

## Reauthorization Again!

**31st Annual  
Conference  
Penn State  
Conference Center  
State College, PA  
October 3-6, 1999**

### FEATURES

- President's Letter
- Hotline '99 Results
- H. S. Counselor Workshops
- President Unveils 2000 Budget
- PASFAA & PASSCAC Partner
- PASFAA 1968-1978
- Re-evaluating Priorities
- PELA News
- Council Minutes
- Sector and Committee Reports

## 1998-99 PASFAA EXECUTIVE COUNCIL

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## Editor Excerpts

### 1. NEWSLETTER EDITORIAL BOARD FOR 1998-99

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#### EDITORIAL BOARD

Alisa DeStefano	Elizabeth McCloud	Sally Whiteman
Dana French	Judith Rile	Sherry Youtz
Patty Hladio	Ragan Watson	

### 2. PUBLICATION SCHEDULE

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

Summer 1999 issue:	articles due May 15
Fall 1999 issue:	articles due July 15
Winter 2000 issue:	articles due November 15
Spring 2000 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 Vali Heist, Financial Aid Office, Alvernia College, 400 Bernardine St., Reading, PA 19607. The 1998-99 membership list is maintained at Alvernia.

### 2. 1998-99 PASFAA COMMITTEES

Government Relations .....	Michael Bertonaschi
Membership and Elections .....	Vali Heist
Professional Standards and Training .....	Bonnie Lee Behm
Public and Professional Information .....	Cindy Haney
1999 Conference .....	Mary Kosin
Financial Aid Training .....	Sally Ann McCrea
Financial Aid Awareness .....	Peter D'Annibale
Technology .....	Greg Gearhart
Finance and Development .....	Karen Pratz

### 3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Vali Heist, Alvernia College, for information about 1998-99 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/>  
Webmaster, Mary Miller, mmiller3@pheaa.org or PH12038.

# LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues:

Having been educated in Catholic elementary and secondary schools by the Servant Sisters of the Immaculate Heart of Mary (founders of Marywood University and Immaculata College in Pennsylvania), I still recall some of the special exercises the sisters put the class through. Examples include praying the Angelus each noon when the church bells rang, praying for the souls of pagan babies, and conducting Mission Days. I have a suspicion that the slight curvature in my spine resulted from years of sitting on the edge of my desk seat to save room for my guardian angel. And while I still don't have a clue why, two of my elementary school nuns allowed the class to listen to the World Series radio broadcast, but only if the Pittsburgh Pirates were in the series. While I never did figure out where nuns came from, I suppose that at least two were from Pittsburgh. There were numerous other mysterious activities the good sisters had us perform, but as they often told us, "great mysteries were part of our faith."

The one thing we consistently did throughout elementary school was pray for vocations. While they were sure to mention that being a teacher, doctor, lawyer or even a parent could be considered a vocation, we were convinced that they were having us pray to become priests or nuns. For some strange reason, this activity began to subside when we entered high school. I figured that by that time, the sisters simply gave up on us ever amounting to anything. Anyway, when we were seniors, the vocation prayers had ended, and we became preoccupied with going on to college, the military, or entering the work force. None of us made it to the seminary or convent.

After college, emphasis was placed on getting a job, in part to repay student loans, although the amount of debt was modest compared to today's standards. Like many of you, my first job was not one that I would like to call a real astute career choice. By some good fortune, or an act of faith, I eventually found myself involved in the wonderful world of financial aid. The number of dedicated aid officers I encountered at our local schools impressed me. I soon discovered, by attending my first PASFAA Conference, that there were many more dedicated aid professionals across the state. Initially, I found myself being drawn to the mechanics of the profession. Eventually I was infected by my PASFAA colleagues with the desire to not just keep neat files and follow regulations, but to take on the responsibility of shepherding students, parents, and even college administrators through the myriad complications of financing an education. For me, I guess this is what changed a job into a career.

One of PASFAA's founding purposes was to provide an opportunity for aid practitioners to develop professionally. In this issue of the Newsletter, you can read about PASFAA's early beginnings. While I was not around for those early years, I've heard stories told by our august members on how the association grew from modest beginnings to the vibrant organization it is today. PASFAA's strength has always been drawn from its membership. PASFAA enables all of us to develop professionally and transform a difficult job into a career. It's success is built on members helping members. I'm encouraged by the response to the YMCA mentorship project; especially the fact that so many members volunteered to be mentors that the Professional Standards and Training (PS&T) Committee couldn't find a mentoree for every mentor.

I finally have to admit that the nuns were right. Being a financial aid officer can be a vocation.

Sincerely,



Bill Burke  
PASFAA President

# Pennsylvania Financial Aid Training Program

Submitted by  
Sally Ann McCrea  
Training Committee Chair

## Third Annual Spring Training Seminar

April 8, 1999: Pittsburgh, Sheraton at Station Square

April 22, 1999: Philadelphia, Adams Mark Hotel

Join us for the third annual Spring Training Seminars. These one-day workshops have been planned to address important financial aid issues that will assist you as you prepare for summer and the 1999-2000 academic year.

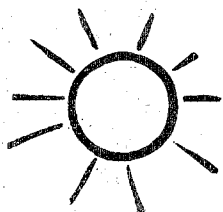
We are fortunate again this year to have PHEAA personnel participating in these seminars to provide us with the most recent information on PHEAA Grants, FFELP and legislative initiatives. In addition, we will offer sessions on Technology, FAFSA/Needs Analysis, America Reads/Community Service, Master Promissory Note and news from PELA.

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. Registration materials were mailed to schools in early March.



## 1999 Don Raley Institute

June 14 - 18, 1999: Dickinson College, Carlisle, PA



The 1999 Don Raley Institute for new financial aid administrators is scheduled for June 14 - 18, 1999 at the Dickinson College campus in Carlisle, PA. The institute is entering its 18th year of providing a comprehensive foundation of the basic tools required for student aid administration. Designed for individuals with less than two years experience in financial aid, the program instructs participants on the dynamics behind financial aid while "real life" case studies complement the lectures. Registration materials will be mailed to your institution.

## 1999 Summer Institute for Intermediate Financial Aid Administrators

June 16 - 18, 1999: Dickinson College, Carlisle, PA

This three day institute is presented biennially and provides financial aid program updates as well as training for financial aid administrators with three or more years experience. With the 1998 Reauthorization Bill, there are a lot of changes confronting the financial aid office. Experienced faculty and PHEAA staff will present program updates and regulation changes. The following topics will be presented:

People Skills  
Reauthorization Issues  
Financial Aid Transcript  
Tuition Account Program  
Policy & Procedure Manual

Professional Judgment  
Computer Technology Lab  
Treatment of Hope Scholarships/Roth IRAs  
Leveraging/Merit Based Scholarships



Announcements with registration materials will be mailed in March. Check the PHEAA Web site ([www.PHEAA.org](http://www.PHEAA.org)) for on-line registration. For additional information, contact Tina Reinoehl at (717) 720-3600 or Diana Sheehan at [dsheehan@pheaa.org](mailto:dsheehan@pheaa.org).

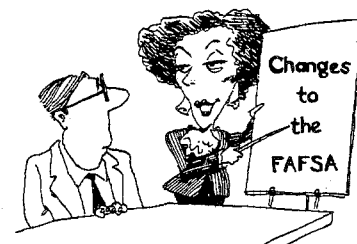
# 1998 High School Counselor Workshops

Submitted by  
Bill Burke  
PASFAA President

PHEAA and PASFAA held a series of High School Counselor Workshops at 38 sites across the Commonwealth during the month of November. These half-day workshops provided information on federal, state and institutional aid programs for the High School Counselor community. A total of 926 counselors attended the half-day workshops.

This year's presentation was prepared using PowerPoint. While there were some technical glitches, this format was warmly received by the counselors. Much thanks is extended to PHEAA for making this presentation format possible.

Much credit goes to last year's Professional Standards & Training (PS&T) Committee and the PHEAA Regional Directors, especially Dan Johnson and Tom O'Donnell, who worked with PS&T on the development of the program. Of course, the success of this program rests with the presenters and registrars, listed below, who volunteered their time and talents. Finally, a big thank you to Vee Blaine, PHEAA Regional & Special Programs, who brought all the pieces together.



Region	Regional Director	Participants
Northwest	Daniel Johnson	115
Southwest	Jim Cardinale	234
North Central	Daniel Hudock	90
South Central	Bruce Deifenderfer	147
Northeast	Thomas O'Donnell	272
Southeast	Cheryl Mobley-Stimpson	68
<b>Total</b>		<b>926</b>

## Presenters:

Michael Bertonaschi, Chatham College  
John Bieryla, Bloomsburg University  
Karen Bloom, Mansfield University  
Madelyn Campbell, Dickinson College  
Jim Carideo, Penn State-University Park  
Benjamin Comfort, Lycoming College  
Sandy Cronin, CCAC - Boyce  
Cynthia Farrell, Thiel College  
Anita Faust, Kutztown University  
Diane Fegely, Kutztown University  
George Gerhart, Penn State - Shenango  
Greg Gearhart, Messiah College  
Sherrill Goodlive, Harrisburg Area Comm. Colg.  
Ken Grugel, Clarion University  
Randy Harmon, Kings College  
Vali Heist, Alvernia College  
Steven Hiscox, Automotive Training Ctr.  
Vonnice Hunter, Indiana University of PA  
Jennifer Liedtka, Millersville University  
Karen Jacobs-Hakim, Penn State - Abington

Robert Latta, Westminster College  
Tom Lyons, Bloomsburg University  
Mary Kay McCaughan, Villanova University  
Catherine McIntyre, Allentown College  
Wendy McLaughlin, LaSalle University  
Gary Means, Westmoreland Cty. Comm. Colg.  
Doug Mahler, Comm. Colg. Beaver Cty.  
Valerie Mockus, St. Francis College  
Helen Nunn, Susquehanna University  
Clarke Paine, Elizabethtown College  
Vicky Pingle, University of Pittsburgh - Bradford  
Stanley Skrutski, Marywood University  
Nancy Sninsky, Washington & Jefferson Colg.  
Jim Treiber, Gannon University  
Doug Vore, Conemaugh Valley Mem. Hospital  
Ragan Watson, Clarion University  
Carolyn Wharton, Point Park College  
Michael Wisniewski, Chestnut Hill College  
Delbert Woodward, Central PA Business School

## Site Registrars:

John Ball, Susquehanna University  
Anne Bowne, Grove City  
Donna Cerza, College Misericordia  
Linda Dolata, Washington & Jefferson Colg.  
Steve Fekete, Ultra Sound Diagnostics  
Dwight Horsey, Millersville University  
Margaret Hynosky, University of Scranton  
Beth Kachel, Lancaster Bible College  
Cindy King, Northampton Community College  
Jerry Long, Milton Hershey School

Sheila Richter, Mercyhurst College  
Danell Schoemaker, Reading Hosp. Sch. of Nurs.  
Lorene Skipwith, Sawyer School  
David Smedley, Valley Forge Military Acad.  
Joan Willertz, Penn State - Lehigh  
Sandy Wilson, Gordon Phillips



## Hotline 1999

Submitted by  
Peter D'Annibale  
Financial Aid Awareness  
Committee Chair

PASFAA Hotline volunteers assisted 643 callers during the week of January 25-29, 1999. The number of calls increased over the 1998 numbers despite the loss of a paid advertising budget. Hotline Chair, Peter D'Annibale said, "This year's hotline was the most cost-effective one ever reported." The 1999 cost per call is estimated to be less than \$9.00 while the cost in 1998 was \$47.06 per call answered.

