
Johnson Technical Institute
PHEAA
Bucks County Comm. College



Future Conference Site Selection

Submitted by
Michael Bertonaschi
At-Large Sector Representative



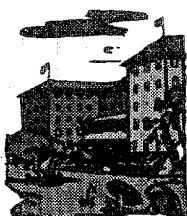
As I reported in the fall newsletter, last year's PASFAA Council decided to contract with Beamer & Associates, Inc. to perform a state-wide study on viable sites to host our annual conference. The results of the study have been completed and Council has had a chance to utilize the information in our ongoing discussions on developing a future site selection policy.

PASFAA has recently become a victim of our own success and popularity. As our membership has grown, our attendance for our annual conference has also increased, therefore, limiting the number of resort sites available to us. The report from Beamer & Associates helped to confirm our suspicions that we are limited to just a few sites (that is, hotels located outside of, but close to downtown Pittsburgh and Philadelphia) which meet the needs of our membership. Most of these sites, such as Seven Springs and the Hotel Hershey, have and will continue to be utilized.

Since October is the most popular month for conferences, Council will focus on implementing a site selection process to insure future reservations at our most desirable sites. This will include reserving sites for up to ten years in advance instead of three, which is our current schedule.

Council has also decided to hold their meetings at sites being considered for future conferences to eliminate the pressure of one person making site selections. We met at the Holiday Inn-Lancaster Host Hotel and Conference Center last June and will be meeting at the Hidden Valley Resort this June to tour the facilities and meet the sales staff.

The following is a list of our future conference sites. If anyone should have any questions or comments on this information, please feel free to contact myself or any other member of Council.



1998	The Hotel Hershey
1999	The Penn Stater (formerly Scanticon)
2000	Holiday Inn-Lancaster Host Hotel & Conference Center
2001	Seven Springs Mountain Resort
2002	currently looking at downtown Philadelphia sites
2003	currently looking at western PA resort sites

Adventures in NASFAA Volunteerism

Submitted by
Ron Laszewski
Bucknell University

Last winter, feeling overtly responsible to my profession and to my aid colleagues, I dutifully submitted a NASFAA volunteer form. What committee would I be selected for? Would I not be selected for anything? As you can imagine, the anxiety was enormous, much like the stress of applicants to our institutions (both for admissions and aid). Thankfully, in May, I received my "thick" envelope and the world opened up to me as surely as it does for the high school senior dreaming of enrolling at our wonderful institutions. Also the same doubts: What have I gotten myself into? Will I be able to commit the time necessary? Would I be selected as the most ill-prepared NASFAA volunteer of the year?

My assignment was to the NASFAA Training Committee where I would toil along with six other members, a chair and a NASFAA Commission Director (CD). Except for the CD (an abbreviated title I invented; NASFAA should not be blamed), I had never met any of the other committee members. A virtual stranger in my class, I missed the committee meeting at the NASFAA conference. Technically, it was an excused absence, but I felt badly anyway. Courteously, the chair accepted my apology and sent me the minutes and instructions for the fall meeting in Washington. It was similar to serving on the curriculum committee at school where you have to go to the dictionary to make sure you've spelled "curriculum" correctly. Thank God for spell check!

Like wildflowers in the spring, ideas popped up at the meeting I missed. I was behind in my reading list (NASFAA committee assignment responsibilities are quite specific and lengthy!) Not a good start to the academic year. Nonetheless, we gathered for our fall meeting at the NASFAA office and jumped into our tasks with optimistic vigor. We reviewed the fall 1997 training services on Need Analysis (no "s" in Need), held a joint session with the Electronic Services Committee (pilot project for web-based training), discussed potential topics for fall 1998 training and attempted to figure out how to advise families about financial aid consultants and scholarship search services. A straightforward, seemingly simple discussion about consortium agreements started innocently enough. What were they? How did schools use them? What did ED advise/require? (I always use that combination to be safe.) After considerable time, (hours), we judiciously decided that if we (experienced professionals all) were so easily confused, perhaps the general membership of NASFAA could use a monograph on this topic. I quickly learned that monograph was not a slow recording, but a full-blown comprehensive training paper.

We quickly began breaking the writing project down into six parts. This is where committee work gets tricky. How to volunteer to do something constructive, but not too time consuming (re: edit rather than write.) This is usually the moment when staring at one's shoes becomes enormously popular with committee members as the chair struggles to achieve eye contact. As we approached assignment of the monograph's "meaty" section (the minutes called it that, not me), I did something potentially fatal: I volunteered without coaxing! To make matters worse, I told my two sub-committee members that I would put together a "rough draft" of our section and they could edit (rip it apart without mercy). My own reaction to my impulsive move was similar to the thoughts of a bungee jumper: I came here to jump, so just jump, but does this really make sense? (By the way, I have never wanted to bungee jump and I never will.)

Of course, the other shoe had to drop, namely, the setting of deadlines. My group had under two months to submit our work to the chair. Subtracting time for editing by the subcommittee, that left me about five weeks (so what if the FISAP was late?) Leaving the meeting, I felt invigorated by my courage before I began considering that I knew little about the monograph topic we chose (re: fear that I had climbed in the rankings for most illprepared NASFAA volunteer, mentioned earlier.)

Back in my office, I did what every good professional aid officer does: I put my committee notes in a folder and hoped it would go away (or I would) before the deadline. Folders in your "to do" list seem to take on a life of their own. They lurk at the bottom of a pile, but somehow make their presence known at all times. They practically seem to call out to you like your impatient pet waiting to get out of the rain and back into the house. I read my background papers, made some more notes, got more reading material appropriate to the topic and let the folder grow. At a certain point, such a folder becomes difficult to move or ignore because of its size. It became difficult to concentrate on one topic while performing daily office tasks (for which get paid, I kept reminding myself). Start, stop, start - this is the joy of volunteerism I remembered from my youth soccer coaching days; figuring out those lineups so that everyone could play and not be embarrassed in front of their parents.

