

FINDING TOMORROW'S DREAMS

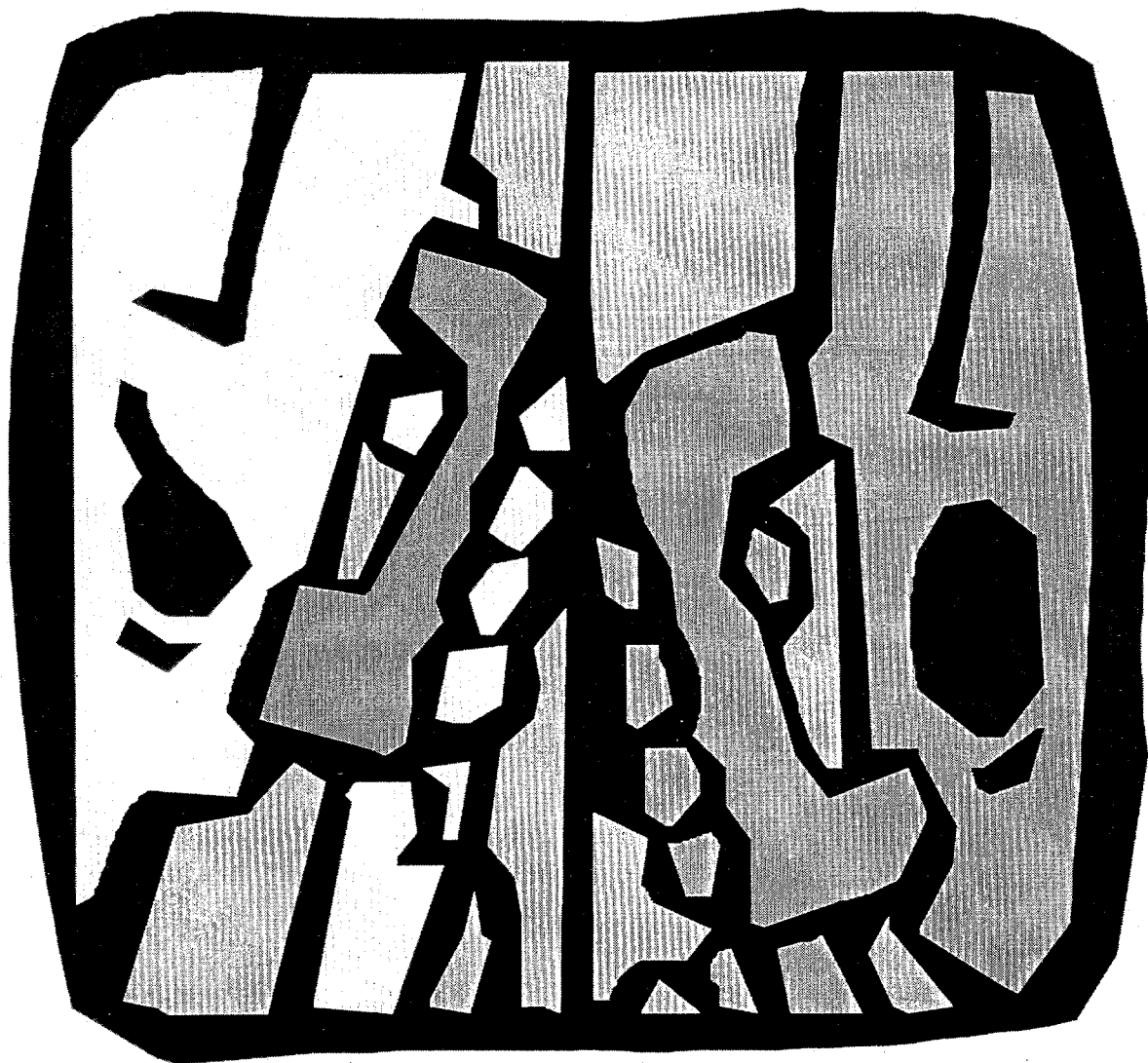
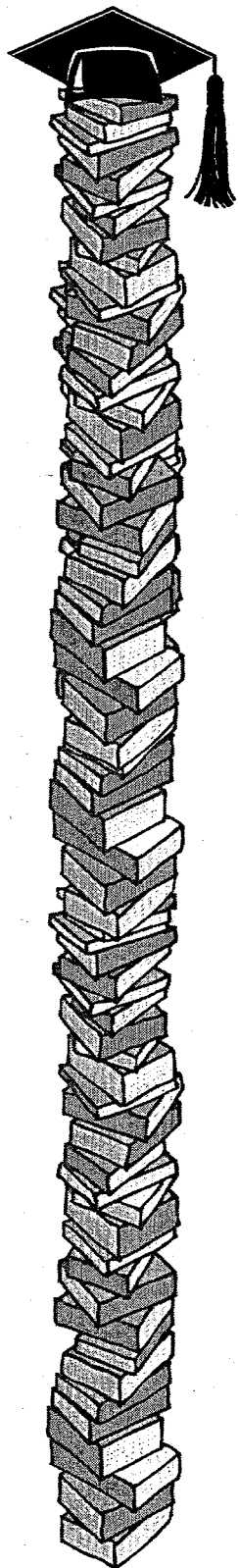
pasfaa

Pennsylvania Association of
Student Financial Aid
Administrators

NEWSLETTER

VOLUME 34, NUMBER 2

SPRING 2001



*To all the PASFAA volunteers who answered
the Hotline phones. Thank you!*

33rd Annual Conference

October 21-24, 2001



SEVEN SPRINGS

MOUNTAIN RESORT

FEATURES

- President's Letter
- PASFAA Website Changes
- Hotline Marks 15th Year
- Giving New Volunteers Confidence
- PASFAA Holds Planning Retreat
- PELA News
- H. S. Counselor Workshops
- Council Minutes
- New Congress' Influence on Aid
- Sector and Committee Reports

2000-01 PASFAA EXECUTIVE COUNCIL

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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 2000-01

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Dana French	Kathy Myers	Sally Treadwell
Ragan Griffin	Judith Rile	Sherry Youtz

2. PUBLICATION SCHEDULE

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

Summer 2001 issue:	articles due May 15
Fall 2001 issue:	articles due July 15
Winter 2002 issue:	articles due November 15
Spring 2002 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 Bonnie Lee Behm, Villanova University, Office of Financial Assistance, 800 Lancaster Ave., Villanova, PA 19085 or bonnie.behm@villanova.edu. The 2000-01 membership list is maintained at Villanova University.

2. 2000-01 PASFAA COMMITTEES

Government RelationsKen Grugel
MembershipKen Grugel
Association GovernanceBonnie Behm
Public and Professional InformationSuzanne Sparrow
Technology Advisory GroupGreg Gearhart
2001 ConferenceNan Sninsky
Financial Aid TrainingRagan Griffin
Financial Aid Awareness/HotlineJennifer Liedtka
Finance and DevelopmentGeorgia Prell

3. MEMBERSHIP IN PASFAA

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

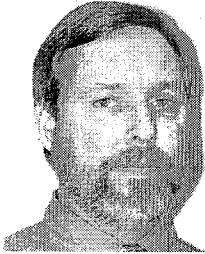
4. LETTERS TO THE EDITOR

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

5. PASFAA HOME PAGE

Visit our World Wide Web site at: <http://www.pasfaa.org>
Webmaster, Mary Miller, mmiller3@phea.org or PH12038.

LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues,

Our Association continues to grow, looking for ways to reach out to our members (and the families who depend on us) and for ways to better serve all of our constituents. This was true five years ago when PASFAA President Georgia Prell convened the Association's first planning retreat – to review what we did well and to develop new initiatives. Many changes grew out of that retreat, including the creation of the Finance & Development and Financial Aid Awareness Committees, and the establishment of the At-Large Representative to the Executive Council.

During the 1999-2000 PASFAA year, President Bonnie Behm suggested that it was time to hold a second planning retreat. Georgia Prell agreed to reprise her leadership role from the inaugural retreat, and together the three of us developed a list of invitees that represented a cross-section of the Association. Thirty-six members were asked to participate in the three-day retreat held in November at the Hershey Lodge, including members of the current Executive Council, committee chairpersons, and five past presidents of the Association.

Retreat participants were provided copies of PASFAA's Constitution, By-Laws, Mission Statement, Statement of Good Practices, and Policies & Procedures Manual. We reviewed the membership's responses to the 2000 Planning Retreat Questionnaire, then divided into five sub-groups to review the following areas: Association governance, volunteerism & new initiatives, technology & training, finance & development, and other committees. These sub-groups reported back on the second day with suggestions and recommendations that were discussed by all. Each group's written report was then reviewed at the December Executive Council meeting, where action was taken on many of the recommendations.

You may already have noticed some of the changes. The list of committees on the opposite page reflects a change of the Membership and Elections Committee (chaired by the Past President) to the Membership Committee (chaired by the Vice President, with membership comprised of the sector representatives). The Past President will still handle elections. The Professional Standards & Training Committee is on hiatus, with responsibility for their principal project (the High School Counselor Workshops) moved to the Financial Aid Training Committee. The Technology Committee is becoming the Technology Advisory Group, a subcommittee of the Public and Professional Information Committee. And under construction is a new Association Governance Committee, chaired by the Past President. A change you may not have noticed is that this newsletter was produced with the aid of a new laptop computer purchased by the Association to facilitate the editor's work.

Many thanks to Georgia and Bonnie for their hard work in making the retreat a success. An article on more recommendations from the retreat follows in the newsletter. Please watch for more changes in future editions as we try to better fulfill our mission.

Sincerely,

A handwritten signature in black ink that reads "Dana C. Parker". The signature is written in a cursive, flowing style.

Dana C. Parker
PASFAA President

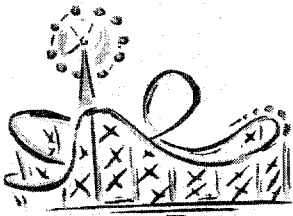
Pennsylvania Financial Aid Training Program

Spring Training Invites You to "Come Along for the Ride"

April 4, 2001: Holiday Inn, Monroeville

April 11, 2001: Hilton, Valley Forge

Submitted by
Ragan Griffin
Training Committee Chair



Spring is a busy time for the PA Financial Aid Training Program (PFAT) committee members. Lisa Kendi and her committee members have been busy planning this year's Spring Training Seminars. You will not want to miss this year's 5th Annual Spring Training Seminars since they are sporting a whole new "look"! For instance, a "senior track" of presentations has been incorporated into the morning sessions. These presentations are tailored to appeal to the more experienced financial aid administrators. Also, this year's theme, "Spring Training: Come Along for the Ride!" is different than in prior years and features

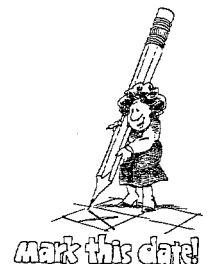
an amusement park atmosphere.

Topics for this year's seminars include information on developing workplace survivor skills, management of Stafford/PLUS loan changes, tips on developing a strong presence on your campus, graduate/professional issues, clarification and discussion of FERPA regulations, new information on FISAP 2001 and, of course, updates from the State Grant, Student Loan and the U.S. Dept. of Education.

Don Raley Institute

June 11-15, 2001: Dickinson College, Carlisle, PA

Mark your calendars for the annual Don Raley Institute, a great learning/networking opportunity for newcomers in the financial aid field that will be held June 11-15 at Dickinson College. This week-long intensive training program provides a comprehensive foundation of the basic tools required for student aid administration. Designed for individuals with less than two years experience, 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. Individuals wishing to participate are advised to act quickly as seating is limited to ensure more personal interaction.



