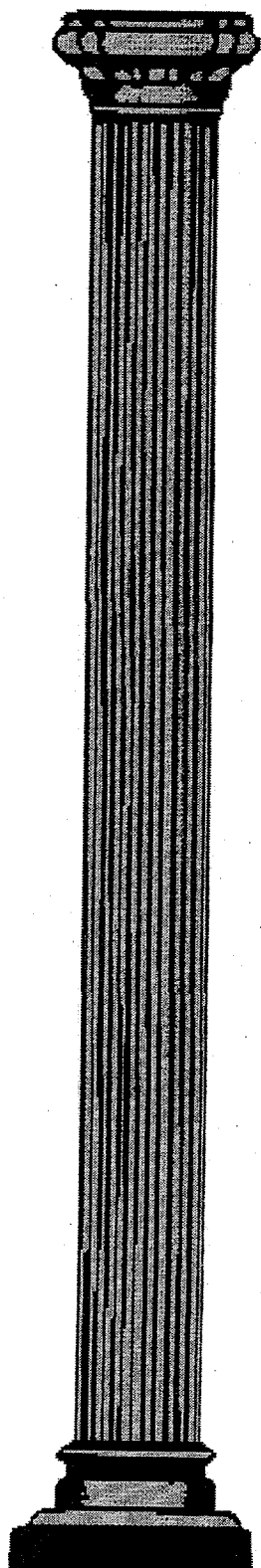


PASFAA

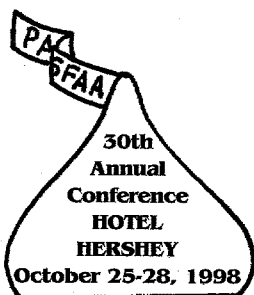
NEWSLETTER

Pennsylvania Association of Student Financial Aid Administrators

VOLUME XXXI / SUMMER 1998



**Volunteer for a PASFAA committee
or run for an elected office.**



FEATURES

- President's Letter
- Spring Training Wrap-Up
- Volunteer Form
- Call for Nominations
- PHEAA Launches Listserve
- Interest Capitalization Examined
- '98 Conference Preview
- PELA News
- Council Minutes
- Sector and Committee Reports

1997-98 PASFAA EXECUTIVE COUNCIL

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

Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 1997-98

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EDITORIAL BOARD

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

2. PUBLICATION SCHEDULE

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

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

3. IMPORTANT MESSAGE

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

PASFAA Potpourri

1. MOVING? CHANGING POSITION OR TITLE?

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

2. 1997-98 PASFAA COMMITTEES

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

3. MEMBERSHIP IN PASFAA

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

4. LETTERS TO THE EDITOR

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

5. PASFAA HOME PAGE

Visit our World Wide Web site at: <http://www.sru.edu/pasfaa/>
Webmaster, Mary Miller (724) 357-4737 mamiller@grove.lup.edu

LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues:

It's a jungle out there! I don't know any other way to describe what the packaging season has been like. Professionally, we are dealing with parents and students who possess far more information than ever as they negotiate for "the best deal" and personally, we find ourselves mentally exhausted at the end of the day. As we all keep up the good fight, let's all try to maintain the balance between what is in the best interest of our students vs. what is in the best interest of our institutions: It's a jungle out there!

Here we are in the summer issue of the newsletter, and it's already time to begin thinking about running for offices for the 1998-99 year. I am fortunate to be the President of an organization that never lacks volunteers. I am constantly reminded of how easy my job is because we have such a strong base of volunteers. It's just like anything else, if a lot of people are involved, no one person is doing all the work. I am proud to say that PASFAA is that type of organization. The volunteer form for the committees for 1998-99 is enclosed in this issue. Please think about volunteering your time to PASFAA. The rewards far outweigh the work. Call the people who have held the position you are considering, and find out about the time commitment and what it actually takes. Don't wait until someone asks you... you know who you are!