Deadlines do focus the mind. Magically, a day of such opportunity came and luckily, it was prior to the deadline. I wrote, rewrote and finished. My raw material was faxed away, edit comments received by e-mail and the final draft sent to the chair (two whole days early!). Three whole pages that were a Michener equivalent for me.

The Training Committee will meet again next month and review the monograph, plan 1998 training activities and complete other open-ended assignments. A short year will soon be over and NASFAA volunteer forms will soon be out for the next academic year. I finally think I know what I'm supposed to do, I know and like my fellow committee members and I even understand contractual/consortium agreements (I think). Time for someone else to enjoy the reward of NASFAA volunteerism.

My story on a NASFAA committee is in no way unique. I learned a lot from the experience. I paid a small amount in dues to my profession and I met some excellent colleagues from around the country. When NASFAA solicits volunteers from among the membership, please consider the opportunity carefully and sign up. By the way, there is no award for the most ill-prepared NASFAA volunteer. No such person exists on a NASFAA committee.

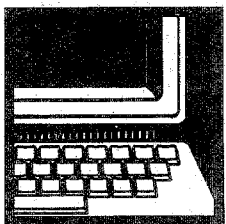


TIPS (Technical Info for the Puzzled and Stupefied)

Submitted by
Dan Wray
Technology Committee

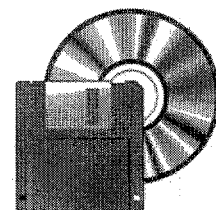
Also Known As...

Tasty TidBits and TidBytes of Techy, Baudy, Binary, Sometimes Hexadecimal, RAMmed-Down-Your Throat-Daily, Mouse-Moving, Web-Site-Surfing, Disk-Driving, Mainframe-Mashing Stuff Relished Most Especially By Those Who Peddle Pocket Protectors and Speak in Sentences of Algorithms, But Commonly Abhorred and Otherwise Often Found to Be Distasteful By Normal, Don't-Wear-Horn-Rims, Don't-Do-Windows, Don't-Unzip-Files-in-Public Financial Aid Administrators



The TIPS listed below are taken from the PASFAA Technology Handbook's "Technical Glossary" section. The Handbook is a resource created by financial aid administrators for financial aid administrators, and it is one of the many benefits that accrue to members of PASFAA. Refer to the Handbook anytime you're feeling technically puzzled or stupefied!

- Ever heard anyone talk about an "ASCII" (pronounced "askee") file? ASCII is the American Standard Code for Information Interchange, and it is one of the standard formats for representing computer characters. It is useful for moving files from one place to another.
- What's a "baud"? This is a technical term related to the speed at which data can be sent between modems, across telephone lines. A baud is one carrier pulse per second. The higher the baud-rate, the faster the data can move. Anyone who has waited a half-hour or more for a data transfer to take place can easily understand the benefit of a faster baud-rate! Remember that the speed of a data transmission is dependent not only on the speed of the SENDING modem, but also on the speed of the RECEIVING modem. Your brand new, super fast modem can only send data as fast as the modem at the other end can receive it.



- Does your computer take small bytes or BIG bytes?
 - A "bit" is the smallest unit of info in the binary system, represented by a 0 or a 1.
 - A byte is one computer character and is equal to 8 bits.
 - 1,024 bytes is a KILOBYTE ("K")
 - 1,024 kilobytes is a MEGABYTE ("Megs") — roughly a million bytes
 - 1,024 megabytes is a GIGABYTE ("Gigs") — roughly a billion bytes
 - 1,024 gigabytes is a TERABYTE — roughly a trillion bytes
- FTP — "File Transfer Protocol" — A standardized format for transferring data.
- FIFO — "First-In, First-Out" — The order in which elements are stored and retrieved.
- GIGO — Abbreviation for "Garbage In, Garbage Out", a phrase to bring home the point that computer output is highly dependent upon the quality of the input.
- GUI (Pronounced "Gooey") — Graphical User Interface. Hardware and software that enable users to see information in easy-to-read graphic form.
- RAM (Random Access Memory) — This is the memory used to load and execute programs. The amount of RAM your computer has determines the number and size of programs that can be loaded and executed simultaneously.
- CD-ROM (Compact Disk Read-Only Memory) — unalterable data stored on a compact disk.
- WAN (Wide-Area Network) — A set of widely separated computers electronically connected together. (Contrast a Local Area Network (LAN), which connects several computers located in closer proximity to one another.)
 - WYSIWYG (Pronounced "Wizzy-Wig") — This is an abbreviation for "What You See Is What You Get," a combination of hardware and software that makes it possible for users to view info on a computer screen exactly as it will appear when printed.
 - Zipped Files — Large electronic files can be zipped, or compressed, to maximize storage space. The party receiving the zipped files must possess the ability to unzip them in order to use the data.