Intermediate Summer Institute

June 13-15, 2001: Dickinson College, Carlisle, PA

JOIN
US!



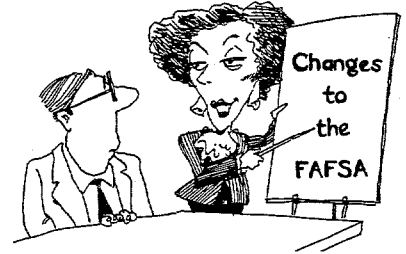
This year the training committee is also presenting the Intermediate Financial Aid Administrators Summer Institute, also at Dickinson College, from June 13-15. This training opportunity is targeted to FAO's with two or more years of experience and uses a more informal discussion format than the Don Raley Institute. Look for registration materials in your mail and sign up early. Seating is limited in this institute as well to provide maximum learning opportunities.

The 2001-02 Training Committee is looking for volunteers from our membership willing to take an active role in developing and implementing training events across the Commonwealth. Interested volunteers who are willing to share their time and expertise serving as committee members or as presenters should contact either Ragan Griffin at (814) 393-2315 or rwatson@clarion.edu or Randy Harmon at (570) 208-5868 or rharmon@kings.edu. Remember that each year's training activities are only as strong and vital as the PASFAA members who volunteer to serve on the committee!

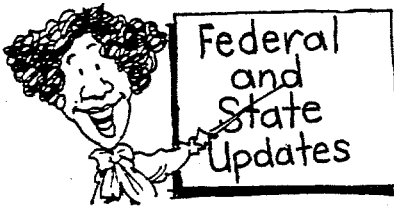
Fall 2000 High School Counselor Workshops

Submitted by
Dana Parker
PASFAA President

Thank you to the 52 PASFAA volunteer presenters and site registrars who joined with the PHEAA Regional Directors to provide the High School Guidance Counselor Workshops to 1500 participants at 39 sites across the Commonwealth. The Professional Standards and Training Committee again this year developed a fast-paced, information-packed agenda that was combined with PHEAA's material into a single presentation. All of the notes and handouts were distributed in binders, providing each participant with a handy desk reference.



Thank you to the PS&T committee for developing the material: Donna Wilkoski, Ethel Desmarais, George Gerhart, Jim Zuzack, Danell Schoemaker, Julie Salem, and John Southwood.



Thank you to Jim Cardinale and his staff for coordinating the PHEAA presentation, and to Vee Blaine for coordinating the preparation and printing of the agendas and handouts.

Thanks to Julie Salem for coordinating the PASFAA presenters and site registrars.

Thanks to the West Chester University Financial Aid Office staff (and students) for putting together 1600 binders and packing them for shipping!



And thanks to the following PASFAA volunteers for making the workshops a success:

Melissa Ibanez
George Gerhart
Matthew Scruggs
David Pearlman
Rick Sparks
Thomas Bell
John Bieryla
Ron Shunk
Sherrill Goodlive
Elizabeth Rihl
Ed Moyer
Jennifer Liedtka
Raymond Toole

Ragan Griffin
Cindy Farrell
Julie Salem
Nan Sninsky
Toni Aikens
Tom Lyons
Jim Carideo
Sally Ann McCrea
Carol Hawley
Chip Woodward
Arlina DeNardo
Cate McIntyre
Joetta Bradica

Sherry Proper
Ken Grugel
Carolyn Wharton
Linda Dolata
Gary Means
Chris Vaughn
Dwight Horsey
Sherry Youtz
Donna Wilkoski
Stanley Skrutski
Vali Heist
George Walter
James Brown

Jim Treiber
Sandra Cronin
Adrienne Miller
Bill Hastings
Brandi Darr
Darcie Stephens
Kathryn Blaisdell
Ray Randall
Elyce Redelheim
Kathy Pesta
Maryann Hubick
Marykay McCaughan
David Smedley

Member Section of PASFAA Website Changes

Submitted by
Mary Miller
PASFAA Webmaster

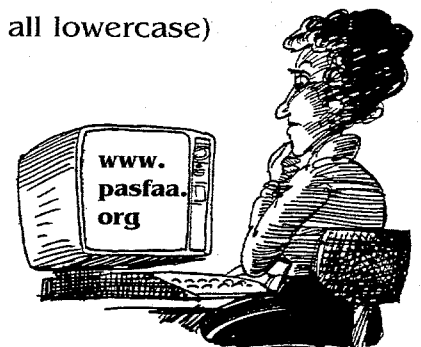
MEMBERS ONLY!

The user name and password for the "members only" section of the PASFAA website has changed. The new user ID and password are:

User Name: 7springs (the word springs must be all lowercase)
Password: 2001

The members only section now includes the most recent issue of the newsletter in a pdf file format that is also indexed and power point presentations of a number of sessions presented at the annual conference. If you were not able to attend the conference or missed a particular session, visit here to review these power point presentations.

The PASFAA Website Resource Guide is also available as a pdf file for you to download and print.



Hotline Marks 15th Year

Submitted by
Jennifer Liedtka
Financial Aid Awareness Chair

During January, which has been designated as Financial Aid Awareness Month, PASFAA once again provided the Financial Aid Hotline as a service to the residents of Pennsylvania. The 2001 event marked the 15th anniversary of the PASFAA Hotline, which ran from January 15-19 and January 22-26. This was the second year that the hotline was open for a two-week period and the second year that volunteers were able to answer calls at a telephone number of their choice. PHEAA's assistance in establishing a call routing system for the event now allows volunteers to take calls in their offices or homes.



Brian Blackburn takes a call at Widener University.

As always, our membership was extremely supportive of this worthwhile effort. Eighty-three financial aid professionals volunteered their time and expertise to assist students and parents with their many financial aid questions. The individuals who participated in the hotline are named at the close of this article. On behalf of the organization, a sincere thank you is extended to each of them for their willingness to serve PASFAA and our families throughout the Commonwealth.

While the volunteer level was quite high for the 2001 Hotline, the call volume unfortunately decreased from prior years. In total, nearly 350 calls were received throughout the event. The Financial Aid Awareness

Committee will be meeting to examine the results of this year's effort and will be making recommendations for the future. While the volume was low, a number of volunteers commented on the high quality of their calls stating that they had many good questions and lengthy dialogs were exchanged. Efforts like the hotline provide an opportunity for PASFAA to foster financial aid awareness within the community.

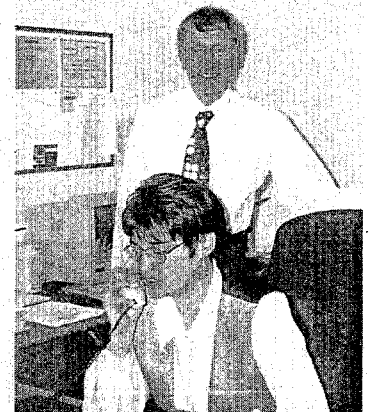
In addition to the volunteers listed below, thanks are also extended to our sponsors for the 2001 Hotline. They are PHEAA, Wells Fargo, Educaid, PNC Bank, Fleet Bank, SallieMae, and Mellon Bank. A special thank you is also due to Keith New of PHEAA for coordinating the advertising efforts of the event, and to Rob Ranker of PHEAA who manages the phone routing system. Our volunteers included:

William Barber
Lincoln University
Pamela Bauer
DeSales University
Bonnie Behm
Villanova University
Tracey Berton
Ursinus College
Michael Bertonaschi
Nellie Mae
Brian Blackburn
Widener University
Kathryn Blaisdell
Franklin & Marshall
College
Marguerite Borst
Albright College
Aileen Bowman
Indiana University of PA
Jane Brady
Penn State University - Erie
Leah Brooks
Allfirst Bank
Ken Brown
Elizabethtown College

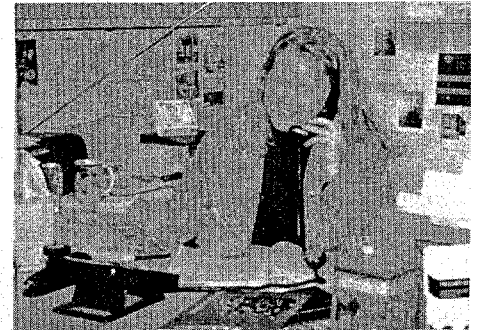
Donna Cerza
College Misericordia
Sandra Cronin
Point Park College
Brandi Darr
Univ. of Pittsburgh at
Greensburg
Maryann Dudas
Seton Hill College
David Eber
Carnegie Mellon University
Marijo Elias
Kings College
Erin Ellis Fritz
Seton Hill College
Steve Fekete
St. Francis Med. Ctr. Sch. of Nurs.
Karen Fox
Lancaster Bible College
Kristina Fripps
Drexel University
D'Juna Gaither
SunTrust Education Loans
Laura Garver
Penn. State University

George Gerhart
Penn. State University -
Shenango
Helen Gouroush
Drexel University
Sandy Gray
Univ. of Pittsburgh at
Bradford
Ken Grugel
Clarion University of PA
Mark Halligan
Pittsburgh Technical
Institute
Chris Hanlon
Franklin & Marshall
College
Patty Hladio
Slippery Rock University of PA
Dwight Horsey
Millersville University of PA
Renee Huefner
Gannon University
Melissa Ibanez
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Bradford

Regina Jones
Drexel University
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Kristal Karl
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Dennis Karli
Millersville University of PA
Lisa Kendi
National City
Mary Kooker
Gannon University
Mary Kosin
Luzerne Cty. Comm.
College
Sharon Krahe
Gannon University
Chris Kubala
Pittsburgh Technical Inst.
Tammy Leadbitter
Pittsburgh Technical
Institute
Michael Lewis
National Education



Darcie Stephens helps a caller at Mansfield University while Chris Vaughn looks on.



Kim McCurdy answers the phone at Widener University.

Jeanne Lockhart Widener University	Donna Michel Cedar Crest College	Alison Seagle Pittsburgh Technical Institute	Renee Thomas Pittsburgh Technical Institute
Milosh Mamula Univ. of Pittsburgh at Titusville	Ed Moyer Wilkes University	Kendra Shoemaker Millersville University of PA	Raymond Toole Delaware Cty. Community College
Curt Marshall Drexel University	Lora Myers Alvernia College	Michelle Slagle Penn. State University - Erie	James Treiber Gannon University
Christina Marrone Univ. of Pittsburgh at Bradford	Ro Nwanski Pennsylvania State University	Kelly Snyder Pennsylvania State University	Karel Valken Eastern College
Mary Kay McCaughan Villanova University	Linda Pacewicz Sallie Mae	Chris Soda Beaver College	Christopher Vaughn Mansfield University of PA
Elizabeth McCloud Elizabethtown University	M. Clarke Paine Elizabethtown College	Rick Sparks Univ. of Pittsburgh at Greensburg	Doug Vore Drexel University
Kim McCurdy Widener University	Elizabeth Rihl Lewinsky Beaver College	Carol Stanton Methodist Hosp. Sch. of Nursing	Ken Wilson Drexel University
Ellen McGuire Kings College	Jean Riley Gettysburg College	Darcie Stephens Mansfield University of PA	John Wineberg Drexel University
John McKenna First Union / Educaid	Conchita Rivera Drexel University	Michael Strite Messiah College	Christine Zuzack Indiana University of PA
Gary Means Westmoreland Cty. Comm. College	Danell Schoemaker Reading Hospital School of Nursing		

Why Did the Chicken Cross the Road?

ARISTOTLE: It is the nature of chickens to cross the road.

BILL CLINTON: I did not cross the road with THAT chicken. What do you mean by chicken? Could you define "chicken", please?