Site coordinators for the three locations were Joan Holleran and Patsy Hutchins with John Southwood, First Union, at the eastern site in Wilmington, DE; Keith New, PHEAA, at the central site in Harrisburg; and Cindy Farrell with Tom Lustig, PNC Bank, at the western site in Pittsburgh.

The Financial Aid Awareness Committee wishes to thank everyone who volunteered his or her time to make this year's hotline a success. Special thanks to PNC Bank, First Union and PHEAA for hosting the hotline and allowing us to use their facilities. The Financial Aid Awareness Committee will be meeting in March 1999 to plan activities for the year 2000.

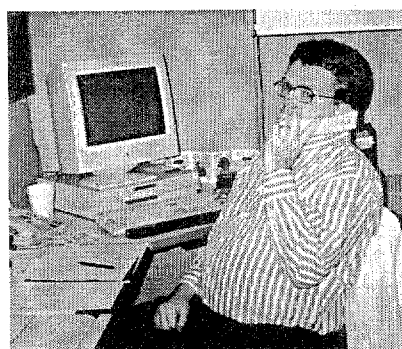


Bill Burke, (left) PASFAA President, and Peter D'Annibale, 1999 Hotline Chair, display the Governor's Proclamation citing January as Financial Aid Awareness Month.

### Thanks to these Financial Aid Awareness Committee Members and Hotline '99 Volunteers:



Brandi Darr, University of Pittsburgh at Greenburg



Steve Fekete, Ultrasound Diagnostic School



Renee Huefner, (left) and Mary Kooker, Gannon University

Tiffany Aloï  
Bonnie Behm  
Nanette Berman  
Michael Bertonaschi  
Karen Blechl  
Linda Brittain  
Ruth Brouse  
Ken Brown  
Cheryl Browning  
Ruth Cramer  
Peter D'Annibale  
Brandi Darr  
Linda Ebel  
Marijo Elias  
Kelly Ellis  
Cynthia Farrell  
Steve Fekete  
Sheree Fetcho  
Bob Foulz  
Dana French  
Nancy Harvey  
Bob Heyl  
Joan Holleran  
Renee Huefner  
Patsy Hutchins  
Margaret Hynosky  
Caroline Julian  
Lisa Kendi  
Cindy King  
Chris Knouse  
Mary Kooker  
Mary Kosin  
Christine Koterba

Sharon Krahe  
Heather Kuhn  
Bonnie Leitzel  
Jennifer Liedtka  
Jeanne Lockhart  
Rachael Lohman  
Julianne Louttit  
Maria Maltese  
Karen Manley  
Milosh Mamula  
Elizabeth McCloud  
Martha McGinness  
Marykay McCaughan  
Valerie Mockus  
Ed Moyer  
Keith New  
M. Clarke Paine  
Dana Parker  
Charmain Patterson  
Gizelle Patterson  
Sister Mary Phillip  
Karen Pratz  
Cheryl Rettman  
Judy Rile  
Susan Roof  
Kimberly Siwarski  
Rick Sparks  
Betsy Stiles  
Jim Treiber  
George Walter  
Lorna Warnan  
Carolyn Wharton

## Hotline Calls Statewide January 25-29, 1999

Total Calls: 701 (this figure includes 58 loan division calls)					
	Monday	Tuesday	Wednesday	Thursday	Friday
Parents	114	75	87	83	78
Students	45	31	44	28	34
Others	8	4	1	6	5
<b>Source:</b>					
Radio	14	6	5	7	7
TV	9	7	4	4	6
Papers	74	59	64	41	65
Other	31	30	33	44	36
<b>Other Types:</b>					
Internet	3	1	2	6	3
School	22	16	22	27	28
FA Night	2	6	4	4	1
Friend	1	1	4	6	2
State Rep.	2	6	2	1	1
<b>Reason:</b>					
App. Process	66	57	54	51	52
Loans	13	10	9	15	16
Dependency	9	5	9	1	1
Other	32	22	15	10	13
What's Available	31	25	27	27	30
<b>Total Calls:</b>	<b>167</b>	<b>110</b>	<b>132</b>	<b>117</b>	<b>117</b>



Mary Kosin, (on phone) Luzerne County Community College; Ed Moyer, Wilkes University; Maryjo Elias, King's College

### Nominations Requested for PASFAA Awards

It's that time of year when we ask the membership to nominate persons eligible to receive the Distinguished Service Award and the Honorary Lifetime Membership. The **Distinguished Service Award** is given to individuals who have made significant contributions to PASFAA through leadership, activities, and/or research in financial aid. This award recognizes service to our Association over a period of professional involvement, not a single event or activity. Past recipients of the award will make a final nomination to council. The **Honorary Life Membership** is given to individuals who have made an outstanding and sustained contribution to student financial aid; however, this award does not necessarily need to be awarded each year.

*...a Job well done!*



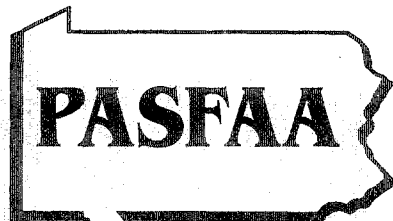
Nominations should be submitted in writing to:

Vali G. Heist  
Director of Financial Aid  
Alvernia College  
400 St. Bernardine Street  
Reading, PA 19607

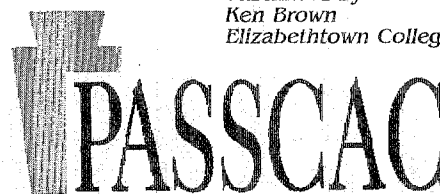
Nominations must be received by **May 1, 1999.**



## PASFAA and PASSCAC Join Forces Again



Submitted by  
Ken Brown  
Elizabethtown College



For the second consecutive year, PASFAA and PASSCAC (Pennsylvania Association of Secondary Schools and College Admissions Counselors) collaborated to plan and implement a regional Financial Aid Information Night. The theme for this year's financial aid night was "College Is Possible."

Delaware County Community College's (DCCC) Marple Campus was the site of the January 5 event that gave students and families from Delaware and Chester counties the opportunity to interact with lenders, high school guidance counselors, a PHEAA representative, and financial aid officers. Sessions included a general overview concentrating on the financial aid process, PHEAA grants and loans; a line-by-line review of the FAFSA; Education Tax Credits; a review of the CSS Profile Form; and a general Question & Answer session. For the second straight year, over 300 students and parents attended the financial aid information night.

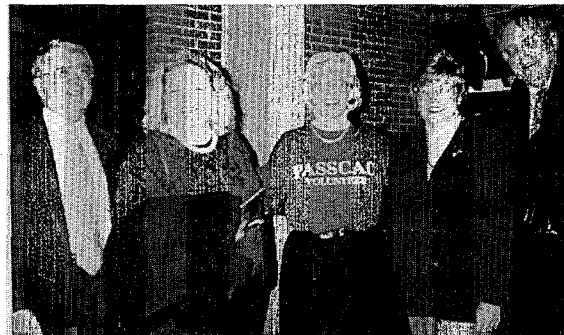
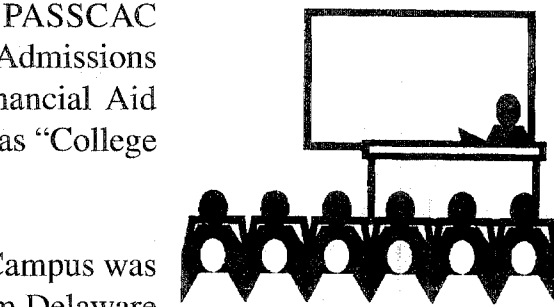


Bonnie Behm, Villanova University, answers a parent's question.

The following vendors participated: Beneficial Savings Bank, CITIBANK, Crestar Student Lending, EDUCAID, First Union, Mellon Bank, Nellie Mae, PHEAA, PNC Bank and Sallie Mae.

These colleges sent representatives: DCCC, Elizabethtown College, LaSalle University, St. Joseph's University, Swarthmore College, University of Pennsylvania, Villanova University, Widener University and West Chester University.

Thanks to everyone who gave their time and effort planning for, and participating in, this great evening. Also, special appreciation goes out to the sponsors: PASSCAC, PASFAA, and PHEAA. Since the event has been so successful over the past two years, hopefully other regions across the state will take the initiative to develop similar financial aid information programs for their communities. Families throughout Pennsylvania will be better served if PASFAA and PASSCAC joint efforts continue to multiply in the future.



Some of the presenters (left to right): Jack Pergolin, St. Joseph's University; Sally Whiteman, PNC Bank; Pat Rambo, PASSCAC; Bonnie Behm, Villanova University; Bill Schilling, University of PA



# PASFAA Executive Council

## December 6-7, 1998

### The Penn Stater, State College, PA

Council Members present: Bill Burke, Vali Heist, Dana Parker, Gary Means, Dan Wray, George Gerhart, Michael Bertonaschi, Ron Dawson, Tracey Long, Julie Salem, Douglas Vore, Bonnie Behm, Cindy Haney