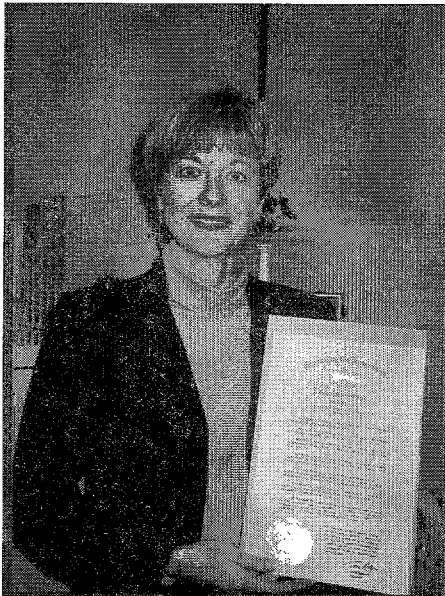


Governor Ridge Declares January Financial Aid Awareness Month

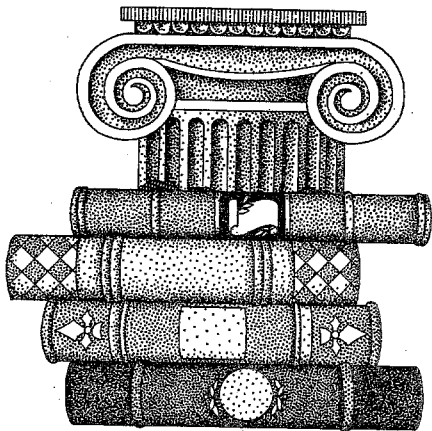
Submitted by
Vali Heist
PASFAA President

To coincide with PASFAA's Hotline week, Governor Tom Ridge declared January as Financial Aid Awareness Month. Following is the text of the certificate that was given to Vali Heist, PASFAA President, in acknowledgement of this proclamation.

In addition to recognition by Governor Ridge, on behalf of the Commonwealth of Pennsylvania, the borough of Gettysburg also designated January as Financial Aid Awareness Month.



Vali Heist, PASFAA President, displays the proclamation from Governor Ridge.



Commonwealth of Pennsylvania



Governor's Office

PROCLAMATION

FINANCIAL AID AWARENESS MONTH
January 1998

WHEREAS, The Commonwealth of Pennsylvania remains committed to helping students attain their academic goals; and

WHEREAS, these students represent our future and we will maintain our dedication to assisting each student discover his or her goals; and

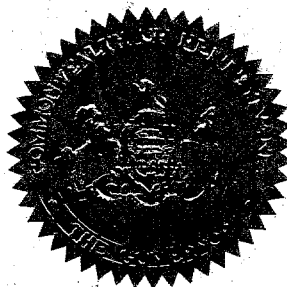
WHEREAS, students seeking education confront many complex issues including questions about tuition, eligibility, applying for financial aid, and many others; and

WHEREAS, groups such as The Pennsylvania Association of Student Financial Aid Administrators (PASFAA) work to help students and parents answer questions about these issues; and

WHEREAS, during January, the PASFAA will host a toll-free telephone hotline to answer questions from parents and students who need information about financial aid options or application procedures; and

WHEREAS, this hotline is part of the Commonwealth's month long initiative to help students and parents acquire complete and accurate information on financial aid programs.

THEREFORE, In recognition of financial aid and the need to supply students and parents with vital information, I, Tom Ridge, Governor of the Commonwealth of Pennsylvania, do hereby proclaim January 1998, FINANCIAL AID AWARENESS MONTH in Pennsylvania.



GIVEN under my hand and the Seal of the Governor, at the City of Harrisburg, this twenty-second day of December in the year of our Lord one thousand nine hundred and ninety-seven, and of the Commonwealth the two hundred and twenty-second.

Tom Ridge

TOM RIDGE
Governor

What Exactly is PASFAA'S PS&T

Submitted by
Bill Burke
Professional Standards &
Training Committee Chair

Almost sounds like a fuel additive, doesn't it? Actually PS&T stands for Professional Standards and Training committee. So what does that mean? Who is on the committee? What are the responsibilities of the committee? Just hold onto the seat of your chair, and I'll reveal the exciting life of this committee and the tremendous impact it has on your existence as an aid administrator.

The Professional Standards and Training (PS&T) committee is one of five standing committees of PASFAA. (I wonder if that's why we can't sit down at our meetings?) PS&T membership includes all sector representatives and is chaired by the PASFAA President-Elect. This year's committee consists of Gary Means, Westmoreland County Community College; Rob Reddy, Point Park College; George Gerhart, Penn State-Shenango Campus; Dana Parker, West Chester University; Linda Malchano, Computer Tech; Doug Vore, Conemaugh Valley Memorial Hospital; Dan Wray, Education First; Michael Bertonaschi, LaRoche College and yours truly, Bill Burke, University of Scranton. Basically the PS&T committee promotes and supports our profession through development of educational programs, provides resources and monitors the standards of the our profession. Another charge of the committee is professional recognition. We are searching for ways to recognize the many contributions made by members to the association, which means you. So if you ever used PASFAA's presentation overheads, memorized PASFAA's Statement of Good Practices, made a Guidance Counselor Training presentation or completed PASFAA's Training Survey, you have been touched by PS&T.

The current PS&T committee met twice this year to review how we can best serve our association during the course of the academic year. During the first meeting, the committee looked at what was done in the past to try and determine what to maintain, what to improve and what new opportunities there are to improve our profession. Our second meeting focused on our major responsibility, which is coordinating the joint PASFAA/PHEAA Guidance Counselor Workshop series held every fall. The committee expresses gratitude to all of the PASFAA presenters who provided evaluations from last fall's workshops. The many comments were extremely helpful in our planning for next year's workshop.

Still got a hold of that seat? So now you know a little more about what PS&T is all about. If you have any suggestions for our committee, please contact me or any of our committee members. The PS&T motto is: PASFAA's Profession Is Our Mission.

PASFAA/PASSCAC Joint Effort A Success

Submitted by
Ken Brown
Elizabeth College

A recent collaborative effort between PASFAA and PASSCAC (Pennsylvania Association of Secondary Schools and College Admissions Counselors) to plan and implement a regional Financial Aid Information Night was an overwhelming success. The idea for the regional financial aid night developed as a result of discussions between PASFAA President, Vali Heist and PASSCAC President, Fran Cubberley.