BILL GATES: I have just released eChicken 2000, which will not only crossroads, but will lay eggs, file your important papers, balance your checkbook, and Internet Explorer is an inextricable part of eChicken.

CAPTAIN JAMES T. KIRK: To boldly go where no chicken has gone before.

COLONEL SANDERS: I missed one?

DR. SEUSS: Did the chicken cross the road? Did he cross it with a toad? Yes! The chicken crossed the road, but why it crossed, I've not been told!

EINSTEIN: Did the chicken really cross the road, or did the road move beneath the chicken?

ERNEST HEMINGWAY: To die. In the rain.

FOX MULDER: You saw it cross the road with your own eyes! How many more chickens have to cross before you people believe it?

FREUD: The fact that you are at all concerned that the chicken crossed the road reveals your underlying sexual insecurity.

GRANDPA: In my day, we didn't ask why the chicken crossed the road. Someone told us the chicken crossed the road and that was good enough for us!

KARL MARX: It was an historical inevitability.

L.A. POLICE DEPARTMENT: Give us five minutes with the chicken and we'll find out.

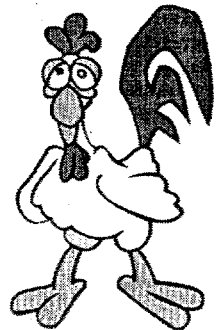
MARTIN LUTHER KING, JR.: I envision a world where all chickens will be free to cross roads without having their motives called into question.

SADDAM HUSSEIN: This was an unprovoked act of rebellion and we were quite justified in dropping fifty tons of nerve gas on it.

THE BIBLE: And God came down from the heavens, and He said unto the chicken, "Thou shalt cross the road." And the chicken crossed the road and there was much rejoicing.

And the last one, courtesy of the wit and wisdom of George Walter, Dean for Enrollment Management for Admission and Financial Aid at Villanova University:

FINANCIAL AID RECIPIENT: The chicken crossed the road in order to prove that she is an eligible non citizen who qualifies for federal aid. She was not, however, aware that even though she does not have to register with Selective Service, she would be asked to lay an egg if she wished to be considered independent, and that she would have to provide at least one-half support for the egg. Finally, the chicken will be asked to cross the same road for the next three years in order to apply for assistance. This is a clear example of the advantage of crossing the road electronically. It would have saved time, and eliminated the risk associated with crossing the road manually.



Nomination Requested For PASFAA Awards

Submitted by
Bonnie Lee Behm
Past President

Nominations are being solicited from the membership for the Distinguished Service Award and Honorary Life Membership. Nominations must be received by May 1, 2001.

The Distinguished Service Award is awarded 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. Nominated members will be presented to a committee of past recipients of the award for final selection.

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 and is not restricted to members. PASFAA Council is responsible for final selection of the award. Past recipients of both the Distinguished Service Award and Honorary Life Membership are listed on the PASFAA homepage.

Nominations should be submitted by email to bonnie.behm@villanova.edu or in writing to:

Bonnie Lee Behm
Director of Financial Assistance
Villanova University
800 Lancaster Ave.
Villanova, PA 19085

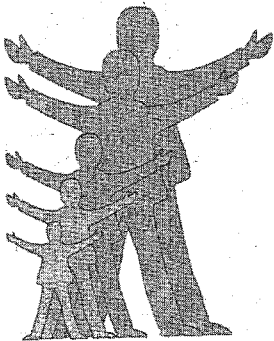


Nomination Sought for Emerging Leader Award

Submitted by
Ken Grugel
PASFAA Vice President

The second annual Emerging Leader Award will be made to an individual who, within approximately five years of entering the profession, has demonstrated consistent service to and involvement in PASFAA and its projects. Examples of service and involvement include: committee membership, Hotline participation, assistance with the Newsletter, presenter or moderator at conference or training programs, presenter or registrar at High School Guidance Counselor Workshops, etc. Nominees for the award must be current Active or Associate PASFAA members.

Do you have a colleague you would like to nominate for this award? Nominations should be sent by April 15 to the Chair of the Membership Committee, Ken Grugel, by e-mail to kgrugel@clarion.edu or mailed to 104 Egbert Hall, Clarion University of Pennsylvania, Clarion, PA 16214. Letters will then be sent to all nominees, requesting their completion of a nomination form detailing their service to and involvement in PASFAA. The Executive Council will review the nominations and select a recipient at its June meeting. The recipient will be announced at the annual conference to be held this year at Seven Springs.



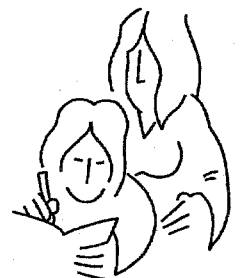
YMCA Mentoring Program Offers Support

Submitted by
Gary Means
President-Elect

PASFAA's Yearning Members Counseling Associate (YMCA) Mentoring Program is alive and well for the year 2001. The goal for the YMCA program 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.

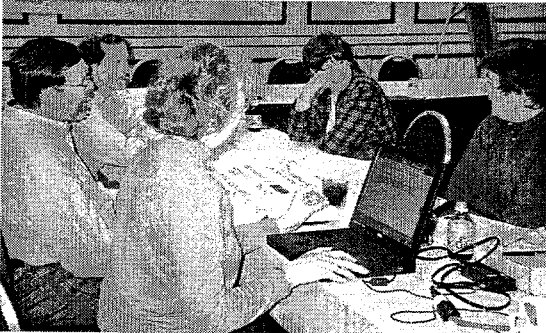
We currently have 16 people participating in the program. They are Janice Hetrick, Janet Weiss, Janice Contino, Suzanne Sparrow, Elizabeth Rihl Lewinsky, Gary Means, Karen Fox, Karin Right Nolan, Maryann Hubick, Kelly Stoops, Danielle Avicolti, Pamela Bauer, Michael Burke, Tina Bianchin, Sherry Proper, and Brian Blackburn.

If you are interested in being part of this program as either a mentor or someone seeking the help of a mentor, please contact Gary Means at (724) 925-4061 or email at meansga@wccc.westmoreland.cc.pa.us



PASFAA Holds Planning Retreat

Submitted by
Dana Parker
PASFAA President



(Clockwise) Ethel Desmarais, Sally Ann McCrea, Ruth Cramer, Dana Parker, and Jim Zuzack.

PASFAA's second planning retreat was held on November 12-14, 2000, at the Hershey Lodge. Past President Georgia Prell led the group of 28, which included the current Executive Council and committee chairpersons as well as five past presidents of the Association.

We started on Sunday afternoon, reviewing our purpose and agenda. We then split into five sub-groups to review the following areas: Association governance, volunteerism & new initiatives, technology & training, finance & development, and other committees. By our departure time before lunch on Tuesday, the sub-groups had completed their reviews, prepared their reports, and shared their work with the whole group.

The Executive Council followed-up on the planning retreat recommendations at its December meeting. Some of the recommendations were implemented then, some will need to be implemented over a longer period, and some will require votes by the Association membership to implement.

A *brief* sampling of some of the recommendations are:

Association Governance

- Amend Article V – Section 1 of the bylaws to allow Associate members to be able to serve on all committees and chair any committee, except the Finance Committee and the annual Conference Committee. Under Article V, Section 1 of the bylaws, paragraph b and f, add the statement that the chairperson must be an active member of the association.
- Assign the responsibilities of the membership and elections committee related to membership recruitment and retention to a new membership committee consisting of the sector representatives and the vice president. The vice president will be the chairperson of the committee.
- Develop an association governance committee to:
 - Review the committees in place to review the functions being performed.
 - Review "standing" vs "ad-hoc" committee status.
 - Create issues and present to Council.
 - Evaluate functions of the secretary in newsletter duties.
 - Develop long-range plan.
- Immediate past president would be the chairperson with others active members who have held a responsible position.



(clockwise) Georgia Prell, George Gerhart, Danell Schoemaker, Vince Racculla, and Bill Irwin.

Finance & Development

- Amend by-laws under Treasurer: "Treasurer and other signatory member must be bonded."
- Have monthly bank statements and quarterly investment statements sent to other currently bonded PASFAA officer.
- Establish timelines for Finance Committee (e.g., when chairs should be contacted about budget and when should information be submitted back to Finance Committee) so as to have better structure for committee budget construction and thus overall budget. Council can be contacted regarding any budget changes.



Donna Wilkoski and John McKenna continue the discussion over a break.

PASFAA Planning Retreat (cont'd)

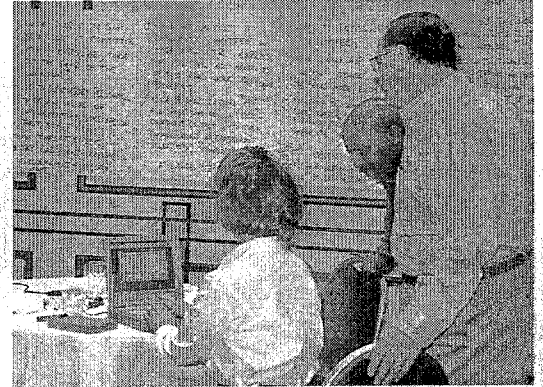
- Keep investment goal of one-half of the operating budget. Put an investment strategy in writing.

Training

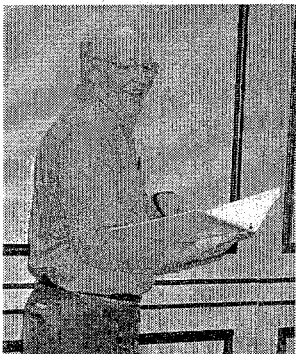
- Assign responsibility for all training (including High School Counselor Workshops) and membership survey to the Financial Aid Training Committee.
- Spring Training: Continue with one-day session and establish a track for seasoned professionals.

Public & Professional Information

- Purchase laptop for newsletter editor.
- Technology Advisory Group should be part of Public and Professional Information. Revise purpose and change "training" to "advisement".
- Establish Standards for Website and Listserv.
- Highlight different committees in each newsletter – list members names and include a photo of committee members.
- Spotlight a Volunteer in each Newsletter



William Barber (left) and John Southwood help Jennifer Liedtka record notes.



Bill Irwin presents his sub-group's recommendations to the whole group.

Membership

- Establish new Membership Committee chaired by the Vice President and comprised of the sector reps.
- Move responsibility for the membership directory from the immediate past president to a volunteer coordinator.
- Ensure that all Don Raley graduates leave with the name of their mentor, or the knowledge that they will be matched with a mentor.
- Have a standard process for notifying volunteers that they have been selected or not for a committee. (If not selected, give other suggestions for involvement. Create/advertise more of the "behind the scenes" jobs that could use volunteers to facilitate more levels of involvement.) Outline specific tasks involved when seeking volunteers.
- Establish a "PASFAA Welcome Wagon". Handled by Membership Committee. Send membership certificate, calendar, volunteer form, brochure of committees, and PASFAA pin to new members when we receive their registration.



Government Relations

- Encourage Committee to re-establish legislative liaison network. Liaisons would contact members within their regions and persuade them to contact their elected officials about pending legislation. Beef up what the committee does: legislative synopses, talking points.
- Focus on state as well as federal issues.

Conference

- Encourage Committee to make expanded use of volunteers.
- Increase volunteer recognition
 - Post listing of all volunteers at conference.
 - All volunteers given a ribbon or shirt to wear at the conference – if given a shirt, ask all volunteers to wear them on the same day at conference and make that "volunteer recognition day" (Shirt could be a sponsored item?)



(Clockwise) Nancy Harvey, Clarke Paine, Lisa Angell, Donna Wilkoski.