Council Members absent: Bill Hoyt

Invited Guests: Sally Ann McCrea, Mary Kosin

- I. Call to Order – Bill Burke
  - A. The meeting was called to order at 8:40 p.m., Dec. 6, 1998.
- II. Secretary's Report- Cindy Haney
  - A. Cindy Haney distributed corrections to the October 28, 1998 minutes with a revised copy of the minutes.
  - B. Bonnie Behm made the motion to accept the minutes with corrections noted. Vali Heist seconded the motion. Vote taken. Minutes approved.
- III. Council Communication - Bill Burke
  - A. Dan Wray reported that Computer Learning Network would also provide free consulting to members of PASFAA concerning computer technology.
  - B. Mike Bertonaschi asked if PHEAA will be changing from their MSG system to e-mail. Dan Wray will put this item on the Technology committee agenda.
  - C. George Gerhart suggested the possibility of having a secure section of the web page to keep certain items such as the council minutes. Dan Wray will bring this issue to the Technology committee and have the committee devise a system for monitoring membership access.
  - D. Dan Wray reminded council that we should be utilizing virus scanning software since we are sharing more and more files to prevent damage to anyone's hard drives and networks.
  - E. An electronic vote was taken concerning new members of 11 yes and 3 abstaining for the following committees:
    1. 2000 Conference Chair – Barbara Schmitt Kretsch, Johnson Technical Institute
    2. 1999 Conference Committee additional members – Elizabeth Casale, Carnegie Mellon University-Heinz School, Douglas Vore, Conemaugh Valley Memorial Hospital
    3. Technology Committee- Robert McBride, LaSalle University
    4. Financial Aid Awareness Committee-Mari Jo Elias, Kings College
- IV. Committee Reports
  - A. Conference 1998 Final Report – Bill Burke
    1. Bill Burke explained that Michael Burke was attempting to clarify some financial issues with the Hotel Hershey; therefore, he does not have a final report completed for council. Michael Burke hopes to have a final report before the next council meeting.
  - B. Membership and Elections – Vali Heist
    1. Vali Heist submitted four names for the Membership and Elections committee: Marykay McCaughan-Villanova University, Janet Weiss-PHEAA, Ragan Watson-Clarion University, and Nancy Harvey-PNC. Vali Heist made the motion to accept the new members. Tracey Long seconded. Vote taken. Motion approved.
    2. Bonnie Behm asked if we could ask PHEAA for e-mail addresses to publish in the directory.
    3. Vali Heist distributed the copy for the PASFAA brochure. PASFAA will send this brochure to legislatures and others to let them know who we are and what we do as an association. Vali also passed out PASSCAC's brochure as an example of the look that PASFAA was attempting to achieve with their brochure.
    4. George Gerhart asked if the membership committee sends out a solicitation to people who are not prior members. Vali explained that George Walter had sent letters to those prior members who had not renewed their memberships. George thought members could develop prospect lists. Bill Burke said it would be difficult to get prospect lists from PHEAA or USDE of individuals in financial aid offices, because they probably only have lists of school names and not individual staff members.
  - C. High School Counselor Workshops – Bill Burke
    1. Bill Burke reported that 937 counselors pre-registered for the workshops and 926 counselors attended. These numbers were down by approximately 25-30 attendees from last year's figures. Thirty-eight sites held the workshops.
    2. Bill Burke mentioned that the workshop presentation was placed on PowerPoint with the assistance of PHEAA purchasing the appropriate equipment for the regional directors. Some of the regional directors did have problems with the equipment and did not use the PowerPoint presentation. In lieu of the PowerPoint presentation, they used the transparencies, which were also in color.
    3. Barbara Williams is retiring from PHEAA on December 31, 1998. All the regional directors currently report to Mrs. Williams. Due to some changes at PHEAA concerning the Educational Services Group, Bill Burke did not know how these changes would affect how things are done with the high school counselor workshops.

4. Council had some discussion concerning the inclusion of the PHEAA state grant calculation and the federal needs analysis calculation being included in the presentation.
- D. Government Relations – Michael Bertonaschi
  1. Scott Miller is trying to provide Michael Bertonaschi with a map, which shows the districts and the representatives for Pennsylvania.
  2. Scott Miller had reported to Mike that he had discussed some issues concerning reauthorization at the Public Two-year sector meeting, specifically the collection of parent's social security numbers and citizenship status for PLUS loan applications.
  3. Bill Burke asked Michael Bertonaschi to take back a few issues to the government relations committee concerning the Governor Sci-tech program, which involves \$3,000 up front grant money for high tech fields. Vali Heist distributed a copy of the article concerning this issue. The chair of the subcommittee of higher education asked Vali to provide feedback from the association.
  4. Bill Burke spoke with Mary Beth Kelly about the tuition waiver for dependents of deceased emergency personnel. PHEAA estimates approximately 300 potential people would be eligible for this waiver. Sally Ann McCrea indicated that the Public two-year sector brought up this issue to clarify who is considered a dependent for this waiver, such as a spouse.
  5. Bill Burke also noted that Mary Beth Kelly reported a reply date for comments on the 2000-2001 FAFSA is sometime in December.
  6. Tom Butler from College Access wanted to invite Mike Bertonaschi to meet with his government relations' chair for a program going on in Philadelphia.
  7. Vali suggested revitalizing the legislative network to have contacts for the different districts.
  8. Bill Burke suggested sending letters to the representatives along with the PASFAA brochure to let the representatives know who the liaison is and what services PASFAA has to offer.
  9. Michael Bertonaschi asked what to do with those volunteer forms that the committees choose not to use. Bill Burke and Vali Heist suggested sending letters to those people thanking them for volunteering and a brief explanation as to why they could not use them for that particular committee.
  10. Julie Salem offered to keep these forms as a volunteer bank.

Sally Ann McCrea made the motion to recess until December 7, 1998. Gary Means seconded. Vote taken. Motion approved. Meeting recessed at 10:10 p.m. Meeting reconvened at 8:36 a.m. December 7, 1998.

E. Conference 1999 – Mary Kosin

1. Mary Kosin continued her report on the 1999 conference. All dinners have been arranged to be held on site except for one at the Nittany Lion Inn. The committee is also planning one night of entertainment off site, a tour of The Pennsylvania State University campus, and a scavenger hunt.
2. Mary Kosin reported that the Penn Stater has reserved 150 rooms and 150 rooms at the Nittany Lion Inn for overflow. She indicated that the Nittany Lion Inn has a parking garage located next door, and shuttles will be available.
3. Bill Burke indicated that approximately 35-40 percent of the conference attendees would be staying at the Inn.
4. Julie Salem asked how the reservation center would fill the hotels. Mary Kosin said she believed reservations would fill the conference center first, then fill the Inn.
5. Michael Bertonaschi suggested that we continue to include the total number of rooms used each night for sleeping at the Hershey conference indicated on the final report that Michael Burke is preparing. This number is used as a historical reference for the future conference chairs.
6. Bill Burke suggested a liaison at the Nittany Lion Inn to help those conference attendees staying at the Inn.
7. Council discussed issues concerning the vendors at the conference. Vali Heist mentioned the importance of vendors knowing they will be recognized at the luncheon. Early registration was also discussed for the vendors so they could set up earlier and not have to wait in long lines to register for the conference.
8. Dan Wray indicated that he and Sheila Angst sent out a letter to the PELA group to address issues concerning the conference like tear down times.
9. Mary Kosin suggested providing separate packets for vendors with more vendor appropriate information. Greg Gerhart suggested adding information concerning airport and rental car information.
10. Bill Burke noted that Ronald Shunk suggested Bob Quinn and Peter Weiss, creators of Finaid-L, be invited to the conference to be recognized for their work on the list.
11. Mary Kosin asked if council would like anything special at the conference for the mentorship program. Bill Burke suggested something for the nametags or packets.
12. A representative from the Penn Stater provided a tour of the convention center and the Nittany Lion Inn to council and committee members.

F. Financial Aid Awareness – MariJo Elias for Peter D'Annibale

1. MariJo Elias reported the financial aid hotline will be held January 25 -29 from 5:00 p.m. – 8 p.m. The site coordinators have been selected: Keith New – PHEAA for central Pennsylvania, Joan Holleran for eastern Pennsylvania, and Cynthia Farrell for western Pennsylvania. The committee will be working with Tom Lustig from PNC to coordinate the western site.
2. Bill Burke was concerned about the committee members getting the 800 numbers out to members and the public. MariJo indicated that Jerry Rogers from PHEAA was looking into a forwarding 800 number so volunteers would not necessarily have to travel to different sites to be a volunteer for the hotline. The committee felt that if travel time was eliminated they might be able to attract more volunteers.
3. Bonnie Behm and Bill Burke expressed the need to publicize the hotline soon, since it will be occurring

- in January. Vali Heist also reminded MariJo that schools have financial aid nights around this time and generally distribute the 800 number at their presentations.
4. MariJo said the committee would be doing some type of advertising in January. She also noted the high schools and guidance counselors would be developing their own letterhead with FAAM (Financial Aid Awareness Month) in the outline of the state of Pennsylvania, which is modeled after the state New York's logo. Vali Heist told MariJo to let the committee know that the PASFAA logo should be more prominent, so people do not confuse the logo with New York's.
  5. Bonnie Behm noted that for previous hotlines a letter had gone out in November to all the guidance counselors. PHEAA provided the mailing list for all vo-tech schools and high school superintendents and financial aid offices.
  6. MariJo Elias said the committee would be using a poster to advertise the hotline in grocery stores and use them as inserts in the local newspapers.
  7. The committee needed clarification on the budget. Peter D'Annibale had indicated that last year's budget was set at \$25,000 and \$23,000 was spent on advertising. Bill Burke clarified that the budget had been reduced to \$7500 for the entire financial aid awareness committee including the hotline. Bonnie Behm said there had been a history of the hotline becoming too expensive and with fewer phone calls it was becoming cost prohibitive. Council felt there were better ways to use that money and to use other means of advertising the hotline such as Public Service Announcements or utilizing public utility companies to advertise in billing statements.
  8. Vali Heist indicated that the letters and PSAs should be done at the very least as a means of advertising the upcoming hotline.
  9. Bill Burke suggested the committee use letters from people in the community to send to the newspaper for publicity. Bill noted that in past years they had used a proclamation from the governor. MariJo Elias said that Peter D'Annibale was thinking of using Governor Ridge and Congressman Goodling in a picture signing type of PSA.
  10. Vali Heist felt that council might want to look into splitting out the hotline from the awareness committee. Bill Burke suggested asking Peter D'Annibale if he would like to stay on the committee next year to continue some of his initiatives.
  11. MariJo Elias indicated the committee might use PHEAA's mailing of FAFSA's to high school juniors who took their SATs to piggyback a letter or note about the hotline. Jerry Rogers indicated this was approximately a 70,000-piece mailing. It is too late for this year, but maybe for the 2000 hotline.
  12. Keith New was looking into putting something on the web page and letting other schools link to this information. Vali Heist suggested putting this information in the letter to the high schools. Vali Heist asked that once the 800 number has been established she will notify EASFAA and PASSCAC, so they could publicize on their web pages.
- G. Training – Sally Ann McCrea
1. The committee's next meeting will be in Harrisburg on Friday, December 11, 1998.
  2. The training committee had 85 registered participants in the technology series. The committee found it was very well received from the feedback they got on the evaluations.
  3. From the initial review of the evaluations, the committee found participants would like the series to be broken down into beginning, intermediate and advanced groups.
  4. Business, Trade and Technical series started on December 3 and also will be held on December 8, 9, and 10. Brandi Darr and Sherry Youtz put this program together, and they had 126 registrants at last count for this program.
  5. The teleconference on March 12 will focus primarily on reauthorization with a small part concerning the master promissory note.
  6. Sally Ann McCrea is putting together a guideline for the next training committee chair.
- H. Public and Professional Information – Cindy Haney
1. Joan Holleran recommended Judy Rile to add to the editorial board for the newsletter. Cindy Haney made a motion to accept. Julie Salem seconded the motion. Vote taken. Motion approved.
  2. Bill Burke also noted that Mary Miller also wanted to know how to link the sponsors and vendors on the PASFAA web page. Bill Burke felt the logo from each vendor and sponsor would be acceptable.
- I. Finance and Development – Ron Dawson
1. The committee will be meeting Monday, December 14, 1998 at Allentown College.
  2. Bill Burke gave Ron Dawson a contract for ASCAP society of musical composers and musicians to have the right to play certain music at our events.
  3. Bill Burke asked Ron Dawson to have the committee report the sponsorship levels back to the council in February, so council will have time to approve any changes in the sponsorships.
- J. Technology – Dan Wray
1. Dan Wray indicated that the committee is scheduled to meet December 10, 1998 and to meet again in January. No meeting date has been set yet.
  2. Dan Wray will put on the technology committee's agenda issues concerning PHEAA's MSG system, creating a secure section of the web page, and virus scanning.
  3. Bill Burke encouraged all committee chairs to send Mary Miller information about dates and times of meetings so she can post this information on the web page so conflicts in scheduling can be avoided. Mary Miller's address is mmiller3@pheaa.org and her home phone number is 724-463-3937. He also suggested PHEAA provide information about the advisory committee meetings and training for Datalink, etc.
  4. Sally Ann McCrea ask Dan Wray to discuss the evaluations of the technology series with the technology committee.
  5. Bill Burke noted the high school counselor's presentation is on the home page. PHEAA has their portion of the presentation on the PHEAA home page. Mary Miller was going to place a link to this information from PASFAA's home page to PHEAA's home page for this information.