Delaware County Community College (DCCC) was the site of the January 8 event that afforded families from Delaware and Chester counties the opportunity to interact with various lenders, high school guidance counselors, a PHEAA regional director and financial aid administrators. Over 300 students and parents attended the event.

Representatives from the following institutions participated: Beneficial Savings Bank, Citibank, Core States Bank, DCCC, Educaid, Elizabethtown College, First Union Bank, Fleet Bank, Gwynedd Mercy College, Mellon Bank, Nellie Mae, PHEAA, Sallie Mae, St. Joseph's University, Swarthmore College, Valley Forge Military College and Widener University. PASFAA, PASSCAC and PHEAA sponsored the program.

Encouraged by the success of the event, PASFAA and PASSCAC members are discussing the possibility of this type of joint effort expanding to include similar financial aid nights for various regions across the state. PASSCAC's Fran Cubberley has maintained a prototype for planning a regional financial aid night that may be used as a guide by those planning similar events in other regions.

Thank you to all of the people (especially PASFAA members) who spent so much of their valuable time and effort planning and participating. Hopefully, PASFAA and PASSCAC joint efforts will multiply in the future as valuable tools in serving the needs of families throughout the state. This was certainly a great start.

Nominations for the PASFAA Distinguished Service Awards

Submitted by
George Walter
Past President

The PASFAA Distinguished Service Award was created to recognize individuals who have made significant contributions to PASFAA through their leadership, activities and/or research in financial aid. The award recognizes service to the Association over an extended period of professional involvement, not a single event or activity, and is presented to the individual at the annual conference.

Nominations for the PASFAA Distinguished Service Award are being accepted and should be submitted in writing to:

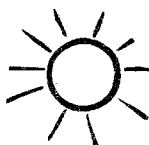
George Walter
Director of Financial Assistance
Villanova University
800 Lancaster Ave.
Villanova, PA 19085



Nominations must be received by **May 1, 1998.**

1998 Summer Institute for New Financial Aid Administrators

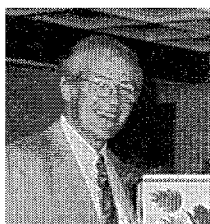
Submitted by
Sally Ann McCrea
Training Committee Co-Chair



If you are new to financial aid, you are invited to attend the Summer Institute for New Financial Aid Administrators from June 15-19, 1998 at Dickinson College, Carlisle, PA. This program offers training for financial aid administrators with two years or less experience. The Institute is one of the few remaining week-long training programs in the nation and is co-sponsored by PASFAA and the Pennsylvania Higher Education Assistance Agency (PHEAA). Registration materials will be mailed soon. Deadline for registration is June 4, 1998.

Caps Off to Don Raley

Submitted by
Bill Burke
PASFAA President-Elect



Don Raley

Calling all Summer Institute faculty, committee members, students and friends to a special recognition dinner in honor of Don Raley's seventeen years as the "host with the most" for the joint PHEAA and PASFAA Summer Institutes. Whether it was the Beginner or Intermediate Financial Aid Workshops or the Lender Workshops, Don has been the "main man on campus" coordinating social events, stocking up the refreshment area, bringing the game boards for evening gatherings and joining the participants at lunch and dinner. But most of all, Don will be cherished for his wonderful stories, detailed location directions and his famous midnight campus tours.

The PASFAA Professional Standards and Training Committee, upon recommendation from the Pennsylvania Financial Aid Training Program, will host the dinner on Sunday, June 14, 1998 at the Embers Inn and Convention Center, Carlisle, Pa. A cash bar/social hour will begin at 4:00 p.m. with dinner at 5:00 p.m. Cost of the buffet dinner is \$25 per person. All are welcome, but reservations and payment should be made as soon as possible, as space is limited. For more information, contact Bill Burke, University of Scranton, at (717) 941-7887. Please use the form below to make reservations and forward payment. Come join in the celebration!

Don Raley Recognition Dinner
Yes, count me in!

Name(s): _____

Phone Number: () _____

Payment(s) Enclosed (\$25 per person): \$ _____
(Please make check or money order payable to PASFAA.)

Send completed form and payment to Bill Burke, Financial Aid Office, University of Scranton, Scranton, PA 18510

Deadline for reservations: June 1, 1998

EASFAA 1998

Submitted by
Janet Weiss
PHEAA

What are you doing May 17-20? Why not come to Washington, DC and join your colleagues for professional growth and fun at the 32nd EASFAA Conference? This year's theme is "RE-AUTHORIZATION: A CAPITAL PLAN FOR 2000 AND BEYOND." Since the conference will be held in our nation's capitol, we will be taking advantage of our location to promote the interests of Re-Authorization and pending legislation that will affect our students' futures with financial aid. The Conference will be held at the Renaissance Washington DC hotel, and the Local Arrangements Committee will make sure you have lots of information for scouting out the DC area.

Since professional enrichment is our goal this year, the Conference Committee has put together an agenda that will offer you every opportunity to interact with those in-the-know. Two Pre-Conference sessions will be available:

- Saturday, May 16 - Preparing for Your Visit to the Hill
- Sunday, May 17 - Distance Education Symposium - Panelists from EASFAA member schools, NASFAA, and USDE.

To further your professional growth, you will have opportunities throughout the conference to increase your knowledge and repartee with others in the field. Session highlights include:

- Dr. Harold Hodgkinson, speaking on demographic trends in higher education and the implications they hold for financial aid issues.
- A round-table discussion on Graduate/Professional student concerns.
- Dr. Brian Fitzgerald, from the Advisory Committee on Student Financial Assistance
- Using PowerPoint for creative presentations
- The America Reads Challenge with USDE's Carol Rasco
- The Role of Ethics in Financial Aid and Enrollment Management
- Updates on the Taxpayers' Relief Act of 1997
- Study Abroad Programs
- Financing Options for Your Students
- Updates from U.S. Congressman William Goodling (R-PA), as well as from Elizabeth Hicks and Jeff Baker (USDE)

Because of our proximity to Capitol Hill and the NASFAA office, conferees are encouraged to visit both places. Tuesday afternoon will afford you the chance to meet the lawmakers from your region, and NASFAA staff is hoping that you'll visit their office on Tuesday or Wednesday afternoon. Look for the special invitation, in your conference packets, from NASFAA!