- First time conference attendees
 - Special ribbon/identifier on name tag.
 - Sit together at Monday lunch and be recognized.
 - Reinstate first-timer workshop

Awareness

- Charge the Financial Aid Awareness Committee with deciding whether the timing and format of the annual hotline is effective in reaching families. Should we consider such offerings as "Ask the Financial Aid Professional", an email answer service staffed by Committee or Association volunteers?



The sub-groups convened to present their suggestions to the whole group.



PASFAA retreat participants.

- Explore the creation of a Speakers' Bureau: FAO's interested in doing FA nights or other FA-related presentations.
- Strengthen ties with other education-related organizations: PASSCAC, PSCA, PSLA, Gear-Up, for example. Offer to speak at their conferences/meetings.

New Initiatives

- Leadership training: Identify emerging leaders and invite them to a training program. Outside speaker on leadership.
- PASFAA Scholarships for students: Establish new scholarship committee – another way to involve volunteers. \$500 minimum.
- Council mini-retreat: Council must re-evaluate how/when first council meeting is held – make meeting on last day of conference a brief touch base session with first "real" meeting later. Must incorporate new chair/council member orientation.

Thanks to Bonnie Behm and Georgia Prell for making the retreat a reality. And thanks to the following members who participated in the retreat:

Lesla Angell
Ruth Cramer
George Gerhart
Joan Holleran
John McKenna
Dana Parker
John Southwood

William Barber
Ron Dawson
Ragan Griffin
Bill Irwin
Gary Means
Georgia Prell
Donna Wilkoski

Bonnie Lee Behm
Ethel Desmarais
Anna Griswold
Jennifer Liedtka
Mary Miller
Vince Racculia
Sherry Youtz

Bill Burke
Greg Gearhart
Nancy Harvey
Sally Ann McCrea
Clarke Paine
Danell Schoemaker
Jim Zuzack

PASFAA Retreat photos courtesy of Sherry Youtz.

Rejoin, Refresh, Renew

If you are reading this newsletter and are not a member, please consider this as an invitation to join PASFAA – a vibrant, dynamic organization that represents over 600 financial aid professionals across the Commonwealth. Perhaps you are a former member who has benefited from the training and support that the Association provides throughout the year. But, you may not have attended the annual conference and thus didn't renew your membership. For many reasons, some folks let their membership "slide" and their names are missing from the list of active members. If that is you, know that you are an important person in this organization and that your participation benefits you and your fellow PASFAA members.

Take a moment to contact Bonnie Behm at bonnie.behm@villavova.edu to renew your PASFAA membership. Enjoy a sense of renewal, literally, by once again joining PASFAA and, figuratively, by taking advantage of the fresh ideas that are coming out of PASFAA as a result of the retreat (discussed above). It is an exciting time to be a part of PASFAA. Come back and see what's new.

*Submitted by
Joan Holleran
Newsletter Editor*

**WHERE HAVE
YOU BEEN?**





WASHINGTON UPDATE

Wrapping Up and Looking Forward

Submitted by
Scott Miller
Federal Relations
Director, PHEAA

It's hard to believe, but most of the dust is finally beginning to settle in Washington, DC. As most of you have heard by now, we have a new President, George W. Bush; a new Secretary of Education, Roderick Paige; a new chairman of the House Committee on Education and the Workforce, John Boehner; and a whole new cast of supporting characters. My goal in this column will be to look forward to the new Administration and the new, 107th Congress with an eye towards what's in store for the Federal student aid programs. But, before I do that, I must look backwards and let you know how well we fared in the final days of the 106th Congress and the waning weeks of the Clinton Presidency.

What's



on the Hill?

FY 2001 Appropriations

It was a long and winding road, but Congress and the President finally agreed upon the student aid numbers for the coming academic year. The result was an unprecedented set of increases in funding, led by a \$450 increase in the maximum Pell Grant. The following table tells the story:

BUDGET

NEWS

PROGRAM	FY 2000 FUNDING	FY 2001 FUNDING	DIFFERENCE
Pell Grant Maximum Award	\$3,300	\$3,750	\$450
SEOG	\$631 million	\$691 million	\$60 million
Perkins Loans	\$130 million	\$160 million	\$30 million*
FWS	\$934 million	\$1.1011 billion	\$77 million
LEAP	\$40 million	\$55 million	\$15 million
TRIO	\$645 million	\$730 million	\$65 million
GEAR-UP	\$200 million	\$295 million	\$95 million

*increase is in funds available for cancellation, not Federal Capital Contributions.

As you can see, the long wait for the 106th Congress to wrap up its business was well worth it! Now, we face the challenge of keeping up the momentum for student aid funding, as the new Congress and the new Administration take their seats and begin the task of governing.

The New Congress

The new Congress brings with it some old faces and some new faces. Here are some of the highlights.

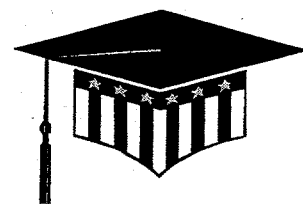
Among the new faces that we'll need to get to know better is Rep. John Boehner, the new chair of the House Committee on Education and the Workforce. Rep. Boehner, who is serving his sixth term as Member of Congress from Ohio, assumes the role held by Rep. William Goodling of Pennsylvania, until his retirement at the end of the 106th Congress. Rep. Boehner was selected in a mild "upset" by the Republican leadership in the race for the chairmanship of the committee, defeating Rep. Tom Petri of Wisconsin, who was the most senior member of the committee. Rep. Boehner served on the committee during his early years in Congress and returned to the committee in 1999, after losing a re-election bid for a position in the Republican House leadership.



Rep. John Boehner
(R-Ohio)

It is expected that Rep. Boehner will be a supporter of the student financial aid programs. In his statement acknowledging his new post, Rep. Boehner indicated that he is ready to work in a bipartisan manner in concert with the Bush Administration. "With a new president and a new atmosphere in Washington, the committee has a chance to enact positive reforms that will improve opportunities for Americans at every stage of life. As chairman, my goal will be to ensure that we make the most of it," said Boehner.

The ranking Democrat on the Education and the Workforce Committee will be George Miller of California, who replaces Rep. William Clay of Missouri who retired from Congress. Rep. Miller is a fiery, liberal Democrat who will likely be a champion for the student aid programs. Rep. Miller (dubbed "Big George" by President Bush) has pledged to work to craft bipartisan solutions and has met a number of times with Rep. Boehner to plan the work that lies ahead for the Committee.



Returning to the scene on the House side is Rep. Buck McKeon of California who will chair the newly established Subcommittee on 21st Century Competitiveness. Rep. Patsy Mink of Hawaii will be the Ranking Democrat on the subcommittee. It is this subcommittee that will have jurisdiction over the federal student financial aid programs, but not the entire Higher Education Act, which will be shared with the Subcommittee on Select Education, chaired by Rep. Peter Hoekstra of Michigan.

On the Senate side, we will all be witness to a new experiment in American politics – power sharing. As I'm sure you are aware, Democrats and Republicans both hold title to 50 Senators apiece. Republicans are still considered to be the majority party in the Senate by virtue of the role of Vice President Cheney as Senate President and his Constitutional authority to cast a deciding vote in the case of a tie amongst the elected Senators. This historic election result has brought forth a new arrangement, whereby an equal number of Republicans and Democrats will be assigned to each Senate Committee, but the chairman will be a member of the Republican Party. Thus, the Senate Committee on Health, Education, Labor and Pensions (HELP) will still be chaired by Senator Jim Jeffords of Vermont, and Senator Ted Kennedy of Massachusetts will remain as the Ranking Democratic member of the committee. And, just to add some excitement to the panel, Senator Hillary Rodham Clinton of New York is the newest member of the HELP committee.



We should all be very pleased that Senator Arlen Specter of Pennsylvania will retain his chairmanship of the Labor/HHS/Education Appropriations Subcommittee. Senator Specter had earlier indicated that he would like to move on to a different subcommittee, but instead, and with much cause for celebration among education and health advocates, he will remain in his current post. Sen. Specter has been an invaluable ally to those of us working to increase funding for student financial assistance programs, often bucking his party leadership to fight for additional appropriations.

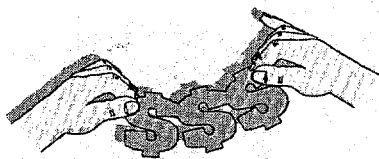
The Bush Administration and Higher Education

In the first week of his Presidency, it became clear that education is a key issue for the Administration of President George W. Bush. Only days after being sworn in, the President launched his education reform program. While concentrated mostly on improving elementary and secondary education, his program did include a proposal to increase the amount that families can contribute to education IRAs, raising the limit from \$500 to \$5,000 in annual contributions.

The Administration is expected to roll out more proposals that are specific to postsecondary education. In a January 30, 2001 speech to the National Association of Independent Colleges and Universities, newly installed Secretary of Education, Roderick Paige, made the following comments on the Pell Grant Program: "...Pell Grants have been one of the most effective federal programs in helping deserving students attend college, and we are committed to expand them." The two proposals he specifically mentioned were the plan to raise the Pell Grant maximum award to \$5,100 for first-year students and to provide an additional \$1,000 to Pell recipients who successfully complete high school advanced placement courses in science and math.



The President has also endorsed a proposal to make all proceeds from tuition pre-payment and state-sponsored college savings plans completely tax exempt. He would also extend this exemption to the proceeds from pre-paid tuition savings plans sponsored by independent colleges and universities.



Opportunities Abound

This time of transition in the White House and on Capitol Hill is a time of great opportunity for all of those who would like to influence the decisions being made in Washington, DC. In addition to the "big names", there are also numerous changes at the staff level. All of these people will need to be brought up to speed on the issues that matter to us.

Please take this time to get to know your local member of Congress and their staff. Invite them to visit your school or arrange to meet with them either in DC, or even better, at their hometown office. While we have enjoyed some great success in Congress, especially concerning the level of funding for Pell Grants and the Campus Based aid programs, we should not rest easy. Making the case for increased funding and expanded opportunities for postsecondary students is an important task and the start of a new Congress and a new Administration are prime times to hone our arguments and carry that message to our Washington representatives.

The
FINAL
SCORE

Legislative Advocacy Really Works

Submitted by
Ken Grugel
PASFAA Vice President

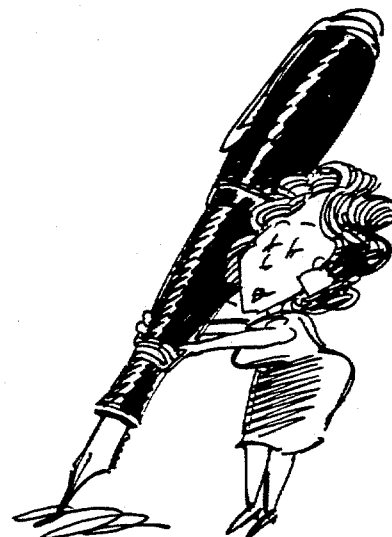


The process of legislative advocacy was put to the test last year and the final results were positively overwhelming. The FY 2001 Labor/HHS/ED spending bill was approved by Congress and signed into law by President Clinton. The actual amounts appropriated are listed in the Washington Update article by Scott Miller, but the important item to keep in mind is that all of your letters and phone calls to your Congressional representative did make a difference.

We all know that we can only go to the well so many times before it runs dry, but sometimes it is important that we contact Congress in several formats many times before they actually take us seriously. Throughout the new year and beyond, the PASFAA Government Relations Committee will surely ask you to contact your state or federal representative on a particular issue pertinent to our profession. I have listed several letter writing tips to assist you when contacting your Congressman:

- Be concise – convey your message in less than two pages.
- Write on behalf of your president's or owner's office if possible.
- Be both specific and practical – don't list every possible legislative concern.
- Write to the legislative aide so they will have to respond for the legislator.
- Ask for a response from the legislator.
- Be polite – don't threaten or harass.
- When you receive a response, send a thank you letter.
- Send a copy of your letter to the PASFAA Vice President who chairs the Government Relations Committee.