## K. Professional Standards and Training – Bonnie Behm

1. The committee will be working with the mentoring program. A notice about this program will be placed in the newsletter to give people the opportunity to sign up.
2. Tracey Long will send letters to all the mentors and proteges, who have been matched up.
3. Douglas Vore, Julie Salem, and Tracey Long will divide the list to do follow up contacts.
4. Bonnie Behm noted the committee had a problem matching people up with mentors for the North Western corridor.
5. Bill Burke suggested having some recognition at the conference for the mentoring programs.
6. Bill Burke also suggested spring training would be an excellent opportunity for the participants to get together.
7. The committee reviewed high school counselor workshop surveys concerning 24 presenters. The committee would like to do a select survey by calling two counselors in each person's area to get feedback about the workshops.
8. Vali Heist suggested Bonnie Behm call Pat Rambo from PASSCAC to get feedback from her.
9. The last policy and procedures manual was updated March 1997. Committee information must be updated. Vali Heist will look at the constitution and by laws.
10. The committee was looking into ways to recognize professionalism. The committee thought about offering an award to someone for developing a new initiative or process.
11. The committee discussed the issue of sending thank you letters to people who also served on council or as a committee chair. Council discussed the concern some members may have with having their supervisors or presidents notified about their involvement in committee work.
12. The committee also discussed sector representation and whether it should be more geographical. This seemed to be a main concern with the four-year private institutions. Bonnie thought this issue might need to be discussed during a council meeting or be brought to the membership. Mike Bertonaschi suggested this issue be a topic for the retreat.
13. Vali Heist suggested that Bill Burke check with NASFAA to see how other states set up their sector/regions. Vali will check with EASFAA concerning this issue.
14. Sector representatives should discuss this issue at their sector meetings and area regional meetings to acquire some feedback.

## V. Treasurer's Report – Ron Dawson

1. Ron Dawson passed out a treasurer's report to council.
2. Ron Dawson noted that he consulted with an accountant concerning the negative interest income that had been reflected on the prior treasurer's report. He and the accountant chose to add another category of 'Loss: Cash Reserve' to the report.
3. The next interest report will be dated November 30.
4. Ron noted that he would reconcile and close all accounts once all outstanding checks are cleared. Ron has opened a new account with Mellon Bank. He was hoping Mellon will be combining and be one statewide operation, so the next treasurer will not have to open a new account and just sign a new signature card.
5. Vali Heist asked Bill Burke if she and Ron could discuss some issues concerning the treasurer's position and the security in light of the situation with EASFAA's treasurer. She and Ron will bring proposals to council and the Finance and Development Committee.
6. Ron Dawson indicated that Michael Burke had just received the billing statement from the Hotel Hershey, so once that bill is taken care of he can reconcile the account.
7. Vali Heist made a motion to accept the amended treasurer's report. Bonnie Behm seconded. Vote taken. Motion approved.
8. Council feels there should be a policy concerning the signature requirements and the bonding of the president of PASFAA. Vali Heist suggested the new treasurer would have the current president sign the signature card and with every subsequent treasurer the new current president would sign the signature card, so this would only have to be done every two years, since the treasurer holds a term of two years. George Gerhart noted that if the president left the association then council might want to have the current president sign each year. Bill Burke told Ron Dawson to take this issue to the Finance and Development committee.

## VI. Updates

## A. EASFAA – Vali Heist

1. EASFAA's conference site next May cannot take them due to renovations. This hotel must find a site to hold the conference due to the contract.
2. EASFAA is pursuing legal action against the former treasurer of EASFAA concerning the alleged misappropriation of funds. The treasurer of EASFAA was not bonded.
3. EASFAA's directory never got published. Letters will be sent to vendors who sponsored this directory explaining why the directory was not published.
4. Suzie Allen is the membership chair for EASFAA. Bill Burke will be checking with her to get a listing of EASFAA member's who are PASFAA members so that he can recommend a representative from PASFAA.

## B. NASFAA – Bill Burke

1. President's letter is on the web page.
2. Bonnie Behm noted that President and Vice President normally attend the leadership conference held each year by NASFAA. Bill Burke also said a few other states' treasurers have attended these conferences.

## C. PELA – Dan Wray

1. The next PELA meeting will be January 7, 1999 in Philadelphia. This meeting will address issues

mainly concerning the conference. This meeting will be a closed meeting.

2. Vali Heist asked if Cate McIntyre would be attending this meeting since she is in charge of development. Dan Wray said he was not sure if it would be necessary for Cate to attend the entire meeting. Maybe, she would only need to attend for part of the meeting.
- D. Sector Reports
  1. State-Related Sector – George Gerhart
    - a. No report
  2. Nursing Sector – Doug Vore
    - a. Southwest met December 4 with guest speakers Mary Miller and Mike Kelliher from PHEAA. They spoke about changes with PHEAA's Educational Services Group.
    - b. The meeting in Philadelphia will be held on March 12, 1999.
  3. Private Sector – Tracey Long
    - a. The east sector meeting will be held April 21 before spring training at LaSalle University. The west site has not yet been established but it will also occur before the spring training.
    - b. Tracey had asked for suggestions and topics for their sector meetings in her newsletter article.
    - c. Ron Dawson suggested Tracey speak with Nancy Klingler or Joe Kern from USDE about using the departments facilities for meetings.
  4. At-Large – Julie Salem
    - a. The Southwest group met in November. Mary Miller spoke at this meeting.
    - b. The next meeting will be held on March 12, 1999, the same day as the teleconference, so they will try to combine this with the meeting.
    - c. Two members from the nursing sector also met with the At-Large group.
  5. SSHE – Dana Parker
    - a. No report
  6. Public Two-Year Sector – Gary Means
    - a. The sector met on November 19-20, 1998 in Carlisle.
    - b. Gary put together a statistical report on the two-year community colleges.
    - c. Scott Miller, PHEAA's Washington representative spoke about some reauthorization issues.
    - d. Vince Racculia from PHEAA spoke about changes concerning Internet access, and PHEAA's Educational Services Group.
    - e. National City Bank is putting together a brochure for the sector for non-traditional students.
    - f. April 15-16, 1999 will be the next sector meeting.
- E. FFELP Advisory Committee Update-Bill Burke
  1. A new Keystone Extra Alternative Loan has been developed where TERI is the guarantor and PHEAA is the servicer and lender.
  2. The committee received an update on the development of the master promissory note and how it affects PHEAA and how PHEAA will be providing applications.
  3. Mike Kelliher gave an update on PHEAA at the FFELP meeting.
  4. The committee received a sneak preview on the new guarantee system.
  5. Mary Beth Kelly told Bill Burke that the Grant Division's work on the Y2K problem may slow down PHEAA's response from PHEAA staff.

## VII. Old Business

- A. Historian and File Storage
  1. Bill Burke is still looking for suggestions on someone who would be willing to act as the historian. Ron Dawson suggested Jack Pergolin and Dana Parker suggested Don Raley.
  2. Gary Smith from PHEAA indicated that they do have storage space for PASFAA.
  3. Lucky Hill will start to put together some stories about PASFAA and its history.
- B. Cooperation with PASSCAC & Other Associations
  1. Vali Heist would like the financial aid awareness committee to take on the PASSCAC project as a charge. Vali Heist will contact Peter D'Annibale to address this charge to the awareness committee.
  2. Bonnie Behm said PASSCAC and PASFAA would be conducting a joint higher education program on January 5, 1999 at Delaware County Community College.
  3. Bill Burke discussed an article about financial aid, which appeared in the Delaware County Sunday paper. He felt PASFAA should write a response to the article.

## VIII. New Business.

- A. PHEAA Advisory Council
  1. Vince Racculia is speaking with Mike Hershock and SLSC about setting up an advisory committee.
  2. Vali Heist indicated that PASFAA should be able to have some input into certain issues regarding SLSC such as certain letters that are sent to students.
- B. Council representation
  1. This issue was discussed during the PS&T update.
- C. USA Hotline
  1. Ron Shunk sent Bill Burke a message that PASFAA may want to have members participate in this hotline, which is held in Washington D.C. in October. Bill Burke will ask Ron if he can contact USA Today to find out what the requirements are for PASFAA to participate in this hotline, then council will bring this issue to the finance committee to place in the budget.
- D. OVR
  1. Mike Bertonaschi asked council if an agreement still existed with OVR due to some concerns with the relationships between OVR and financial aid offices.
  2. Bill Burke indicated that the offices still seemed to be using the form that had been developed in prior years.

3. Bill suggested that Mike check with Don Shade to see whom the main contact person is for OVR.
- E. Student Loan Web Site. - estudentloans.com
  1. Dan Wray talked about a new web site that gives a student a comparison of different alternative loans.
- F. PASFAA Volunteers
  1. Bill Burke suggested keeping some type of spreadsheet to see how many people volunteered for a committee. George Gerhart added that this tracking system should be updated as soon as someone is assigned to a committee so other committee chairs would know who is already assigned to a committee.
  2. Dan Wray suggested including in the letter to the volunteer who was not selected to a committee the number of slots to fill and the number of people who volunteered.

Next Council meeting will be in Harrisburg on February 1, 1999 at 8:30 a.m.

#### IX. Adjournment

1. George Gerhart made a motion to adjourn. Doug Vore seconded the motion. Vote taken. Motion approved. Meeting adjourned at 3:04 p.m.

## Preparing For the Master Promissory Note

Submitted by  
Kevin McKeown  
USA Group

In late 1998, federal authorities approved a multiple-year promissory note. The U.S. Department of Education issued a regulatory notice, and Congress affirmed the Master Promissory Note (MPN) as part of its reauthorization of the Higher Education Act. A simplified loan origination process using the FAFSA, school-specific financial aid documents, and the new Master Promissory Note will replace the existing common application and promissory note for Stafford loans over the next year. Students will fill out the Free Application for Federal Student Aid (FAFSA) and the MPN the first time they seek a Stafford loan under the new process. The school will then use the FAFSA information along with the school's financial aid award process to initiate the MPN.

If students attend a school that is eligible to use the multi-loan feature of the MPN (four-year and graduate schools as currently defined by the Department of Education) and if they keep the same lender, students need only submit a FAFSA each year thereafter, along with the school's financial aid documents and requirements. Students attending proprietary or two-year schools will use the MPN as an annual note. The MPN is designed to support students who transfer to and from MPN eligible schools and changes in guarantors without the need for a new note. Only if the lender changes does a new MPN need to be filled out and signed. Any school or student may choose not to use the paper-free serial loan process of MPN and may instead use a new paper MPN.