In addition to professional growth, EASFAA has undertaken two humanitarian projects to help those in need. If all attendees will bring travel-size personal hygiene items (shampoo, soap, lotion, hairbrush, etc.), Rachel's Women's Center, in DC, will prepare individual hygiene kits for its many residents. In addition, if you can contribute some extra pencils, pens, pads of paper, or other school supplies, Thompson Elementary School, in DC will gratefully accept the contributions, so that it may help its students with needed supplies.

Reservations for hotel rooms must be made by April 16, 1998. You may make your room reservations by calling (202) 898-9000 or by faxing (202) 952-4445. Room rates are as follows:

	<u>Main Hotel</u>	<u>Club Tower</u>
One person	\$143.00	\$163.00
Two persons	\$153.00	\$173.00
Three persons	\$173.00	\$193.00
Four persons	\$193.00	\$213.00

Registration materials were sent to all EASFAA members at the beginning of March. If you have not received your information, contact: Dadizi Baker-Cummings, Membership Chair, American Student Assistance, (617) 728-4509. Plan on attending "RE-AUTHORIZATION: A CAPITAL PLAN FOR 2000 AND BEYOND" for an educational and fun conference with your EASFAA friends, in Washington, May 17-20, 1998!

Join PASFAA "On the Hill" at EASFAA

Submitted by
Fran McKeown
Govt. Relations
Committee Chair

Fran McKeown, PASFAA Vice President and Chair of the Government Relations Committee, will be attending the EASFAA conference in Washington, D.C. May 18-21, 1998, on behalf of PASFAA Council. If you are interested in participating in the visit to the "Hill" and would like to go as part of the group of Pennsylvanians, please contact Fran via PHEAA MSG at CQ00514 or send her e-mail at mckeown@bucks.edu.

NASFAA 1998

Submitted by
Mary Miller
Slippery Rock University

The NASFAA conference moves to the midwest in 1998 and settles in Chicago from Wednesday, July 15 to Saturday, July 18, 1998. The conference headquarters is the Chicago Hilton and Towers located at 720 South Michigan Avenue. Additional lodging will be available at the Palmer House Hilton located approximately seven blocks away at 17 East Monroe Street. NASFAA will provide shuttle service between these hotels.

Conference and Housing Registration

Several preconference programs are in the planning stages. A day-long enrollment management seminar is planned for Tuesday, July 14 and a Graduate and Professional seminar will take place the morning of Wednesday, July 15. A separate registration and an additional fee will be assessed for participation in these preconference activities.

A conference agenda and registration information will be posted on the NASFAA web site in early February. The site address is: www.nasfaa.org. For planning purposes, a federal update will be offered beginning at 1:00 p.m. on Wednesday, July 15, and the conference will conclude around 11:00 a.m. Saturday, July 18. The preregistration fee is \$290 for members and \$390 for non-members. The deadline for preregistration is Tuesday, June 30, 1998. This fee is applicable to all registration forms received by that date. (Payment does not need to accompany the form.)

All registration forms received after June 30 are considered on-site registrations. The fee for on-site registrations is \$390 for members and \$490 for non-members. A daily fee of \$150 for members and \$200 for non-members is also offered if at least one other person from the school has paid a full registration. All fees for preregistration, on-site registration and daily registration must be paid no later than the time you pick up your registration materials at the conference desk in Chicago.

Refer to the housing form (http://www.nasfaa.org/public/conf_hotels.html) for information on room rates and reservation procedures. Please pay particular attention to the deposit, cancellation and refund policy outlined on the housing form.

We encourage you to make your reservations as early as possible to enable you to be accommodated at the hotel of your choice. However, we would ask that you reserve only the number of rooms you will actually need and not hold rooms unnecessarily out of courtesy to your colleagues at other institutions who plan to attend the conference.

Special Airfares Available for NASFAA Conferees

NASFAA is pleased to announce the availability of special fares from our official airline, American and our co-carrier, Delta. These fares are valid for travel from July 12 through July 21, 1998 and may be booked either through NASFAA's travel agency, Mitchel/Fitzgerald and Associates, or directly with the applicable airline. These fares may also be reserved and ticketed by your local travel agent.

American and Delta are offering NASFAA conferees 5% off the lowest applicable published fare or 10% off the unrestricted coach fare. American and Delta are also offering guaranteed round-trip fares. Zone fares require a two-day minimum stay but no Saturday night stay and are fully refundable less an administrative service fee. Book early and save! Conferees will be entitled to an additional 5% off the applicable fare if reservations are made and tickets issued 60 days prior to departure.

Reservations Information

Mitchell/Fitzgerald and Associates can be reached at (800) 228-0861 or (202) 530-4455 Monday through Friday from 8:30 a.m. to 5:00 p.m. Eastern Time. You should identify yourself as a NASFAA conferee and refer to Star File #5078UE for American or File #109238A for Delta.

The American Meeting desk is open daily from 7:00 a.m. to midnight Eastern time. The phone number for American is (800) 433-1790. You should identify yourself as a NASFAA conferee and refer to Star File #5078UE.

The Delta meeting desk is open Monday through Friday from 7:30 a.m. to 11:00 p.m. Eastern time and from 8:00 a.m. to 11:00 p.m. Eastern time on Saturday and Sunday. The phone number for Delta is (800) 241-6760. You should identify yourself as a NASFAA conferee and refer to File #109238A.