This year the PASFAA Government Relations Committee will be developing a Legislative Guide to assist you with contacting our elected officials. Plans are for this guide to be ready for distribution at next fall's PASFAA conference.



2001 Conference Preview

Get Ready for Some "PASFAA Magic"

Submitted by
Betty Casale
2001 Conference Committee

Do you feel like you need to be a magician to get through the mounds of paperwork on your desk? Do some of the financial aid regulations mystify you? Do you need to be a mind reader to understand your coworkers? If you answer "yes" to any of these questions, throw away your crystal ball and look to the magic of PASFAA! What better way to solve the mysteries of financial aid than to disappear from your office for a few days to attend the PASFAA conference in Seven Springs, October 21-24. PASFAA will work its magic and you'll be transcended to a new level of financial aid enlightenment! So, get your magic carpet ready for a trip to enchanting Seven Springs. (Mysteriously, your office will survive without you.)



Some of the Conference Committee let off steam at a planning meeting.

Sessions will include everything from federal updates to professional development and more. The committee is hard at work putting together sessions that deal with the issues we face every day as financial aid administrators. If you are thinking about volunteering for PASFAA, why not think about working your magic and presenting at the 2001 conference? If you would like to present, or if you have a specific topic you would like to see included in the session agenda, please contact one of the following conference committee members.

2001 Conference Committee

Nan Sninsky (Chair)
Leah Brooks
Betty Casale
Sheree Fetcho
Cindy Haney
Lisa Kendi
Sherry Proper
Matthew Scruggs
Nancy Skobel
Patty Zink

724-223-6528
717-565-2563
412-268-3289
724-852-3227
215-641-6565
724-547-0498
814-332-2701
412-392-3929
724-938-4415
724-223-3167

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sproper@allegHENY.edu
mscruggs@ppc.edu
skobel@cup.edu
nurschol@pulsenet.com

Don't forget to mark your calendar to attend the 2001 conference in Seven Springs, October 21-24, where the magic of PASFAA awaits you!

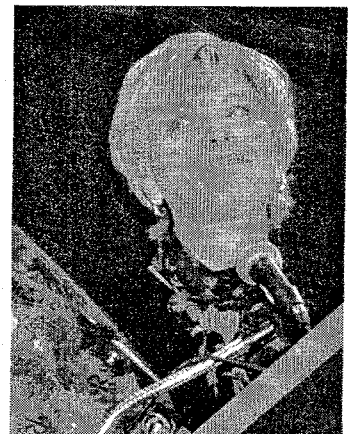
Faithful PASFAA Member Bids Thanks and Moves On

Dear PASFAA Colleagues:

I'd like to thank Bonnie Behm and the PASFAA membership for the recognition of my years of service to PASFAA at the annual conference in Lancaster this past October. As I begin my new position as Director of Policy, Planning and Assessment at Alvernia College, I will take with me all of the memories and wonderful opportunities I was afforded while I was a member of PASFAA. The hardest thing about leaving my position in Financial Aid was knowing that I will no longer be working on a daily basis with the fine people of PASFAA. You will not be forgotten because you all have a special place in my heart. Keep up the fine work, keep making a difference to the students at your institution, and I will continue to be proud to have been a small part of the legacy of PASFAA. I will look forward to coming back to the annual conference each year to sit at the Past-President's table!

Fondly,

Vali G. Heist
Vali G. Heist



An emotional Vali at the 2000 PASFAA Conference.

Who? Me?

Submitted by
Alisa DeStefano
Newsletter Editorial Board

Picture
Yourself



as a volunteer!

Would you be comfortable presenting a session at PASFAA? How about writing an article for this newsletter. Or would you consider serving on a PASFAA committee? Did you answer yes or no? Either way this article is for you. If you are a relatively new financial aid colleague, you will see how getting involved in professional activities is not beyond your grasp or ability. And if you are a seasoned colleague, you may find a secret in how you can urge others to get involved.

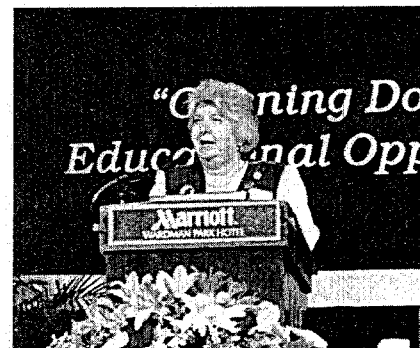
I was only in the financial aid profession for about a year when Chris Zuzack asked if I was willing to be on the Legislative Network Committee. Right away I felt I wasn't ready to get involved or knew enough to take on such a task. After all, I had only been in aid for one year and hardly felt ready. But I was concerned about what she would think of my ability, so I said yes (not the best reason to volunteer, but I suspect a lot of people do things to save face and I am, therefore, not alone).

I have a theory of why people hesitate to become involved in professional volunteer activities. They are concerned they don't know enough and that it will show. But I am here to tell you that that will not happen, no matter how long you have been in the financial aid profession. There is a team mentality among financial aid administrators that makes everyone succeed. To show you what I mean, here are some suggestions on how to get involved and make contributions without getting in over your head.

"It's Like Eating an Elephant"

The best place to start is at the beginning. New volunteers of any organization are not expected to start as a chairperson of a committee, which is a good thing. Rachael Lohman, Director of Financial Aid at Wilkes University, knows this first hand.

Rachael has been the President of PASFAA, EASFAA, and is currently serving as the National Chairperson of NASFAA, in addition to numerous other organizational activities. How did she get her start? "I remember very clearly the first committee," Rachael told me. "I had had no experience doing anything before, but Lucky Hill recommended me to Catherine Kratzer, the Chairperson of the 1985 PASFAA Conference Committee. Through Catherine's support and willingness to take on someone new, I was able to serve on that committee." When I asked Rachael if being the leader of PASFAA, EASFAA, and NASFAA was one of her original goals, she responded, "I never would have thought I could do that. But as you do more, you become more familiar with the process, gain more confidence, and realize it is something you can do. It's like eating an elephant - you have to do it one bite at a time."



Currently the NASFAA National Chair, Rachael Lohman credits her PASFAA colleagues in helping her to grow professionally.



Elizabeth McCloud challenges the Intermediate Group at Summer Institute 1999.

It Never Hurts to Ask

I asked several people what was the main reason they got involved with committee work or making presentations, and the number one reason was: "someone asked me if I would do it." Elizabeth McCloud, Associate Director of Financial Aid at Elizabethtown College and this year's recipient of the Emerging Leader Award, served on her first committee because "Chris Zuzack asked me if I wanted to be on the Membership and Elections Committee. I figured I could count ballots. I don't think I would have volunteered if she had not asked me." Elizabeth, who started serving on committees in 1996 within her first year of

employment at Elizabethtown College, has gone on to serve on six different committees and volunteer efforts, including Chair of the Financial Aid Awareness Committee. And it all started by someone asking her.



Renee Saleh encourages conferees at a PASFAA Conference.

A Little Encouragement Goes a Long Way

Renee Saleh, this year's recipient of PASFAA's highest award of Life Membership said some very encouraging things to me and made a difference (you never know the impact your kindness and encouragement can have). After a session she presented at a PASFAA Conference several years ago, I went up to talk to her about her subject matter. Through the course of our conversation, I indicated that I didn't think I could ever present a conference session. Right away she said, "You could. Choose a topic you are interested in and then present it." She went on to say that if it was too intimidating to do a session alone, then co-present with a colleague which leads me to my next suggestion.

The Buddy System

It is true that two heads are better than one. I took Ms. Saleh's advice and asked an experienced colleague, Helen Nunn, to present a session with me at PASFAA. One of the biggest fears of speaking in front of people stems from the fear of being asked a question you cannot answer or being wrong on a fact. However, when you co-present with a colleague, the chance of this happening is less, plus I have learned that we all have been asked questions we can't answer right away, and to say "I'm not sure about that answer but I will look into it and get back to you" is acceptable and even appreciated. (Be sure you get back to them as promised).

If Not in Person, Then in Print



If you are not quite ready to present in person, then consider writing an article for this newsletter. If you notice, not all of our articles are facts about financial aid and regulations, but are relevant to our professional development. For example, we have had articles regarding time management, stress management, dealing with difficult people, and how to remember important things (such as picking up your child at pre-school), which have benefited our readers. A great start would be to submit a funny anecdote about something that happened to you or your colleagues in the realm of your work.

You Benefit Everyone, Including Yourself

Why should you get involved beyond your daily job responsibilities? Doesn't it just produce more work? Actually, it can be refreshing to the point that it makes your job more enjoyable. According to Elizabeth McCloud, she was encouraged by Clarke Paine, Director of Financial Aid at Elizabethtown College and her supervisor, to get involved and grow as a professional, and the benefit to herself surprised her. "It makes financial aid so much more interesting and more than just paperwork. I loved getting to know people in PASFAA and now I feel more comfortable calling on these colleagues. I feel I'm a stronger person in my all around personal life because of fears I've faced in presenting and getting involved."

There is a common thread apparent in talking to people about volunteering their services. Many people do not volunteer due to apprehension about their abilities, but when asked by another to volunteer, they almost always say yes and are glad they did. The organization benefits by their service, and the volunteers grow both personally and professionally. Talk about a win-win situation. So... Who? Me? Yes, you!

**YOU,
THAT'S
WHO!**



Finance & Development Committee

Submitted by
Georgia K. Prell
Chair, Finance & Development Committee



First, on behalf of all PASFAA members, let me once again thank all of our sponsors who have been so supportive of our association and its activities in the past. It is because of the financial support we receive from them that we are thriving as an organization and able to create new initiatives for the benefit of all.

The Finance and Development Committee held their first meeting in January. We had a full schedule that day. There are several goals the committee hopes to accomplish this year. They include:

- Revisit our investment policy as we have met the goal of our current policy that required us to attain total investments, which would equal 50% of our operating budget. Thanks to our sponsorship partners who helped us achieve this along with good fiscal management by PASFAA Council. As additional revenue is expected to continue to come in, the committee is in the enviable position of being able to review the suggestions which came out of the PASFAA retreat as well as to create new ideas for Council to review on funding new PASFAA initiatives.
- Develop the sponsorship opportunities that will be available for the 2001-2002 academic year.
- Create a budget packet that will be given out to all next year's committee chairs. This packet will include such things as a history of expenditures for the committee, how to prepare their budget, how to request amendments to their budget if necessary, a timeline, as well as outlining how the PASFAA sponsorship of their committee works.
- Develop a procedure whereby chairs know and understand how sponsorship of the organization works relative to their committee and to ensure that PASFAA fulfills our obligations and responsibilities to our sponsors.
- Create policy and procedures that will enable us to capture the amount of in-kind support PASFAA receives so we know the true cost of operating the association.
- Review our current policies and procedures for sponsorship solicitation and selection. The intent is to make this process as fair and equitable as possible.
- Continue to monitor the budget for the association and make any necessary recommendations or adjustments for the current year.

In an effort to meet these goals, we have broken up into three sub-groups. The sub-groups will work on the various goals and come up with recommendations that will be reviewed by the full Finance and Development Committee. Contact any member of the committee with suggestions, or concerns you have regarding any activities which are under the Finance and Development Committee auspices. Committee members this year are: Lesa Angel, Joetta Bradica, Sheila Checkoway, Leanne Frech, Nancy Harvey, Phyllis Swinson, and Ruth Cramer who will be next year's chair. Additionally, Ron Dawson and Gary Means serve as ex-officio members.