An MPN is good for 10 years from the date the note was signed and can be used for any loan period that begins within the 10-year time frame, providing the first loan was issued within 12 months of the signature date on the note. Students, schools, or lenders can choose to revoke an MPN for various reasons. For example, schools may want the yearly contact for counseling purposes, or lenders may repeal the MPN after a borrower declares bankruptcy. In 1999, schools, lenders, and guarantors can prepare for the mandatory shift to the Master Promissory Note in 2000. The Master Promissory Note will be the only form permitted in the FFELP for loans certified on or after July 1, 2000. The list below offers some suggestions on how schools can get ready to use the new Master Promissory Note.

- Schools should decide how they want to transition to the Master Promissory Note. Schools should develop a timeline that blends their needs with the deadlines imposed by the U.S. Department of Education.
- Schools will need to find out how their preferred lenders and guarantors are changing to accommodate the Master Promissory Note and when these changes will be complete.
- When lenders use third-party origination and/or servicers, schools will also want to understand when those organizations will be Master Promissory Note ready.
- Schools may want to consider modifying their packaging and/or loan delivery processes to take full advantage of the processing efficiencies built into the Master Promissory Note. For example, schools that use a paper process today may want to transmit the MPN electronically and allow their originator and/or servicing partners to print/collect the MPN and follow up with borrowers. In renewal years, this electronic process will allow disbursements to be delivered within days or hours of the MPN transmission.
- If schools use WhizKid or another school-based software and CommonLine<sup>sm</sup>, minimal changes will be required. CommonLine will be updated to handle the Master Promissory Note in CommonLine Release 4.
- Schools that use mainframe-to-mainframe or unique proprietary transmission formats should review these formats with their partners to ensure that Master Promissory Note data can be appropriately exchanged.

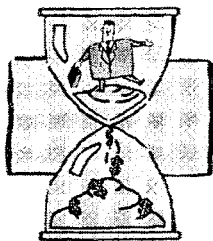


<sup>1</sup>CommonLine is a service mark of the National Council of Higher Education Loan Programs, Inc.



## Reevaluating Priorities

Submitted by  
Ragan Watson  
Editorial Board



...Some weeks just seem so loooooong...

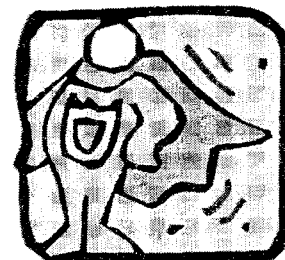
...I think the rats really did win this one!...

...Remind me again why I wanted to be a financial aid administrator...

dynamic field in the first place.

The other day, I was leafing through a book entitled *Developing Self Esteem: A Positive Guide for Personal Success* (Palladino, 1989), and I noticed that it contains a check list of ten statements which describe a person's work habits/philosophy. The directions indicate that if you check mark more than two items on the list, you are advised to reevaluate your priorities in life. As I read through the list (checking boxes left and right), I wondered just how many of my fellow aid professionals would also be filling up the page with check marks. To see if you are one of them, read the following list and check off any statements that you feel are self-descriptive!

- ☐ 1. I always take work home at night.
- ☐ 2. Work pressures affect my relationships with family and friends.
- ☐ 3. I cannot turn off "work thoughts" once at home.
- ☐ 4. I find myself solving work related problems in the middle of the night.
- ☐ 5. I use weekends to catch up on work related projects.
- ☐ 6. I "check in" at work during my days off.
- ☐ 7. I market myself and my job during social gatherings.
- ☐ 8. Even personal conversations center around my work.
- ☐ 9. In many ways, my identity is my job.
- ☐ 10. I do not feel balance between my personal life and my work.



Palladino encourages the over zealous "check mark people" to develop a sense of balance in our life by learning how to separate our career from our personal lives. In other words, we need to learn to leave some of those loans un-certified and go spend some time with our family and friends. Of course it's important that we, as professionals, strive to keep abreast of the ever changing statutes and trends in our field. However, it is equally important that we make sure to include an adequate amount of quality time for ourselves outside of the office. In this manner, we can come back to our desks refreshed and ready to tackle the next task that needs to be accomplished.

Connie D. Palladino, *Developing Self-Esteem: A Positive Guide for Personal Success*, (Crisp Publications, Inc. 1989), 35.

## PASFAA Membership Healthy and Strong

Submitted by  
Vali G. Heist  
Membership & Elections Chair

As of February 12, 1999, 650 individuals have become members of PASFAA for the 1998-99 academic year. The Resource Directory should be mailed to members by the end of February. Membership forms are available by contacting Vali Heist or by visiting PASFAA's web site. Listed below is a breakdown of the membership by sector and by membership type.

<u>Sector</u>	<u>Regular</u>	<u>Associate</u>	<u>Life</u>	<u>Total</u>
Private	210	9	0	219
SSHE	42	0	0	42
Business Trade & Technical	96	14	0	110
Two-Year Public	31	2	0	33
State-Related	32	2	0	34
Nursing	31	1	0	32
Institutional Support Services	0	155	0	155
Miscellaneous	7	13	5	25
<b>Totals</b>	<b>449</b>	<b>196</b>	<b>5</b>	<b>650</b>





## PASFAA Recognizes Retiring Members

Submitted by  
Bill Burke  
PASFAA President



Bill Burke, PASFAA President, presents Jack Pergolin with a certificate citing his service to PASFAA.

PASFAA joined in honoring John "Jack" Pergolin who retired at the end of January celebrating 30 years as Director of Financial Aid at St. Joseph's University. While stepping down from St. Joseph's, Jack will still continue his association with PASFAA as an associate member serving as the new administrator of the J. Wood Platt Caddie Scholarship program. St. Joseph's University also honored Jack on his retirement by naming one of the university's full tuition and fees scholarships in his honor (John A. Pergolin Scholarship). PASFAA members from the Philadelphia region joined PASFAA President Bill Burke in presenting Jack a certificate of appreciation for his dedicated years of service to PASFAA. Vince Racculia and Mike Kelliher, PHEAA, also presented Jack with a certificate acknowledging the total amount of PHEAA loans and grants administrated during his tenure at St. Joseph's University.

Happy retirement wishes also go out to Barbara Williams, Vice President of Regional and Special Programs at PHEAA, who retired on January 22, 1999 after 31 1/2 years of service. Her retirement party was attended by financial aid personnel from throughout the state that had worked with her on committees over the years, as well as many PHEAA staff, some of whom were retired and returned for her party. Bill Burke, PASFAA President, was especially delighted to join in the festivities as he served as a student intern with Mrs. Williams in the PHEAA Grant Division some 23 years ago when he was a senior at Bloomsburg State College.



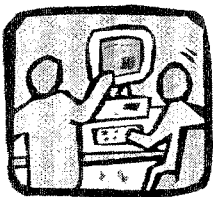
Mrs. Barbara Williams receives a floral tribute from Bill Burke, PASFAA President.



## Mentor Program Begins

Submitted by  
Tracey Long  
Mentoring Coordinator

PASFAA's mentoring program is up and running! The YMCA program goal is to match less experienced PASFAA members with seasoned mentors in an effort to foster a relationship promoting personal growth opportunities for both the member being mentored and the mentor. To date, there are 51 individuals (25 partnerships) involved in the YMCA mentoring program. The Professional Standards and Training



Committee was given the task of taking on the mentoring program. We matched individuals based on geographic location, type of school, position, and area of expertise offered/requested on the enrollment forms. We are asking individuals to have contact with each other at least two times a month in addition to one face-to-face meeting during the year—lunch, dinner, Spring Training, Videoconference, etc. We want to hear about the program and are asking for participants to report back to us in July and September.

The mentoring program does not require a huge time commitment, but the program is so valuable. We can still use volunteers! All you need to do is contact me. Recently, Bill Burke, PASFAA President, and Michael Hershock, PHEAA President and CEO, formed a partnership to mentor each other. Let's just hope Bill doesn't break into his YMCA dance at PHEAA headquarters! Again, thank you to everyone involved in the mentoring program. Your efforts are greatly appreciated.

# 30 Years of PASFAA - A Retrospective

## Part I: 1968-1978

Submitted by  
Lucky Hill  
PASFAA Historian

Thirty years ago, PASFAA began with a handful of committed people gathered around a table in a Holiday Inn in New Brunswick, New Jersey. Today, our association has grown to encompass a membership of 650. PASFAA has mirrored the tremendous changes of our society through these years. Our membership has changed - from the white, predominately male financial aid officers of private colleges, to the diverse, multi-cultural representatives of a wide variety of educational institutions. Our technology has changed - from messy mimeo machines and laborious multi-part forms, to laptop computers, cell phones, and sophisticated document-imaging technology. Even our financial partners have changed - from a time when few banks even participated in the loan program and most financial aid money came from college endowments and private scholarships, to the development of a whole student loan industry, the organization of PHEAA and a galaxy of campus-based programs, the Pell Program, not to mention the state grant program.

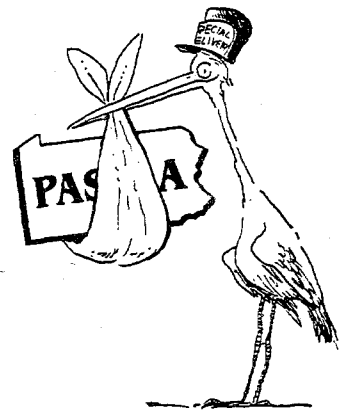
However, through all of these changes, our goals have remained the same since our first humble beginning at that Holiday Inn. We seek to provide a service to all the students who need our help, to maintain high professional standards, and to develop collegiality and camaraderie in the financial aid community across Pennsylvania. We have succeeded in these goals beyond the wildest dreamings of those original organizers. Our success today is built on thirty years of commitment and dedication from our association's leaders.

So, let's take a look back over the years. It is always fun to look at the family scrapbook filled with memories, important events, and special people. This article will focus on the first ten years, 1968 to 1978. We will look at the years 1978-1988 and 1988-1998 in subsequent articles.

### In The Beginning

Thirty years ago, most financial aid administrators belonged to EASFAA. At their 1968 meeting in New Brunswick, New Jersey, several people decided that there needed to be a Pennsylvania counterpart, just as there were other state associations. They wanted to develop a forum for financial aid people in Pennsylvania to gather with like-minded colleagues. Eugene R. "Gino" Mariani remembers that first meeting:

"It was at the end of a long day of listening to people talk about federal regulations, needs analysis techniques, proper ways to apply for federal funds and reporting expenditures of same. There was a group of us sitting around a table in the lounge adjusting our attitudes... In my mind's eye, I see Dick Dent from Duquesne, Marian Bonney from Pitt, Amy Botsaris Nychis from Chatham, Vince Femia of Villanova, Jean Fazio from Villanova, George Murdock from Indiana, myself, and I think Chuck Dees. The discussion moved to something that had been suggested during the day, the formation of a state association. At the time, the aid people in Pennsylvania belonged to the Eastern Association, and we were perhaps a bit jealous of our brothers and sisters in New York who had their own state association. After weeks of writing, mailing stuff back and forth to others in the state, telephone calls, etc., the first constitution and set of bylaws were finalized. The materials were then presented at a meeting of Pennsylvania aid officers held in Harrisburg."