See the Sites of Chicago!

Chicago is a wonderful city! For comprehensive information on Chicago, go to website: www.chicago.com.



STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

You may already be aware that the institutions in our sector seem to be experiencing a significant increase in the number of loan borrowers - greater than the public sector schools. Our higher tuition rates have far outpaced the maximum range of Pell and PHEAA.

A potentially volatile situation is the impending change in the FFELP interest rates on July 1. As a result of projections that forebode losses for lenders and secondary markets, Sallie Mae has announced its intention to cease participation in the FFELP program on that date. Other lenders could be quick to follow suit.

PASFAA Council, PHEAA, and Sallie Mae have been in consultation. Senator Spector and Representative Goodling have been contacted and are eager to find a solution.

Here is where you can help. Contact your Congressional representative(s) and apprise her/him of the situation. Let them know that compromise suggestions have been offered for a change or delay in the implementation of the law. Feel free to offer your own solutions.

Ask them to be sensitive to this matter and prepared to act appropriately when the issue is raised in Congress. A solution **MUST** be found before July 1. Thank you for all that you do for the students you serve.

BUSINESS, TRADE & TECHNICAL SECTOR

*Submitted by
Linda J. Malchano
Business, Trade
& Technical
Sector Representative*

Greetings to all! I hope all of you had a chance to attend one of the Business Trade and Technical Workshops that were conducted during December in different locations around the state. The feedback I received is that they were very helpful. I need some input from you as to what you are looking for in the way of meetings, agenda items, relevant issues, etc. Please contact me by phone (412) 391-4197, fax (412) 391-4224, or terminal message CQ02008 and offer some suggestions.

The next council meeting is April 5 and 6, so if there are any concerns or issues you would like me to present, please let me know. Also, if you have news, such as position changes, marriages, etc., I'd like to know so we can include those things in the next newsletter. Hope to hear from you soon!

PUBLIC TWO-YEAR SECTOR

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

The Public Two-Year Sector is scheduled to meet at April 16-17 at the Holiday Inn in Carlisle. The meeting is scheduled for 1-5 p.m. on Thursday and 9-noon on Friday. For those attendees planning to stay overnight, contact the hotel directly for reservations. A variety of topics will be covered including the Hope Scholarship, proposed changes to the interest rate and Reauthorization. Guest speakers are also on the tentative agenda including a speaker from PHEAA. Contact Gary Means if you need additional information.

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
Dan Wray
Institutional Support
Services Sector
Representative*

Notes from the February 2, 1998, PASFAA Council meeting:

1. On the topic of "Independent contractors":
 - Background information — There are members of the ISS sector who contract with schools to provide financial aid administration services. In some cases, these entities provide ALL of a school's financial aid administration function (i.e., they are the de facto financial aid office.) PASFAA's determination is that these entities do not qualify as "financial aid administrators" as it pertains to becoming an Active member of the Association. Instead, they become Associate members and are represented via the ISS sector.
 - Further background information — There has been some question in the past as to whether independent contractors are permitted to attend PASFAA training sessions.
 - At the 2/2/98 meeting, Council settled the issue by resolving that all PASFAA members will have equal access to PASFAA training.
 - PHEAA staff will research this issue as it pertains to PHEAA-sponsored training sessions.
2. Mr. Hershock (PHEAA) and Rita Iadanza Cookson and James Anderson (Sallie Mae) provided information to Council regarding the 7/1/98 interest rate issue.
3. The next PASFAA Council meetings are scheduled for April 6 and June 8. If there are ever any issues you'd like me to bring before Council, please let me know.

Notes from the January 22, 1998, PA Education Lenders Association (PELA) meeting held in Pittsburgh:

1. We had a great turn-out of more than a dozen financial aid administrators who joined us for the morning session. Issues discussed:
 - The letters from PHEAA SLSC regarding loan amount changes are very confusing to borrowers. Other PHEAA SLSC letters were mentioned, as well (e.g., the 120-day cancellation letter). Bob Heyl (PHEAA) will see what changes can be made to the letters.
 - The Student Loan Clearinghouse process can still use a bit of work, as schools are still noticing cases where enrollment data is not getting updated appropriately.
 - On a related note, schools would like to see a standardized form for reporting enrollment status to lenders and servicers when individual requests for enrollment status are received by financial aid office staff.
 - Schools would like to see a master list of lenders and the borrower benefits they offer. The new edition of the Lender Directory will address this issue.
 - Much time was spent discussing the possible change from 91-Day T-Bill to 10-Year Treasury Note as the FFELP interest rate basis on 7/1/98. Schools are wondering what impact this issue may have on the availability of loan funds for students in both the short-term and the long-term.
 - Schools like the piece PELA produced on the topic "How to be a wise borrower for education. . ." They would like to see it distributed more widely. As a result, a copy of the piece will be included with the PASFAA Newsletter, and it will also be placed on PASFAA's homepage.
2. PELA will be providing a training session at this year's PASFAA Spring Training.
3. PELA is shooting for a June distribution date for the updated/improved Lender Directory. The new Directory will include more detailed information about lenders to better serve the needs of the schools.
4. There will be a PELA booth at this year's PASSCAC conference (PA Association of Secondary School and College Admissions Counselors). The PASSCAC conference will be at the Lancaster Host from 6/21/98 to 6/23/98.
5. PELA is exploring new strategies to increase the involvement and participation of mid- to small-size FFELP lenders.
6. The next PELA meeting is scheduled for April 23 in the North Central region of PA (site to be determined).

Other points of interest:

1. PHEAA is launching a new Listserv for schools, lenders, and other interested parties in PA, WV and DE who wish to discuss PHEAA-specific issues.
2. PASFAA is always updating and improving its homepage — check it out sometime! (The address is listed on the second page and on the back cover of this Newsletter.)