Take the Baby Boomer Test



In his book *My Generation*, author Michael Gross points out that a generation defines itself not by what the Census Bureau says, but by shared experiences, beliefs and cultural references. Gross suggests defining 'boomers' as people born between Pearl Harbor and the assassination of JFK. Are you a boomer? Answer yes if you:

- Owned a copy of "Jonathan Livingston Seagull."
- Had a quadraphonic stereo system.
- Remember when the Dodgers were still in Brooklyn.
- Stayed up to watch the first moon landing.
- Felt relieved by the installation of the hot line between the White House and the Kremlin.
- Know exactly where you were when President Kennedy and Dr. Martin Luther King Jr. were shot.
- Read a book or took a seminar on TM.
- Watched newscasts that ended in "That's the way it was" and "Goodnight, David" "Goodnight, Chet."
- Had original Elvis records.
- Remember the introduction of Polaroid instant cameras.
- In a moment of inspiration, actually thought you'd figured out the words to "Louie Louie" by the Kingsmen.
- Wanted a woodie (wood-bodied station wagon) and surfboard.
- Bought a copy of "The Feminine Mystique" by Betty Friedman.
- Left the kids home for a few hours to wait in line for gas during the oil embargo.
- Know that WIN stands for Whip Inflation Now.
- Thought microwave cooking was just a fad.
- Have mixed feelings about senior citizen discounts.
- Still can't believe that you sound like your parents.
- Wonder why teenagers want to dress as though it were 1975.
- Were surprised to see someone your age elected to the White House.

Source: Del Webb Corp.

PELA News

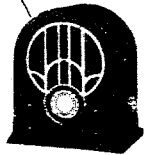
Submitted by
Dana French
National City



Pennsylvania Education
Lenders Association

PELA members started off the new year with a meeting on January 30 in Harrisburg. PELA will once again be conducting a session at Spring Training 2001. Lesa Angell, PELA training chair, has worked with her committee to design an interesting session for all in attendance. Since the theme for training this year just happens to be that of an amusement park, what better topic to cover than education financing alternatives. This topic often turns more stomachs upside down than even the wildest amusement park rides! Based on requests and input from the financial aid community, PELA chose to focus on financing alternatives. Although PELA has covered the topic of alternative loans in the past, this session is going to take a new perspective on the subject. Some of the topics that will be covered include tips for conservative borrowing, current information on starting job salaries, identifying key differences in financing options, what underwriting guidelines are and how credit decisions are made, alternative loan processing options for schools, and consumer credit issues in general. Regardless of your part in the education process, we all are concerned about the ever-growing indebtedness of students and their families. In addition, PELA members will provide a demonstration of their new website www.pelalenders.org. All of the members would like to see the site utilized as a resource for the financial aid office. We hope that you will "come along for the ride" in Monroeville or Valley Forge. For those of you who take the ride and come out standing, there will be door prizes offered at both sites.

And now...
Here's the
NEWS...



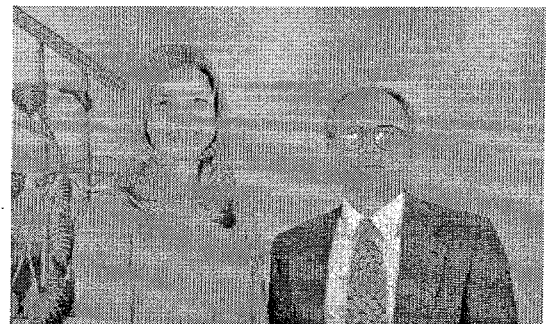
PELA members also discussed future upgrades to the PELA website to better serve the needs of schools. In order to have the most current information available, PELA members are still responsible for submitting any changes or updates to their listing. Please contact our webmaster, Vince Scalise, at vscalise@collegeloaninc.com or his backup, Pat Hershberger, at hershberger@members1st.org with your information.

Nominations for the offices of Vice-President, Treasurer, and Member-at-Large will be taken at the next PELA meeting. Elections will be held in July. Please consider volunteering for one of these positions. The next PELA meeting will be held Tuesday, April 24, 2001 at the Allfirst facility in Harrisburg.

PELA Scholarship Recipient Chosen

Submitted by
Ray Randall
Bucknell University

The Pennsylvania Education Lenders Association (PELA) presented five \$1000 scholarships to schools at the 2000 PASFAA conference. Ray Randall, Associate Director of Financial Aid at Bucknell University, was one of five conferees who won a PELA scholarship for a student at his institution. Bucknell selected Jessica Ditzel, a first year student from Danielsville, PA, to be the recipient of the \$1000 award. A graduate of Northampton Area Senior High School, Jessica participates in the Residence Hall Association at Bucknell and works as the Community Service Intern in the Office of Financial Aid.



Jessica Ditzel and Ray Randall

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

PASFAA Executive Council Meeting

December 3, 2000

Seven Springs Resort, Champion, PA

*Submitted by
Suzanne Sparrow
PASFAA Secretary*

Council Member Present: Dana Parker, Bonnie Lee Behm, Donna Wilkoski, Ethel Desmarais, Jim Zuzack, Gary Means, Ken Grugel, George Gerhart, John Southwood, Sally Ann McCrea, Suzanne Sparrow, Sherry Youtz, and Ron Dawson

Invited Guests: Ragan Griffin and Ruth Cramer

Excused: Danell Schoemaker

- I. Call to Order – D. Parker called the meeting to order at 2:05 p.m.
- II. Secretary's Report – R. Cramer made a correction to the minutes dated 10/18/00. K. Grugel made a motion to approve the minutes as corrected. J. Southwood seconded the motion. The minutes were approved as corrected.
- III. Treasurer's Report – R. Dawson
 - A. R. Dawson handed out copies of the Budget Report.
 - B. Dawson gave an update on the budget report.
 - C. Vote to accept Treasurer's Report not necessary because it is not official.
- IV. Committee Reports
 - A. The following committee passed out reports to Council for their review: Government Relations Committee, Private Sector, EASFAA, Two-Year Public Sector, Financial Aid Training Committee, and Institutional Support Services.
- V. New Business
 - A. D. Parker welcomed S. Youtz to council. She replaced R. Dombrowski who resigned his position on council as sector rep for the Business, Trade and Technical Sector.
 - B. D. Parker passed out examples of the new letterhead. S. Sparrow will try to get copy of PDF file from the printer.
 - C. S. Sparrow brought to Council a nomination from J. Holleran for new members for the Editorial Board: B. Blackburn, K. Myers, and D. Schoemaker. S. Sparrow made a motion to accept the nomination. J. Zuzack seconded the motion. Motion approved.
 - D. PASFAA Retreat Notes – D. Parker asked Council to review the notes from the PASFAA Retreat held at Hershey Lodge on 11/12-14, 2000. A step by step review of the notes was executed throughout the meeting. A summary is as follows:

Association

- a. A vote was taken and approved for the following changes:
 1. To amend the Constitution Article V, Sec. 1, under the Executive Council, by removing the word "active" that precedes membership.
 2. To amend Article V, Sec. 1 of the bylaws to add the statement that the chairperson must be an active member of the association for the Finance Committee and the Annual Conference Committee.
 3. To amend Article III, Sec. 2 to make the president-elect be a member (not a chairperson) of the finance committee.
 4. To amend Article III, Sec. 2 to add a clarifying phrase indicating that the nominations of the president-elect shall take place during the president-elect's term of president.
- b. The association needs to review all the responsibilities with policies and procedures to match current practices.

Governance

- a. A vote was taken and approved for the following recommendations:
 1. To remove any committee chair position for the President-Elect.
 2. To develop an association governance committee to review the committees in place and review the functions being performed and develop a written long-range plan for the Association. The immediate Past-President would be the chairperson with active members who have held a responsible position.

Finance

- a. A vote was taken and approved for the following recommendations:
 1. To make the Treasurer and the President be bonded.
 2. To revise the duties of the committee to say "to discuss investment strategy, and submit recommendation to council any changes in investment strategy if deemed appropriate."
 3. To change the composition of the Membership and Tenure committee.

Training

- a. S. McCrae made a motion to approve the suggestion to waive fees for sponsors; two per site, for the Spring Training. K. Grugel seconded the motion. Motion approved.

Conference Committee

- a. Suggestions from the retreat will be given to the current conference committee to take into consideration.

Government Relations

- a. It was suggested that the committee size be expanded if they feel there is a need and to reestablish legislative liason network. The retreat expressed a need for them to focus on state as well as federal issues.

Public and Professional Information

- a. D. Parker made a motion to buy a laptop and printer for newsletter editor. S. McCrae seconded the motion. All in favor.
- b. K. Grugel made a motion to change the name of the Technology Committee to Technology Advisory Group (TAG) under the Public and Professional Information Committee. D. Wilkoski seconded the motion. Motion approved.

Membership Committee

- a. E. Desmarais made a motion to add an ad hoc Membership and Professional Standards Committee. S. Youtz seconded the motion. Motion approved.

Awareness

- a. All suggestions from the retreat will be sent to the committee for review.

New Initiatives

- a. Leadership training and PASFAA Scholarship

- VI. Housekeeping
 A. Council and the Conference Committee took a tour of the Seven Springs Resort.
 B. The next council meeting is scheduled for Sunday, 2/4/01 and Monday, 2/5/01 at the Hilton in Harrisburg.
- VII. Adjournment
 A. J. Zuzack made a motion to adjourn the meeting. G. Gerhart seconded the motion. Meeting adjourned on Monday, 12/04/00 at 12:05 p.m.

PASFAA Executive Council Meeting

February 5, 2001

PHEAA, Harrisburg, PA

*Submitted by
 Suzanne Sparrow
 PASFAA Secretary*

Council Members Present: Dana Parker, Gary Means, Sally Ann McCrea, Donna Wilkoski, Ethel Desmarais, Danell Schoemaker, Bonnie Behm, Ron Dawson, Jim Zuzack, Ken Grugel, John Southwood, George Gerhart

Invited Guests: Mary Miller

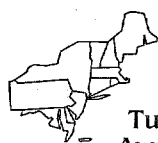
Excused: Suzanne Sparrow, Sherry Youtz

- I. Call to Order – D. Parker called the meeting to order at 9:10 a.m.
- II. New Business – PHEAA's Scott Repa provided council with an update on the Keystone Best Program.
- III. Secretary's Report
 A. S. McCrae made a motion to accept the minutes from the last Council meeting. D. Wilkoski seconded the motion. Motion approved.
- IV. Treasurer's Report – R. Dawson
 A. Final report for conference 2000 showed a profit of \$49,122.
 B. Laptop and printer have been purchased for newsletter editor.
 C. K. Grugel made a motion to approve report. S. McCrae seconded the motion. Motion approved.
- V. Conference 2001
 A. D. Parker reported that the committee was also meeting and is moving forward with various responsibilities and assignments.
- VI. Membership Committee – K. Grugel
 A. K. Grugel made a motion to the proposal that all those who attend the Don Raley Institute will receive a free PASFAA membership for the PASFAA year following the Institute. D. Schoemaker seconded the motion. Motion approved.
 B. K. Grugel made a motion to the proposal that the Association will offer certificate recognition of current PASFAA members at 5 year intervals for length of service within the financial aid profession. J. Zuzack seconded the motion. Motion approved.
- VII. Membership (Directory and Database) – B. Behm
 A. B. Behm provided statistics on current membership: 402 regular members, 185 associate and 7 life members for a total of 594.
- VIII. Government Relations – K. Grugel
 A. K. Grugel told about funding increases in the federal budget as provided by NASFAA.
 B. Carol Johnson, PHEAA's State Government Relations person, has declined to accept a position on the Government Relations Comm.
 C. Committee will meet at Penn State on 2/26/01.
- IX. Public and Professional Information – D. Parker for S. Sparrow
 A. Reminder that 2/15/01 is the newsletter deadline. Joan is recuperating well and now has her laptop and printer.