Others remember that this informal group (several of whom went on to serve as presidents of PASFAA) had arrived at the hotel's restaurant at five o'clock in search of refreshments and dinner. The restaurant's service made their visit especially memorable by serving them drinks, bread, and celery, but never offering them dinner, despite the fact that all the other tables around them were eating their meals. When eight o'clock finally arrived and there was still no sign of dinner, the group concluded their business and left.

The first annual meeting of the PASFAA was held in Harrisburg in early October, 1969. Vince Trotta and Barb Navoney Gillotte remember that the meeting developed the first structure of PASFAA and elected its officers. George Murdock was elected as the first president with Amy Botsaris Nychis as vice president.

Attendance was small, under one hundred, but it provided a strong, committed base of support for the fledgling association.

Remember now, in these early days there was no PASFAA budget, no sub-committees, no line items for administrative expenses and printing costs. The association had no money of its own. The elected officers committed their institutions to significant support for PASFAA, and the secretarial help, paper, and postage for mailings and conferences were usually underwritten by the colleges. There was a lot of sacrifice to accomplish the association's goals. Much was done on their own time, and everything was done by hand. The constitution, bylaws, and all of the other mailings were pounded out on venerable IBM Selectrics, then copied by mimeo and ditto, and mailed. The postage stamp was five cents.

### **It Was A Dark and Stormy Night**

The next annual meeting was held at the Tamiment Resort and Country Club in the Pocono Mountains in October, 1970. It was the end of the season for the resort, and PASFAA was the last group to use the facility for the year. The conference was a big success, despite the days of pouring rain and the erratic hospitality of the resort. Gino Mariani says, "Some of the meals were, shall we say, adventures in culinary discovery. I remember eating something that was supposed to be tomato aspic. Yummy! And one of the desserts was pineapple ice cream with hot chocolate sauce! Blech! One night a group of us - me, Frank Dutkovich, Chuck Dees and someone else from Pittsburgh decided we wanted to go into town to wander around. We all piled into the University of Pittsburgh's big blue Ford and made our way to the front gate. Yes, gate, like in border crossing (passports, please?). There the gatekeeper (guard?) told us that we were not permitted to leave the grounds! He refused to lift the barrier and we were forced to turn around and go back to the main building. There we spent the rest of the evening watching television on the only television set in the resort! Yep! The only one. None in the rooms!"

Others also remember that this single television sparked a heated debate between association members over the relative viewing merits of the World Series versus a football game. Several members, in search of more excitement, found a convivial party in a member's room, complete with a bathtub full of beer and ice.

Another annual conference was held at the Embers Motel in Carlisle. In contrast to the Tamiment conference, this one provided all the amenities necessary for a successful meeting. Gino Mariani notes, "The one thing that no one was quite aware of was how close the hotel was to farm fields. In fact, the hotel's property line adjoined a neighboring farm owned by an Amish family. So there we were, early October, sun shining, blue skies, gentle breezes blowing. Many windows were opened in the hotel. That's when we learned that the farmer had manured the fields the day before we arrived. At the sun grew warmer, the perfume coming from the fields grew stronger and stronger! Somehow, dinner that night did not taste quite right!"

Each conference brought changes. At the conference at the Host Farm Resort in Lancaster, for instance, the association began to charge a conference fee (\$25) to cover the costs of the meeting. It also handed out membership certificates to association members. The annual conferences in the late sixties and early seventies usually had about 100 members at them, but there was a slow and steady growth throughout the years.

### **The Feds "Help" Us And Other Conundrums**

In addition to the annual conferences, one of the efforts of the early PASFAA organization was to provide a networking resource for the financial aid people across Pennsylvania. Many struggled annually with fiscal-operations (fis-op). Despite the Feds' attempt to organize the process with the infamous "Grid," PASFAA members relied on the support and humor of their colleagues to help them navigate this tortuous process.

Many of the old school will remember how they would complete the fis-op application at the very last minute, and drive or fly it directly to Philadelphia to present it to the Feds just under the deadline. This became such a standard procedure that they were often were greeted with cookies and coffee. Because of the complexity of this form, the annual conference was built around a date when the Feds could come and assist with its completion. Every mistake on this multi-page, multi-carbon form meant very careful erasing, and praying that no holes would appear in the paper.

PHEAA was instrumental in the development of the loan program. Back in the late sixties and early

seventies, few banks participated in the program. Much of the credit for the birth of the student loan program should go to PHEAA administrators, Ken Reeher, Gary Smith, Tom Fabian, and especially Jay Evans, the "father of the loan program."

Another one of PASFAA's objectives was to provide training teams for the Basic Educational Grants Program (BEOG), a new financial aid program that came about in 1974. This precursor to the Pell Grant Program created more duplicate carbon forms for financial aid people to fill out. Gino Mariani reminisces, "Chuck Dees and Jean Lynott were the folks who put together that first training team. I remember sitting in Chuck's office at Pitt (at the time I was the PHEAA regional director in Pittsburgh) as he trained us in the mysteries of Basic Grant needs analysis, the rationale for the program, how it all fit in with the traditional programs of aid, etc. and then going out to teach this to other aid officers. Really had a good time doing that, too!" However, Lucky Hill wryly remarks, "We didn't need anyone who knew the program. What we needed was a mule to haul the stacks of stuff!"

### Memberships Grow

In the early to mid 1970's, the earthquake was the enlargement from private school membership to proprietary school membership. The change in federal funding for traditional two- and four-year schools was inclusive of proprietary and technical schools. PASFAA moved to incorporate this change. The inclusion of the proprietary schools into PASFAA brought a new element and a fundamental shift in the outlook of the association. A new officer structure was developed to accommodate the needs of these schools. There was a movement from the relaxed, collegial "good old boy" network of relationships to a more official and formal standard.

Memberships in the association continued to grow through these years, and new faces were seen in leadership roles. Conferences continued to expand and address the challenges facing financial aid administrators. The presidents of those early years were a dedicated group. They included George Murdoch, Vince Trotta, Vince Femia, Chuck Dees, Jim Shada, Jesse McManus, and Cal Marques. Jean Lynott is remembered as the first woman president of the association, and she paved the way for Renee Saleh and Sheila Angst several years later. Frank Williard is remembered as a wonderful "Fed."

There are many, many more memories of the first ten years of PASFAA that we would like to share, but unfortunately, space does not permit. My thanks to Jean Lynott and Gino Mariani for their contributions to this article. Our next article will focus on the events and people from PASFAA's second ten years, 1978 to 1988. If you have any information or memories to share, please send them to Lucky Hill, Hill Associates, RR 3, Box 142, Dalton, PA 18414. Phone: (570) 945-4068, Fax: (570) 945-7494. If you have PASFAA photos for the Newsletter from the early years, send them to Joan Holleran, Editor, at the address listed on the inside cover of this publication. Photos will be returned upon request. We look forward to hearing from you!

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## PELA News

*Submitted by  
Dana French  
National City*



Pennsylvania Education  
Lenders Association

PELA members started the new year with a meeting on Thursday, January 7, 1999 in Philadelphia. Members received an update on the status of the Master Promissory Note from Bob Sheddon of PHEAA. The majority of the meeting was spent discussing how the implementation of the MPN will affect the way that lenders currently work with schools to provide funding for students.

Also discussed was the PELA session that will be held during Spring Training on April 8 in Pittsburgh and April 22 in Philadelphia. PELA members are looking forward to sharing the latest issues with all in attendance.

The next PELA meeting will be held on April 7 in Pittsburgh. Mark it on your calendars and look for further details to arrive soon.



## WASHINGTON UPDATE

Submitted by  
Scott Miller  
Federal Relations  
Director, PHEAA

# President Clinton Unveils FY 2000 Budget Proposal

On February 1, President Clinton unveiled his Budget Proposal for Federal Fiscal Year 2000 and beyond. The budget anticipates that the federal government will run surpluses for the foreseeable future. In recognition of this assumption, the budget was bound in a black cover -- to symbolize the absence of 'red ink'. The President's budget represents his views on how spending should be allocated in the coming fiscal year. Congress, through the appropriations process and sometimes through Budget Reconciliation, is the ultimate decision maker. The funding process aims to be completed before October 1, 1999.

A number of education groups expressed disappointment with the President's proposals for funding higher education programs. Given the size of the surplus, they argue, more funds should have been directed towards higher education. Joel Packer, President of the Committee for Education Funding, a DC-based advocacy group, was frustrated that 'core higher education programs, Pell Grants for example, received only modest increases' in the President's proposal.

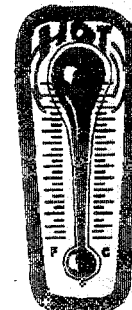
Some of the specifics proposed in the President's budget include:

- Increasing the maximum Pell Grant by \$125 to \$3,250.
- Increasing funding for SEOG by \$12 million over the FY 1999 level to \$631 million; and for Federal Work Study by \$64 million to \$934 million.
- Level funding for the \$100 million Federal Capital Contribution and \$30 million for cancellations for Perkins loans, and the \$25 million for LEAP (formerly SSIG).
- Doubling funding for the GEAR-UP program, up to a total of \$240 million.

The President also proposed a number of significant changes in the FFEL Program that would undo agreements just enacted as part of the Higher Education Amendments of 1998. These proposals would alter the financing of guaranty agencies and reduce the yield received by lenders on certain student loans. The President also proposed to extend the reduced rate (the Stafford loan rate) for loans consolidated under the Direct Loan program through September 30, 2000 (this provision expired on February 1, 1999).

For your information, the Department of Education's FY 2000 Budget Summary is accessible at [www.ed.gov](http://www.ed.gov). The full text of the President's Budget Proposal is available at [www.gpo.gov/usbudget/fy2000/maindown.html](http://www.gpo.gov/usbudget/fy2000/maindown.html) -- most of the detailed information on individual federal programs are contained in the 'appendix'.

**What's**



**on the  
Hill?**

## PS & T – Your Committee at Work

Submitted by  
Bonnie Lee Behm  
PASFAA President-Elect

Although PS&T officially stands for the Professional Standards and Training committee, it could stand for *Providing Service and Training* given the scope and mission of its work.

As a brief reminder, PS&T is composed of all Sector representatives and the President-Elect who serves as chair of the committee. It is responsible to adopt standards of good and ethical practice for the administration of financial aid, coordinate professional development activities and assume additional responsibilities as deemed appropriate by Executive Council. Given that brief but important overview, it is easy to see why the PS&T committee is there to provide you, the membership, service and facilitate training for PASFAA and others seeking more knowledge about our profession.