NURSING SECTOR

*Submitted by
Douglas Vore
Nursing Sector
Representative*

Punxsutawney Phil predicted six more weeks of winter weather, and our sector continues to weather the following issues: Title IV Wan vs. PCAM, NSLDS vs. NSLC, the Hope Scholarship Tax Credit, the Electronic Financial Aid Office, audit requirements and student enrollments. These were some of the issues discussed at the sector meetings held in the east and west. The Southeastern Pennsylvania Association of Aid Nursing Sector (SPAANS) held a meeting November 21 at Abington Memorial Hospital School of Nursing coordinated by Joyce Calamia. SPAANS next meeting is set for March 27. The Southwestern Pennsylvania Nursing Sector Association (SPNSA) held a meeting December 12 at National City RIDC Park coordinated by Tracey Wassel. I would like to thank both Joyce and Tracey for their efforts in coordinating the sector meetings and would like to offer a special thank you to Tracey for all her work in arranging for National City to host the Southwestern sector meetings. If there is anyone in the sector that is not a part of one of these groups and would be interested in attending the sector meetings, please contact Joyce, Tracey or myself for information.

The next topic is the sector directory. I have received a comprehensive directory listing from George Walters, Past President, of all the sector institutions. I am tweaking the information to include phone and fax numbers and e-mail addresses. You should have received a copy of the directory by now. If there are any corrections, please contact me. The Nursing Sector wishes Michael Burke best of luck in his new position as the Director of Financial Aid at Rosemont College. He previously was the Coordinator, Student Services/Financial Aid at Germantown Hospital & Medical Center School of Nursing. In closing, I would like to thank all the members who have contacted me to offer their assistance. Also, I encourage everyone to submit items for the newsletter. Until next time, enjoy Spring Break?

PRIVATE SECTOR

*Submitted by
Rob Reddy
Private Sector
Representative*

A warm "Hello" to the PASFAA Sector on a cold winter day. Thanks to all that responded to my survey on the sector meeting. The good news is that there seems to be an interest in having annual sector meetings. The bad news is that, because so few people could make the December meeting scheduled at Dickinson College, it was canceled.

As a sector, I believe we need to not only make a decision on how and when to hold a sector meeting, but also if we are committed to participating in the meeting. To this end, I will be sending out a more formal survey in the coming month to get feedback from the community regarding this issue. Your participation in this effort will be greatly appreciated.

If you have any issues that you want PASFAA Council to discuss, please let me know by April 1. I can be reached at (412) 392-3935, CG03335 or rededy@gala.ppc.edu. Thank you for your support, and happy packaging.

SSHE SECTOR

*Submitted by
Dana Parker
SSHE Sector
Representative*

Greetings SSHE PASFAA members! I trust everyone completed the NACUBO Benchmark questionnaire! I know we are all looking forward to the project's results.

In preparation for our annual SSHE Spring Meeting, I will soon be sending you a survey to get your feedback on an agenda, site selection, non-FAO guests and dates. It has been suggested that we choose a site near Harrisburg in order to facilitate both our travel and attendance by PHEAA staff. If you have any suggestions that you would like to make prior to the mailing, please call me at (610) 436-2627, send an MSG to CG00358, or e-mail to dparker@wcupa.edu.

**INSTITUTIONAL
AT-LARGE SECTOR**

*Submitted by
Michael Bertonaschi
Institutional At-Large
Sector Representative*

The Financial Aid Awareness Committee will be meeting to discuss the results of the Hotline and ideas for future awareness and outreach. If any members have comments or ideas along these lines, please contact Jean Walker, Peter D'Annibale or myself and let us know.

Professional Standards and Training have also been hard at work reviewing the evaluations from the Guidance Counselor Workshops from both the presenters and guidance counselors. If you had presented a guidance counselor workshop and have any additional comments not included on your evaluation, please contact Bill Burke or myself or your sector representative. We are always looking to improve the workshops and need your comments.

Thanks to all who have given their time and expertise to the various initiatives conducted by PASFAA so far this year.



FROM THE EDITOR'S DESK

In an effort to hold down the cost of printing the PASFAA Newsletter, the printer has suggested some changes to the way articles are submitted. Ideally, the best methods would be on **disk** or via **e-mail with an attachment**. Both of these methods eliminate the need for scanning or the more costly and time consuming data entry.

If you choose to send me a disk, please identify the program and version (ex: Microsoft Word 6.0). Also, please send me a hard copy for my review and, in case, my computer cannot read your disk. If you choose to send me e-mail with an attachment, no hard copy is necessary, but please tell me the program and version as part of your e-mail message. As before, if you are sending me your article via fax, I appreciate if you can also send me a hard copy that the printer can scan. (Faxes cannot be scanned.) Although this method is not as economical and efficient as a disk or e-mail, it is still less costly than complete data entry by the printer.

By expanding the newsletter, the costs have also significantly increased. With your help we can hold down the expense while continuing to produce a useful and informative publication for our members.

Joan L. Holleran

 PASFAA Newsletter Editor

PASFAA BULLETIN BOARD

ANNOUNCEMENTS

Kim Gray is the new financial aid officer at Cambria County Community College.

Farewell and good luck to **Kathy Ruby** who resigned from Shippensburg University FAO to accept the position of Director of Financial Aid at St. Olaf College in Northfield, MN.

Sheila Nelson-Hensley (formerly of Washington and Jefferson College) is now at West Virginia Northern Community College.

Congratulations to **Diane Fegely** who was reclassified as an Assistant Director of Financial Aid at Kutztown University.

Michael Burke is now the Director of Financial Aid at Rosemont College after leaving Germantown Hospital School of Nursing as a result of the closing of the nursing school.