- B. Letterhead and envelopes are available from S. Sparrow, as well as a .pdf of the letterhead.
- X. Training – D. Parker for R. Griffin
- A. Committee met 11/30/00 in Harrisburg.
- B. BT&T seminars had approx. 60 registrants. Future training as follows:
1. Teleconference – "Future Trends in Colleges and Financial Aid Offices" – 3/9/01 – Sites to be determined.
 2. Spring Training – 4/4/01 and 4/11/01 in Monroeville and Valley Forge – Paul Simenson is the new co-chair.
 3. Don Raley Institute – 6/11-6/15, 2001 Intermediate session 6/13-6/15.
 4. Guidance Counselor Workshop – tentative meeting dates of 2/23/01 and 3/16/01.
- C. D. Parker motioned for PASFAA to purchase the NASFAA model for Leadership Training for \$125. D. Wilkoski seconded the motion.
- XI. Aid Awareness – D. Parker for J. Liedtka
- A. Hotline had 84 volunteers, but calls were down. Current total is 296 with 13 more log sheets to be tallied.
- XII. Finance and Development – D. Parker for G. Prell
- A. Committee met on 1/31/01. D. Parker made a motion that R. Cramer be co-chair and then chair of committee for 2001-02. K. Grugel seconded the motion. Motion approved.
- B. D. Parker made a motion that with the approval of Council, effective 7/1/01 and each subsequent July 1, PASFAA will adjust the mileage reimbursement rate to the current IRS rate. G. Means seconded the motion. Motion approved. Effective 7/01/01, the rate will be 32.5 cents per mile.
- XIII. PHEAA Update – Vince Racculla, Rick Irvin, Mary Beth Kelly and Ed Cunningham
- A. PHEAA in cooperation with the PA Dept of Public Welfare announces a new grant program for recipients of Temporary Assistance to Needy Families (TANF) funds. Program is effective for the current academic year and for 2001-02 only at this time.
- B. M. Kelly provided statistics on NETS. Also, possible extension of State Grant deadline for 2001-02 not yet determined.
- C. E. Cunningham provided an update on GUI for One Link.
- XIV. Technology Advisory Group (TAG) – M. Miller
- A. On behalf of the advisory group, D. Parker proposed a motion regarding the acceptance of policies and procedures for posting messages to the PASFAA list serv. D. Schoemaker seconded the motion. Motion approved.
- XV. Sector Reports – Sector reps updated Council on their sector meeting dates.
- XVI. Other Business
- A. New EASFAA representative is needed prior to June.
- B. 2004 Conference will be at the Penn Stater 10/17-10/20, 2004.
- C. M. Kelly would like a sub-group by sector of the State Grant Advisory Board to discuss the issue of the State Grant deadline.
- XVII. Adjournment
- A. Motion to adjourn by B. Behm. Seconded by E. Desmarais. Meeting was adjourned at 2:30 p.m.

EASFAA Conference in Baltimore

Submitted by
Ruth Cramer
EASFAA Liaison



EASFAA

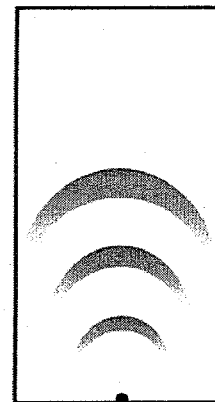
EASFAA Council met on February 4-6, 2001 at the Wyndham Baltimore Inner Harbor, site of this year's conference. Planning is well underway for EASFAA's 35th annual conference, scheduled for May 20-23, 2001. A sampling of sessions includes: State-Sponsored

Tuition Prepayment Plans, NCAA Update, Consortium Agreements, Estimating Early Awards, Customer Service in the Cyberspace Age, and What Parents are Thinking. Featured speakers include Michael Dolence, Gregg Woods, Dallas Martin, and Lawrence N. Smith. Social events include a reception at Westminster Hall and an evening of baseball at Camden Yards.

The Multicultural Diversity Committee has planned an excellent pre-conference on "Issues Facing Faculty, Administrators, and Students of Color in Higher Education" for May 19-20, also at the Wyndham Baltimore Inner Harbor.

Conference registration materials were mailed to current EASFAA members on February 1, 2001. If you would like to attend the conference and not currently a member of EASFAA, visit EASFAA's website at www.easfaa.org for both conference and membership information.

The next EASFAA Council meeting will be held prior to the conference on May 19, 2001. Please contact Ruth Cramer, your EASFAA Liaison, with any concerns or issues at (717) 245-1308 or at cramer@dickinson.edu.



EASFAA
2001

A CYBERSPACE ODYSSEY

BALTIMORE, MARYLAND
MAY 20 - 23

Technology Advisory Group Report

Submitted by
Greg Gearhart
Technology Advisory Group Chair



The Technology Advisory Group (TAG and formerly the Ad Hoc Technology Committee) is responsible for maintaining the PASFAA webpage. Our goal is to make the webpage a one-stop source for all the web-related needs of PASFAA members and our student and parent populations. To meet this goal, we need to ask two things from PASFAA members:

1. Please let us know of any web resources that you use on a regular basis and that you feel others would benefit from if they were linked to the PASFAA webpage. Send your suggestions to committee chair, Greg Gearhart at: Gearhart@messiah.edu.

2. Secondly, this goal would be facilitated if colleges would link their college webpages to the PASFAA webpage, making it easier for all of our target populations to find and access the PASFAA webpage. Please consider asking your college webmaster to link to the PASFAA webpage. The address of the PASFAA webpage is: <http://www.pasfaa.org/>. Contact PASFAA webmaster, Mary Miller at mmiller3@pheaa.org if you have questions about linking to the PASFAA webpage.

Like to Surf the Web and Stay on the Financial Aid Fast Track?

The PASFAA Technology Advisory Group could use your help. We want to ensure that our site provides up-to-date information. Our wish is that colleagues, students and families and guidance personnel can quickly obtain current information and helpful links. We are looking for people to serve in two areas:

1. If you are the type that likes to keep up with what's going on in the profession and can share your findings and links, we would like you to join our team. We are looking for a number of people willing to spend a few minutes to look at the changes to the PASFAA web site, suggest other pages we may want to link to and keep us informed of the most current resources.

2. If you counsel students and families and are familiar with the guidance counselor needs, we would like you to join the review committee. We are looking for a group to review sites and determine if it is appropriate to add a link to the PASFAA site. Schools can then utilize our site for their financial aid counseling needs.

Interested in joining a team? No technical expertise or out of office travel time is required. All correspondence will be via e-mail. Contact Ruth Brouse at rbrouse1@pheaa.org for more information.

So,
what's
new?



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

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

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

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

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



NURSING SECTOR

*Submitted by
Danell Schoemaker
Nursing Sector
Representative*

Greetings to everyone! I hope everyone is surviving the cold winter and is looking forward to Spring as much as I am. I can tell you that I will be jumping for joy when I see my first spring flower blossom (maybe even when I see a bud).

With Spring comes not only flowers, but for folks in financial aid, lots of paperwork in preparation for the upcoming year. It seems that it gets busier and busier each year. Please be sure to plan on attending the spring training sessions being held in both Monroeville (for Western PA) and Valley Forge (for Eastern PA). Unfortunately, I will be unable to present a workshop at the spring training sessions as was originally planned. The agenda for the conference is "tight" and it was felt that a better place to present would be at the Fall conference being held at Seven Springs. We are also hoping to have more time to meet as a sector group to share ideas, problems, plans, etc.

Our Eastern region will be meeting at the end of March. Please feel free to contact me after that time if you wish to receive any materials distributed. The meeting is being hosted by Lisa Kendi of National City Bank with Cate McIntyre of PHEAA joining us as well. Please contact me if you wish to have any additional information on the date, time and location of the meeting. Anyone is welcome and we are always looking for new folks to join us.

Please feel free to contact should you have any information to share or need my assistance in any way. Take care and smile, Spring is coming.

PUBLIC TWO-YEAR SECTOR

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

Hello all! The spring meeting will be held April 26-27, 2001 at the Holiday Inn, Carlisle, PA. Please make your reservation early by calling 717-245-2400 and mention PASFAA when making your reservations. The block of rooms will only be held until April 17, so make your arrangements early.

Please forward any agenda items or your suggestions for a guest speaker to me as soon as possible. Also, please send me any personnel updates so I can have a complete sector listing to you at the meeting. Remember to send me any e-mail address changes so I can keep you all updated. Please do not hesitate to contact me if you need something from our entire sector. I am more than willing to assist you to spread the word, which is why I need updated email addresses. I hope to see you all in April.

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
John Southwood
Institutional Support
Services Sector
Representative*

PHEAA recently announced a new low-cost Stafford Loan Program for residents of Pennsylvania and out of state students attending Pennsylvania schools. *KeystoneBEST* is intended to be the replacement program for "Keystone Rewards". *KeystoneBEST* stands for Benefits Expanded for Student Tuition. Some *KeystoneBEST* borrowers will pay only a 1 point up-front fee (other programs normally charge 4 points).

How *KeystoneBEST* Works:

- Students save 1 point by using PHEAA as a guarantor.
- Students can save an additional 2 points by using *KeystoneBEST* lenders who offer a 1 point discount in addition to PHEAA/SLSC's 1 point discount.
- Participating lenders are notifying their clients as to the discount level they will be offering.

PELA News:

PELA has completed the delivered of the five \$1,000 scholarship checks to the schools who were the winners during the Fall PASFAA conference.

PELA's January meeting was again hosted by Allfirst Bank. Linda Romanak, Leah Brooks, Fay Blake and Nancy Hall certainly go out of their way to make PELA members welcome!

PELA will once again take an active part in the upcoming PASFAA Spring Training. Lisa Angell, Troy Boone, John McKenna, Sheila Checkoway, Judy McKenna and Jim Popovich are all working to put together the presentation. Attendees to the sessions will be eligible to win some great door prizes.

PELA will be holding elections for Vice-President, Treasurer and Member-at-large this year. Nominations for these positions will be taken at the next meeting to be held in April.

SSHE SECTOR

*Submitted by
Jim Zuzack
SSHE Sector
Representative*

It's hard to believe that another financial aid processing year has begun! Soon we'll all be listening to the phones ringing off the hook as we try to keep our heads above the stacks of verification documents covering our desks. Nice thought, huh?

Thank you to all who have helped PASFAA over the past year by volunteering their time and expertise. Please remember that aid administrators just like you run the Association, the training, etc. Think about volunteering in some way. PASFAA is always looking for new people to get involved.

The SSHE sector will hold its annual spring meeting at Toftrees Resort in State College, PA. The dates of the meeting will be April 25-27, 2001. Please contact me with any ideas for the meeting and let me know what agenda items and issues you would like to include for discussion. Contact me at 724-738-2219 or CG00351 or james.zuzack@sru.edu.

STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

I trust that everyone survived the snowy winter and is enjoying the taste of spring in the air. PASFAA Executive Council experienced Mother Nature's gift of snow at both its December and February meetings; but, most were able to arrive safely.

First, thank you to those of you who volunteered for the Hotline this year. Both weeks were well covered. A good number of others have become involved on other Association committees. I appreciate your willingness to serve.

The membership of our sector stands at 37 which is down a bit from last year's record level. I ask you to invite new members of your staff to join – perhaps at the Spring training or Don Raley Institute. In addition, please encourage former members to renew their membership. Perhaps they were not able to attend the conference and forgot to renew.