This year, as in the past, your committee has been quite busy and the majority of our work is yet to come. Plans for the year include: management of the Mentoring Program (see related article by Tracey Long on this topic), overseeing of the High School Counselor Workshops, updating of the association's Policy and Procedure manual, initiation of a membership recognition program, and coordination of the Membership Training Survey (scheduled to be sent out in early spring). Additionally, each sector representative will begin discussions within their sector on whether the current sector representation structure we have is the best configuration for our organization.

Over the next few months, we will be soliciting membership input and assistance to carry out our charges for the year. Whether it is simply completing a training survey or volunteering to present at a High School Counselor workshop, your assistance is needed. We hope we can count on you to help us provide service and training to our membership and profession.

# Government Relations Committee Report

Submitted by  
Michael Bertonaschi  
Govt. Relations Committee Chair



Although the impeachment process has occupied most of the media attention during the past six months, the negotiated rule making process has gotten under way and will continue through much of the spring. Even though this Reauthorization has not created much of a stir with most of you, there are still a few decisions to keep an eye on as there seems to be confusion over the new Refund Policy, (Isn't there always?), changes in the conditional guarantee and allocating of Campus Based funds, just to name a few.

PASFAA has teamed up with PHEAA to offer a Teleconference to assist us in dealing with all of the changes brought about by Reauthorization. I hope you were all able to attend this worthwhile presentation. The U.S. Department of Education will also sponsor a two-day training effort that will be available at locations in Pittsburgh and Philadelphia in May. Look for an announcement to be made soon with details.

The posturing among Congressional representatives has also gotten under way with respect to the fiscal 2000 budget. The House and Senate Budget Committee has begun to draft their respective budget resolutions that will outline the total amount of money the federal government may spend on what is determined to be national priorities. The Congressional appropriations committees then allocate funding for specific programs based upon the budget resolution. A vote on the budget resolution is expected by the end of March.

However, look for the possibility that Congress may try to raise the "caps" on discretionary spending that were imbedded in the 1997 Balanced Budget Act. That Act kept a very tight lid on the amounts that could be spent for discretionary programs since a balanced budget was not anticipated until 2002. Since the balanced budget was achieved already, we may see an attempt to raise the caps on discretionary spending that could increase education funding.

On a more regional basis, many of you have had questions about the new scholarship programs that were mentioned by Governor Ridge during the fall campaign and again as he put forth his proposed budget for fiscal 2000. These two scholarships were in response to help to slow an out-of-state exodus of skilled workers upon graduation from Pennsylvania institutions. Representatives from PHEAA and the Governor's office have begun preliminary discussions regarding the logistics of these scholarships, and we will keep you informed as to the outcome.

If anyone has any questions or comments concerning a Government Relations issue, please feel free to contact any member of the Government Relations Committee:

Wendy Dunlap, Slippery Rock  
Ken Grugel, Clarion University  
Joyce Lattig, PHEAA

Ellen McGuire, University of Scranton  
Linda Romanak, FMB Bank (formerly Dauphin Deposit)  
David Smedley, Valley Forge Military College

## TIPS (Technical Info for the Puzzled and Stupefied)

Submitted by  
Dan Wray  
Technology Committee

Please watch the next Newsletter for more "TIPS"; in the meantime, here's more Geek Speak to keep you up to date on computer-ese.

### Geek Speak (A new vocabulary from computer folks)

#### Elvis Year

The peak year of something's popularity. "Barney the dinosaur's Elvis year was 1993."

#### Glazing

Corporate-speak for sleeping with your eyes open: a popular pastime at conferences and early morning meetings. "Didn't he notice that half the room was glazing by the second session?"

#### Gray Matter

Older, experienced business people hired by young entrepreneurial firms looking to appear more reputable and established.

#### Keyboard Plaque

The disgusting buildup of dirt and crud found on computer keyboards. "Are there any other terminals I can use? This one has a bad case of keyboard plaque."

#### Link Rot

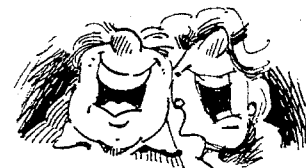
The process by which links on a web page become obsolete as the sites they're connected to change location or die.

#### Tourists

People who are taking training classes just to get a vacation from their jobs. "We had about three serious students in the class; the rest were tourists."

#### World Wide Wait

The real meaning of "WWW".





## A World of Opportunities, A Wealth of Information NASFAA & You, A Winning Combination

Submitted by  
Mary Miller  
NASFAA Conference Committee



The 1999 NASFAA Conference goes west to Las Vegas, Nevada Monday, July 12 to Thursday, July 15, 1999. The conference headquarters hotel is Bally's Las Vegas. Reservation procedures and room rates are now available on the NASFAA web site.

Conference registration fees are as follows:

NASFAA Membership	Conference Registration through June 21, 1999	Conference Registration after June 21, 1999	Daily Rate
Member	\$295	\$395	\$155*
NASFAA Retiree**	\$195	\$195	N/A
Non-Member	\$395	\$495	\$255*

\*A daily fee is available for members and non-members; however, one person from the institution must have paid a full registration fee.

\*\* Retired financial aid professionals who no longer earn their living in the financial aid field.

All fees for registrations must be paid no later than the time you pick up your registration materials at the conference.

Special airfare rates have been established through American and America West.

Visit NASFAA's web site at <http://www.nasfaa.org>  
Meetings, Conferences, and Workshops  
1999 Conference in Las Vegas, July 12-15 for:

- ◆ Room rates and reservations for Bally's Las Vegas
- ◆ Conference registration fees
- ◆ Special airfares available from American and America West
- ◆ Tentative Agenda

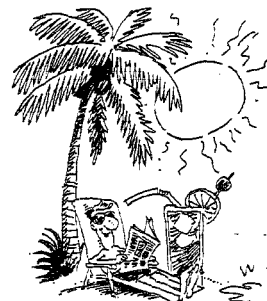
## Get Ready for EASFAA in Puerto Rico!

Submitted by  
Vall G. Heist  
EASFAA State Representative

The EASFAA annual conference will be held at the Hyatt Regency in Cerromar, San Juan, Puerto Rico from Wednesday, May 12 to Saturday, May 15, 1999. The theme of the conference is "Reauthorization and Reaffirmation: The Shifting Sands of Student Aid". The EASFAA website ([www.easfaa.org](http://www.easfaa.org)) has been updated and includes a preliminary program, hotel reservation/ground transportation information, hotel web site and a web site for Puerto Rico. By now, you should have received your conference packet. If you did not, please contact the chair of the committee, Dan Hunter at (716) 625-8039.

The conference committee has planned a community project for the conference to support the Comunidad Jesus Mediador, an organization that serves about 500 individuals each month, including abused women and children. Attendees are asked to bring toiletry items (soap, toothpaste, combs, hairbrushes, razors, shampoo and/or towels) and canned goods to the conference.

Along with many great sessions, a special event is being planned in Old San Juan, organized by the Puerto Rico Association of Student Financial Aid Administrators. There will be a number of activities to highlight the culture, crafts and entertainment of Puerto Rico. Visit the EASFAA web site for more information and make your reservations by accessing the Hyatt web site at [www.hyatt.com](http://www.hyatt.com). Search for San Juan and then click-on Cerromar Beach Hotel. After seeing the photos of the hotel, you won't want to miss it!





## 1999 PASFAA Conference

### *"Financial Aid - It's a Jungle Out There!"*

Submitted by  
Betty Casale  
1999 Conference Committee



What better way to journey through the financial aid "jungle" than to join us for the 1999 PASFAA conference and "safari" in State College, October 3-6, 1999! Whether you choose an excursion and walking tour of Penn State, an expedition to the Bryce Jordan Center, a pub crawl through downtown State College, or an outing at the Creamery to sample Peachy Paterno ice cream, this year's conference promises lots of fun and adventure! Enjoy the finest amenities of the area at the Nittany Lion Inn and the Penn State Conference Center Hotel. The

"Lions" await you at the safari site, and your PASFAA safari guides promise to help you sift through that financial aid jungle!

If you are considering participating as a conference presenter, or if you have recommendations for conference sessions, please contact one of the committee members listed below. Watch for upcoming announcements regarding the 1999 PASFAA Conference... and don't forget to mark your calendars for October 3-6!



Mary Kosin, Chair	Luzerne Cty Comm. College	(717) 740-0351
Lisa Angell	Fleet Bank	(717) 759-7137
Betty Casale	Carnegie Mellon Univ./Heinz School	(412) 268-3289
Marijo Elias	King's College	(717) 826-5868
Barbara Schmitt-Kretsch	Johnson Technical Inst.	(717) 342-6404
Robert Snyder	Penn State University	(814) 863-0507
Dana Suter	PA College of Technology	(717) 327-4766
Douglas Vore	Conemaugh Valley Mem. Hosp.	(814) 534-9890

## Finance & Development Committee Report

Submitted by  
Karen Pratz  
Finance & Development  
Committee Chair



The Finance and Development Committee will have its second meeting on February 26, 1999 at Elizabethtown College. The Committee will discuss and finalize PASFAA's Investment Policy which was passed by Council on February 1, 1999. Additionally, we will also review and discuss new and existing development issues and how PASFAA can expand its relationships with sponsors and vendors.

## BUSINESS, TRADE & TECHNICAL SECTOR

*Submitted by  
Bill Hoyt  
Business, Trade  
& Technical  
Sector Representative*

The New Year celebration is behind us and by the time you will be reading this, it will be the Easter celebration for many. Where does the time go?

Things are busy in my corner of the world. The Don Raley Summer Institute for New Financial Aid Administrators is right around the corner (June 14 - June 18), and I will be serving on the faculty once again. For those of you in our sector with less than two year's experience, this is a must do. I am well aware that many of us in this sector have small staffs (can one person be a staff?) and limited budgets (can no budget be considered limited?). Yet this week-long session provides comprehensive training that you will get nowhere else. When your packet arrives, take time to discuss it with your boss. If anyone should have a question as to whether it is worth the time and money, call me. As a bonus, above and beyond the extensive training you receive, you make connections with people from other institutions that will last a career.

On the Reauthorization front, nothing new to report at this time. The NPRM machinery is getting ready to gear-up, and then we should have a few things to talk about.

I do want to mention that I attended a session presented by PHEAA on the Master Promissory Note. I was disappointed to find out that for schools with programs of two years or less the single application for multiple years would not be an option.

It seems the committee representing all schools reached an agreement with the USDE to exclude such schools (for most likely at least the first three years) on the basis that we didn't possess the experience necessary to work with a multiple year note. I'm still puzzled by that conclusion since this will be the first any school will be working with a Federal Stafford Loan Master Promissory Note. Rather than take a cross-section of all institutions to see how this new system will work, schools were excluded simply on the basis of the length of their programs. And what is funny is this: if any school could benefit from a multiple year application, it is the degree-granting, continuous enrollment school which does not have the luxury of three months off to prepare for year two. The Secretary has indicated that other schools may apply for participation, so if you feel as I do, let the Department know you are interested - and why.

## PUBLIC TWO-YEAR SECTOR

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

The next meeting of the Public Two-Year Sector will be April 15-16 in Carlisle at the Holiday Inn. If you have topics or concerns you want to put on the agenda, contact Gary Means.