Peter D'Annibale, Director of Financial Aid at Shippensburg University, was a presenter at the California Community College Student Financial Aid Administrators Association (CCCSFAAA) conference in San Francisco in December.

Wedding bells rang for **Sandy Malone**, Director of Financial Aid at Community College of Allegheny County, Boyce Campus, who married Jeffrey Cronin November 1, 1997.

Also, taking a walk down the aisle in the fall was **Kimber Decker**, Marketing Origination Manager from First Union. Congratulations to the new Mr. and Mrs.

The Assistant Director of Financial Aid position at Millersville University was filled by **Jennifer Liedtka** who had formerly been at Lebanon Valley College FAO.

Michael Colahan was promoted to Director of Financial Aid at Philadelphia College of Pharmacy and Science.

Welcome to **Mary Ellen Duffy** who has accepted the position of Director of Financial Aid at Albright College.

Tracy Hine became the new Financial Aid Counselor at Alvernia College. Tracy transferred to the FAO from Alvernia's Admission Department.

Director of Student Financial Aid Search Reopened

Mansfield University is readvertising for the position of Director of Student Financial Aid. The director will be responsible for planning, organizing and leading a comprehensive financial aid program. Responsibilities include supervising financial aid office functions and four staff positions; ensuring full compliance with policies governing federal and state financial aid programs; integrating the financial aid process with enrollment management efforts; provide ongoing analysis and reporting of relevant data; developing and using computerized information systems; and a commitment to building a cooperative team approach. The director will lead the implementation of the Datatel Colleague financial aid module. Qualifications: Bachelor's degree; at least five years experience in financial aid with demonstrated organizational, management and supervisory achievement; strong knowledge of federal and state financial aid programs and regulations; strong computer, analytical, administrative and interpersonal skills; and completion of a successful interview are required. Master's degree in related field and experience with third party software desirable. Starting salary commensurate with education/experience. Send letter of application, resume and the names, addresses and telephone numbers of three professional references to: Position M-46, 111 Alumni Hall, Mansfield University, Mansfield, PA 16933. Position open until filled. AA/EOE (www.mansfield.edu)

Share the news with your PASFAA colleagues!

Promotions, job changes and openings, professional achievements, career milestones, marriages, births and any other "newsy" items are welcome. Send news to Joan Holleran, Newsletter Editor, or any member of the Editorial Board.

PASFAA Resource Directory Updates

Submitted by
George Walter
Membership & Elections Chair

On January 27, 1998, the information for the 1997-98 PASFAA Resource Directory was sent to the printer. Barring any unforeseen problems, the directory should have already reached your office. Please review your entry and report any changes, updates, deletions, etc., to George Walter. Please submit your changes via mail: gwalter@email.vill.edu or in writing (fax your request to (610) 519-7599). All corrections will be posted in the next Newsletter.

I would like to thank all of the sponsors for their support of the Resource Directory. I would also like to thank Christine Zuzack for coordinating this project with the printer, and the folks in the Financial Aid Office at Indiana University of Pennsylvania who stuffed and mailed the directories.

Membership Information Updates

Listed below is information regarding members who either submitted their original membership form, or changed information after the Resource Directory was sent to the printer. Please include this information with your 1998-99 Resource Directory.

William M. Barber
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Suzanne Schlager
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Kathie Teschendorf
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Tel. (610) 543-1747
Fax (610) 543-7479

Citibank Student Loan Corp.
112 Blue Elder Dr
Mountaintop, PA 18707
Tel. (717) 474-2954

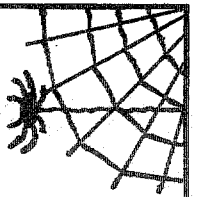
Maria C Slevenski
Director of Financial Aid
Baron's Castle Beauty Academy
4011 Cottman Ave.
Philadelphia, PA 19135
Tel. (215) 338-1500
Fax (215) 338-0500

Joanne Zatarain
Marketing Manager
The Education Resource Institute
330 Stuart St.
Boston, MA 02116
Tel. (800) 255-8374

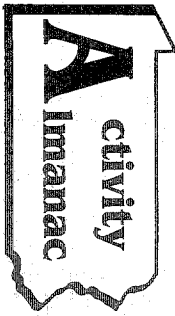
Also please note the following change of titles:

Paul A. Griffin, Educational Data Systems Inc., Vice President

Carl J. Annas, Educational Data Systems Inc., Regional Marketing Mgr.



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



April 1998

April 7

April 15

May 18-21, 1998

June 15-19, 1998

Spring Training Seminars (Register by 3/31)

Sheraton at Station Square, Pittsburgh

Adams Mark Hotel, Philadelphia

EASFAA '98 Conference, Washington, DC

New Financial Aid Administrators

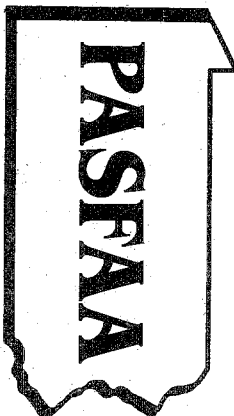
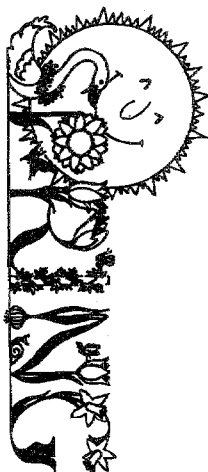
Summer Institute (Register by 6/4)

July 15-18, 1998

NASFAA '98 Conference, Chicago, IL

October 25-28, 1998

PASFAA '98 Conference, Hershey



650 PASFAA Newsletter

**Financial Aid Office
Kutztown University
Kutztown, PA 19530**