You probably have learned through other sources of the increases in the NETS scholarship and the new grant through PHEAA for recipients of the TANF program of the Department of Public Welfare. Many of the eligible students probably are attending one of our sector's institutions. With these opportunities and the increases in the Pell Grant awards, our students (and therefore, we) are being well served.

I appreciate those of you who have given me suggestions for consideration by the PASFAA Executive Council. At our planning retreat in November, we considered numerous improvements to our services and to the functioning of the Association. As details are fine tuned, we will report them to you in future newsletters and ask for your support. Please continue to communicate to me your ideas or questions. I welcome the opportunity to serve you.

BUSINESS, TRADE & TECHNICAL SECTOR

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

Hello fellow BT & T sector members! I look forward to serving our sector as the BT& T rep and invite any comments, concerns or questions to be sent to me at syoutz@thompsoninstitute.org. I travel among our three campuses so if you don't hear from me, assume I'm out of town. I check my voice mail more often than e-mail while out of the office.

Our BT & T workshops, held in five locations throughout PA in December, were attended by over 50 sector members. These workshops are held every other year in December. If you have a suggestion for 2002, please email it to me.

As we go forward under the new Return of Federal Funds regulations, be sure to evaluate your policies on attendance, how students complete the withdrawal process and internal procedures to ensure compliance at your location.

Take advantage of the training opportunities offered this spring!

PRIVATE SECTOR

*Submitted by
Ethel Desmarais
Private Sector
Representative*

Spring Greetings! As a follow-up to our private sector meeting at the fall conference, six financial aid volunteers plus myself met with the Association of Independent Colleges and Universities (AICUP) in Harrisburg on January 9, 2001. The meeting was advisory in nature, and served to assist AICUP members to better understand the pressure points facing private school financial aid officers. Thank you to Helen Nunn, William Burke, Judy Rile, Judith Carter, Walt Cathie, and Valerie Mockus for volunteering to participate and enabling us to provide viewpoints from schools east to west, large and small, religious-affiliated and non-religious affiliated.

Starting on February 4, 2001, the Philadelphia Inquirer published a series of five articles on the financial problems facing small private colleges. The series addressed such issues as discounting, merit aid and leveraging, which are topics many of us have had to come to grips with at our schools. If you are interested, you may want to check your campus libraries for back issues and/or the articles can be downloaded for a fee from the archives of the Philadelphia Inquirer website at www.philadelphiainquirer.com.

It's time to start thinking about electing a new private sector representative to PASFAA Council. What do you say? The responsibilities of the sector representatives are changing. The sector representatives now serve on the Membership Committee rather than the Professional Standards and Training Committee. The experience of being on PASFAA Council has been a wonderful one for me, and I encourage anyone who wants more information about the responsibilities of private sector representative to contact me at Ethel.M.Desmarais@widener.edu or 610-499-4194.

Back to spring packaging for me. Best wishes for a successful packaging season!

INSTITUTIONAL AT-LARGE SECTOR

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

The Membership and Elections Committee has been restructured and is now the Membership Committee. Our 'new' committee met prior to the February council meeting and discussed many ways in which we can serve the membership of PASFAA. Headed by PASFAA's Vice President, Ken Grugel, we discussed different methods of recognizing our membership and increasing its strength.

If you have ideas you would like to share with this committee or just have a question or need information about PASFAA, please contact me. I will be happy to present anything you need to either the committee or council as a whole. I can be reached at 717-780-2336 or by email at samccrea@hacc.edu.



FROM THE EDITOR'S DESK

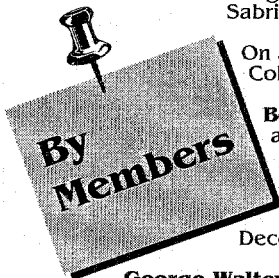
Change has always made me uneasy. Watching technology evolve and finding myself left behind in the dust trying to catch up gives me the willies. Raised on a black and white television, manual typewriter and 33 1/3's, I am just short of being overwhelmed by our umbilical connection to our desktop PC's and the ever increasing shift of our offices to a paperless environment. But I'm told that change is good. It allows us to see where we might be able to work smarter, not harder. It forces us to look at our surroundings with clearer vision and fresh ideas. The "we've always done it this way" attitude has no place in any organization that wants to improve and move forward.

As a participant in the 2000 PASFAA retreat, I was in the company of many of PASFAA's "movers and shakers" who are starting the wheels moving to change some of PASFAA's programs and policies. An article elsewhere in this issue details the results of those 2 1/2 days of brainstorming and discussion. Expanded opportunities for volunteerism, development of improved standards to ensure quality, enhanced training for tomorrow's leaders and a review and evaluation of the individual committees' functions and missions are some of the highlights of what came about. The PASFAA members who attended the retreat made suggested changes that will take PASFAA into its fourth decade and make the Association stronger and more necessary for those of us in the financial aid community. But, I'm still not throwing out my eight-track tape collection. You never know when eight tracks might be "in" again.

Joan L. Holleran

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA BULLETIN BOARD



Congratulations to **Wendy Dunlap**, Slippery Rock University, and her husband, Jim who had a baby girl, Sabrina Marie, on January 1. Weighing in at 8 lb. 6 oz, the New Year's baby joins big sister, Katy.

On January 26, **Michael Colohan**, Cabrini College, and his wife, Meg welcomed new arrival, Erin Donna Colohan to the family.

Betsy Stiles, Alvernia College, former Assistant Director, is interim Director of Financial Aid accepting the position vacated by Vali Heist. **Lora Myers** was promoted to the Assistant Director position at Alvernia.

Kimberly McCurdy, formerly at Widener University, has joined the staff of Mansfield University of PA as Assistant Director of Financial Aid. Kim also earned her masters degree at Widener in December.

George Walter, Villanova University, was promoted to Dean for Enrollment Management for Admission and Financial Aid. **Bonnie Behm** has advanced to the Director of Financial Aid position at Villanova.

Best wishes to **Mary Kay McCaughan**, Villanova University, who became engaged on Valentine's Day to Phil Klara.

Katherine Maxey is the new Coordinator of Student Loans at Millersville University.

Farewell to **Zack Kelley**, Gettysburg College, who is leaving to take a position at Syracuse University.

Ken Brown has returned to Elizabethtown College as Associate Director of Financial Aid. Ken and his wife, Lorena, have also recently purchased their first home in Hershey.

Ruth Brouse, formerly at Bucknell University, has been appointed as the Financial Aid Management Software Coordinator for PHEAA. She will serve as the Agency's liaison to schools who use Financial Aid Management Systems (FAMS).

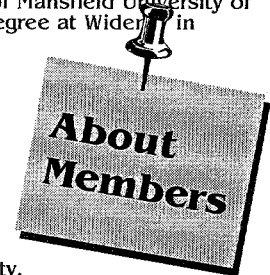
Thanks to PASFAA friends for their many get well wishes from **Joan Holleran**, Kutztown University, who is recuperating from hip replacement surgery.

Welcome to **Erin Ellis Fritz** who is the new Assistant Director of Financial Aid at Seton Hill College.

Best wishes to **Karen Squibb**, who recently retired from Saint Vincent College. Karen and her husband are spending the winter in Florida as they await the arrival of their first grandchild.

Congratulations to **Lynn Jakub**, Chatham College, on her recent engagement. Lynn and Gordon will be tying the knot on October 12, 2001. Wedding bells will also be ringing soon for Chatham's Assistant Director, **Monique Davis**, and her fiancé, Ahmed.

Judy Leedy, formerly at Thaddeus Stevens, accepted a position at PHEAA in State Grant and Special Programs. Judy oversees the scheduling, production, mailing and return of State Grant disbursement rosters and diskettes, and assists schools with annual reconciliation of their accounts with the Agency.





National Student Employment Week

April 1-7, 2001

Remember to recognize your student employees!

PASFAA Membership Statistics

Submitted by
Bonnie Lee Burke
Past President

PASFAA membership as of 2/19/2001 totals 623 members. A breakdown by sectors follows:

	<u>Regular</u>	<u>Associate</u>	<u>Life</u>
Private	214	14	0
SSHE	38	1	0
Business Trade & Technical	77	10	0
Two Year Public	38	2	0
State Related	38	0	0
Nursing	24	0	0
Institutional Support Services	0	157	0
Miscellaneous	0	3	7
Totals	429	187	7



Don't forget that the PASFAA membership is an individual membership, not an institutional membership. If you change positions, the membership stays with you so remember to update your information so you can continue to receive the Newsletter and be included on the PASFAA listserve. All changes should be reported to Bonnie Behm in writing at the Office of Financial Assistance, Villanova University, 800 Lancaster Ave., Villanova, PA 19085, via email at bonnie.behm@villanova.edu or via fax at 610-519-7599.

PASFAA Directory Addendum

<i>Name</i>	<i>Institution</i>	<i>City</i>	<i>State</i>	<i>Zip</i>	<i>Phone Number</i>	<i>MC</i>
<i>Title</i>	<i>Street</i>	<i>Email Address</i>			<i>Fax Number</i>	<i>TERM</i>
GARZILLO JOSEPH DIRECTOR OF SALES NORTHEA	EDUCATION ONE GROUP, INC B 3371 BRUNSWICK PIKE #302-196	LAWRENCEVILLE jgarzill@bank1ed1.com	NJ	08648	609 8880810 609 8880811	A
HUNTER HEIDI G PRESIDENT	HUNTER CONSULTING, INC. P.O. BOX 123	DONEGAL hunterfaheidi@1htc.net	PA	15628	724 5934900 724 5934904	A
KOSH JAMIE S ASST DIRECTOR FINANCIAL AID	PENN STATE - ALTOONA 3000 IVYSIDE PARK	ALTOONA jxk326@psu.edu	PA	16601	814 9495055 814 9495536	R
LEIBACH KEVIN FINANCIAL AID COUNSELOR	POINT PARK COLLEGE 210 WOOD ST	PITTSBURGH kleibach@ppc.edu	PA	15222	412 3923930 412 3924795	R
MELUSKY LISA FINANCIAL AID OFFICER	MCCANN SCHOOL OF BUSINESS 47 S. MAIN ST	MAHANOEY CITY lmm@mccannschool.com	PA	17948	570 7731820 570 7730483	R
PEARLMAN DAVID P DIRECTOR OF STUDENT AID	PENN STATE - ALTOONA 3000 IVYSIDE PARK	ALTOONA dpp1@psu.edu	PA	16601	814 9495055 814 9495536	R
STALEY KELLY J FINANCIAL AID OFFICER	POINT PARK COLLEGE 201 WOOD ST	PITTSBURGH kstaley@ppc.edu	PA	15222	412 3923930 412 3924795	R
TREADWELL SALLY G VICE PRES/CAMPUS RELATIONS	PNC BANK EDUCATION LOAN CE 333 E. LANCASTER AVE SUITE 3-	WYNNEWOOD sally.treadwell@pncbank.com	PA	19096	800 7621001 610 6492127	A



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

Activity Almanac

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| April 2001
April 4
April 11 | Spring Training Seminars
Holiday Inn, Monroeville
Hilton, Valley Forge |
| May 19-23, 2001 | EASFAA 2001 Conference, Baltimore, MD |
| June 11-15, 2001 | Don Raley Institute (New Aid Administrators), Dickinson College |
| June 13-15, 2001 | Intermediate Summer Institute, Dickinson College, Carlisle |
| July 22-25, 2001 | NASFAA 2001 Conference, Nashville, TN |
| October 21-24, 2001 | PASFAA 2001 Conference, Seven Springs |



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Financial Aid Office
Kutztown University
Kutztown, PA 19530