## STATE-RELATED SECTOR

*Submitted by  
George Gerhart  
State-Related  
Sector Representative*

I have written letters to chief financial aid officers of our sector's institutions who are not members of PASFAA inviting them to join and to encourage their professional staff to join also. Follow-up telephone calls will be placed.

Thanks to you, sector members, who served on the Hotline or presented a workshop to the high school counselors or are involved in providing other PASFAA training. Your participation has helped to make this another excellent year of service to our constituents.

It appears from the Governor's budget message that state funding of our institutions will be in the range of 2.5% in spite of the large surplus in the treasury. This offers an opportunity for you to work with your president or other institutional staff to contact your state legislators to persuade them to consider increases to the PHEAA grant program or other funding to our schools. This would enable you to use your current institutional funds to assist needy students rather than have the funds diverted to capital projects or other non-student aid areas.

Remember to provide funds in your 1999-2000 budget for attendance at the PASFAA conference in State College this coming Fall. This is the first conference to be held at a school - and it's a state-related one at that. I know that Penn State is excited about this. I hope to see a significant increase in the number of attendees from all of our sector's schools. If you need some incentive, I'll treat every attendee from our sector to a Penn State Creamery ice cream cone.

Best wishes in your recruiting of the entering class of Fall 1999.

## INSTITUTIONAL AT-LARGE SECTOR

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

The Professional Standards and Training Committee is busy reviewing and evaluating the High School Counselor Workshops that were held during the fall. If you were a presenter and have suggestions or additional comments that will assist in planning for next year, please contact me. I can be reached at (814)-269-7037 or [jasalemt+@pitt.edu](mailto:jasalemt+@pitt.edu).

As a reminder, if you have any concerns as a PASFAA member that you would like addressed by Council, do not hesitate to contact me. I will be more than happy to discuss your issues and concerns.

## INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by  
Dan Wray  
Institutional Support  
Services Sector  
Representative*

February 1, 1999, PASFAA Council meeting:

I was unable to attend the Council meeting due to scheduling conflicts. Please see the official minutes of the meeting (included elsewhere in this Newsletter) for details.

**As noted in the previous Newsletter, please remember that the Institutional Support Services Sector Representative position will be up for election at next year's conference.** Be thinking about who you would like to nominate, or perhaps you would like to run for this office yourself. Remember that the two candidates who receive the most nominations will be the ones listed on the ballot at the conference. Begin to make preparations now for a successful campaign next fall! (By the way, I will not be seeking reelection.)

### Spring Training:

Be sure to register to attend one of the Spring Training sessions; they are always worth the investment of time. This year's sessions are on April 8 (Pittsburgh, Station Square) and April 22 (Philadelphia, Adam's Mark).

### Conference News:

Sheila Angst of Key Education Resources has completed the task of summarizing ISS members' input regarding how to improve vendor/sponsor experiences at the PASFAA Conference. This input has been forwarded to the Conference Committee, so look for PASFAA 1999 to be the best conference ever! Thanks to Sheila for heading up this effort and thanks to everyone who contributed ideas.

### Reminder:

PASFAA is always updating and improving its homepage — check it out sometime! (The address is listed in the front of this Newsletter.)

## SSHE SECTOR

*Submitted by  
Dana Parker  
SSHE Sector  
Representative*

Greetings! The spring SSHE sector meeting is scheduled for Sunday, April 25 through Tuesday, April 27. The meeting will be held at Linden Hall in Dawson, PA. Please e-mail any agenda items to me at [dparker@wcupa.edu](mailto:dparker@wcupa.edu).

## NURSING SECTOR

*Submitted by  
Douglas Vore  
Nursing Sector  
Representative*

Think Spring! Did everyone survive the winter? I wish I could say the same, but I fractured my right wrist while skiing with students from our Nursing and Allied Health Schools at Blue Knob Ski Resort. This report will be short and sweet.

The Southwestern PA Nursing Sector had a meeting on December 4 at RIDC Park, hosted by Lisa Kendi, National City Bank and conducted by Tracey Wassel, Citizens General Hospital School of Nursing. The topics of discussion were enrollments, Hope Scholarship & Lifetime Learning Reporting Requirements, PASFAA Conference Update, and a SPIFAA Update. Guests were Mary Miller and Mike Kelliher, PHEAA. Mary explained her new position with PHEAA and Mike explained the purpose of the newly formed Education Services Group.

The Southeastern PA Nursing Sector is planning to meet on March 19 at Abington Memorial Hospital School of Nursing with the meeting hosted and conducted by Joyce Calamia. Some of the agenda items will be reauthorization, audits, loan exit interviews, and Joyce's famous Round Table Discussions. Also, Theresa Banic, PHEAA, has been invited to speak about the services offered by PHEAA.

As always, I encourage you to please send newsy items and articles to Joan Holleran for the newsletter and to volunteer your services to the association when possible. Have a Happy and "Safe" Spring!

## PRIVATE SECTOR

*Submitted by  
Tracey Long  
Private Sector  
Representative*

Hello everyone! I hope freshmen packaging is going well and that you have a chance to read the Newsletter! I know this is a busy time of year for everyone, so I will keep my report short. A reminder about the Private Sector Meeting: for the East, the meeting will be held on Wednesday April 21 at LaSalle University; the West meeting will be held at Robert Morris College on April 7. I am working on setting up speakers for the meetings and hope that many of you can attend our sector meetings during this hectic time of year.

On another note, I want to thank all of you that are involved in the YMCA Mentoring Program. I appreciate your efforts and am glad to see so many members of the Private Sector volunteering. I also serve as the Mentoring Coordinator, so please contact me if you want to mentor or are in need of mentoring.

Again, please feel free to get in touch with me if you have any questions or concerns. Best wishes for a successful recruitment and packaging season!



## FROM THE EDITOR'S DESK

This issue is chock full of PASFAA folks doing what they do best - giving of themselves to help students and their families sort through the complex world of financial aid. From guiding high school counselors through the latest changes, to answering phones at the Hotline, to financial aid nights, such as the joint effort between PASFAA and PASSCAC, the many PASFAA volunteers offer their time, energy and expertise in service to their profession and the Association. Now, as the Mentoring Program gets underway, the fine people of PASFAA, once again, volunteer to help others - this time, their own. To sum it up, using the words of a satisfied student as he left the Financial Aid Office (yes, it does happen), "You guys are all right!"

*Joan L. Holleran*

Joan L. Holleran  
PASFAA Newsletter Editor

## PASFAA BULLETIN BOARD



Congratulations to **Betty Davis** who has been appointed Assistant Dean of Financial Aid for the Community College of Allegheny County.

You can't keep a good man out of financial aid! **Don Railey**, retired from Dickinson College, is helping out part-time in financial aid at Lutheran Theological Seminary, Gettysburg.

**Bonnie Behm**, formerly at Swarthmore College, joined the folks at Villanova University 2/8/99 as Associate Director of Administration in the Office of Financial Assistance.

Recently retired is **Joann Bonfatto**, Financial Aid Administrator from South Hills School of Business and Technology, as of December 31, 1998. In aid since 1984, she will still be working for South Hills as a financial aid consultant for about a year. If anyone wishes to keep in touch, her e-mail address is jbon36@aol.com.

**Vicki Lammondo**, PHEAA, and husband, Craig, welcomed baby, Katherine Jane, into the world on January 12. "Katie" weighed in at 7 lbs. 11 ozs. and is the first child for the new mommy and daddy.

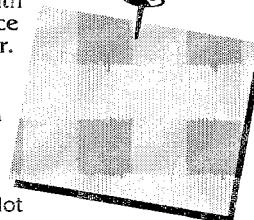
**Rachael Lohman**, Director of Financial Aid at Wilkes University, is a candidate for NASFAA Chair-Elect. The designated person at NASFAA member institutions is scheduled to receive an official ballot in March and will have 30 days to return his/her ballot. Please offer Rachael your support.

Get well wishes go out to **Doug Vore**, Conemaugh Valley Memorial Hospital School of Nursing, who broke his wrist skiing.

Margaret Rose Angell has arrived! "Maggie" weighed in at 8 lbs. 6 ozs. and was 21-1/4" long. Mommy and daddy are **Lisa Angell**, Fleet Bank, and husband, Bruce.

Add one more to the financial aid family! **Fran McKeown**, Bucks County Community College, and husband, Michael Burner, became the parents of baby, Eileen McKeown Burner, on March 5. The new arrival weighed in at 7 lbs. 3 ozs. and was 21" long.

PASFAA sends condolences to **Sally Ann McCrea**, Harrisburg Area Community College, on the death of her father.



### PASFAA acknowledges the following sponsors who are providing generous support for PASFAA activities for the 1998-99 academic year:

**Platinum** (7,500 and above): Mellon Bank, PNC Bank Education Loan Center

**Gold** (\$5,000 - \$7,499): BankBoston, Fleet Bank, National City, Sallie Mae

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**Bronze** (\$1,500 - \$2,999): The Access Group, Academic Management Services (AMS), Educational Finance Group, Great American Federal Savings and Loan Association, Key Education Resources, Nellie Mae, USA Group Guarantee Services



# 1998-99 Resource Directory Addendum

On January 27, 1999, the information for the 1998-99 PASFAA Resource Directory was sent to the printer. The directory should have reached your office by now and we hope you are pleased with the results! Thanks to all of the sponsors for their support of the Resource Directory. Special thanks to Chris Zuzack for coordinating this project with the printer and to the folks in the Financial Aid Office at Indiana University of Pennsylvania, who stuffed and mailed the directories. Please review your entry and report any changes, updates, deletions, etc. to Vali G. Heist at [heistva@alvernia.edu](mailto:heistva@alvernia.edu). All corrections will be placed in the next Newsletter.

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.

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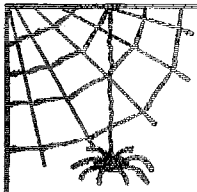
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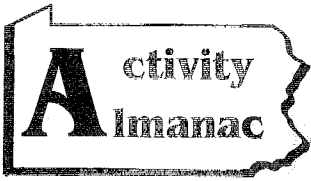
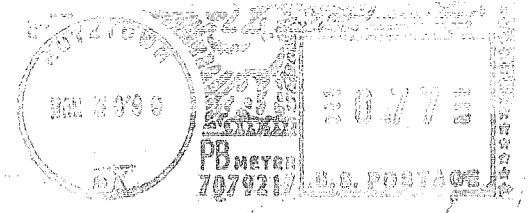
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**VISIT THE PASFAA WEB SITE:**  
**<http://www.sru.edu/pasfaa>**



April 1999  
April 8  
April 22

**Spring Training Seminars**

Sheraton at Station Square, Pittsburgh  
Adam's Mark Hotel, Philadelphia

May 12-15, 1999

**EASFAA '99 Conference, Puerto Rico**

June 14-18, 1999

**Don Raley Institute, (New Aid Administrators), Dickinson College**

June 16-18, 1999

**Intermediate Summer Institute, Dickinson College, Carlisle**

July 12-15, 1999

**NASFAA '99 Conference, Las Vegas**

October 3-6, 1999

**PASFAA '99 Conference, State College**



650 PASFAA Newsletter

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Returned For Better Address