I am pleased to announce that we have received a number of volunteers for the SLSC Advisory Committee. We will officially notify people shortly, and the committee will begin its work in the fall of 1998. Thank you for your willingness to volunteer.

Reauthorization is still "in the works" and Fran McKeown and her committee have been on top of the issues and representing us well. She will continue to keep us informed as things develop. We are pleased to welcome Scott Miller, PHEAA's new Washington liaison, as he takes on the awesome job of helping to keep everyone informed on what's happening in Washington. We look forward to working with Scott.

We have a full agenda for the final council meeting of the 1997-98 year. This meeting will be held at Hidden Valley Resort, located in western PA, in order to "test" the site for a possible future conference in 2003. Recent additions and future building will allow our group to finally consider this site for our annual conference. Council will be approving the conference fee and the day rate for the 1998 annual conference to be held at The Hotel Hershey and approving the budget for the 1998-99 year.

Finally, I want to wish you all a wonderful summer. Don't forget to take time out of these next busy months to have a little fun in your offices, even if it's just going out for Rita's!

Sincerely,

Vali G. Heist
PASFAA President

Pennsylvania Financial Aid Training Program

Spring Training Scores a Home Run!

Submitted by
Ragan Watson
Training Committee



"Fans" arrive at the "ballpark."

Now that financial aid offices across the Commonwealth are gearing up for a fast-paced, often times grueling summer, I think it is time to heave a big sigh, and start tallying up the "score" from the Second Annual Spring Training sessions that were held this April in Pittsburgh and Philadelphia.

Approximately 300 financial aid officers participated in the workshops that were hosted this spring in the Sheraton at Station Square (Pittsburgh) and

the Adam's Mark (Philadelphia).

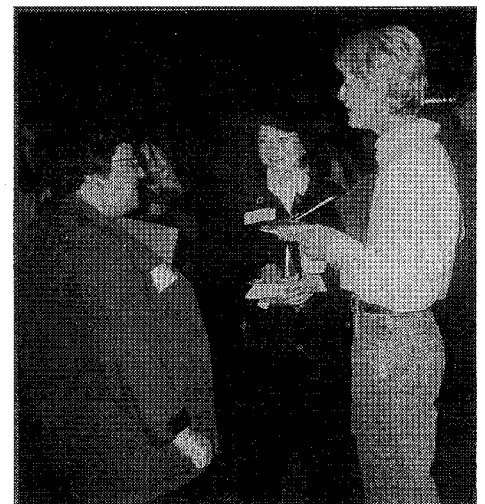
We were fortunate to have an outstanding group of "coaches" this year who were willing to share their expertise on a variety of pertinent topics including: Federal Electronic Processing Requirements, Middle Income Tax Relief Act, Enrollment Services Centers, PELA, Use of the PC and Web Tools in the Aid Office, PHEAA Staff and the National Student Loan Clearinghouse, etc.



I would like to take this opportunity to formally acknowledge those individuals who were willing to devote their time and energy to create these informative sessions: Linda Anderson, Lesa Angell, John Blake, Janice Contino, Charles Fazzi, Dana French, Greg Gearhart, Patty Hladio, Rick Irvin, Scott Kasper, Mary Beth Kelly, Donna Knauff, John Lockette, Ellen McGuire, Pat Schuster and Chris Zuzack.



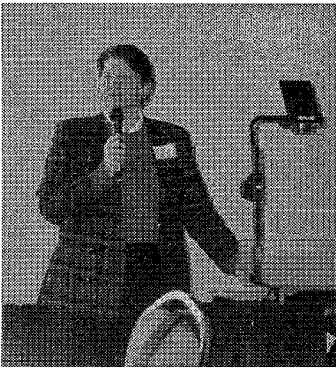
Spectators intently watched the "game" unfold.



Joetta, Sheila and Vall chat before the "first pitch."

I would also like to thank Ruth Cramer, Sally Ann McCrea and Mary Miller (without whom this year's spring training would have been "rained out") for all of their help and guidance in the preparation of this workshop series.





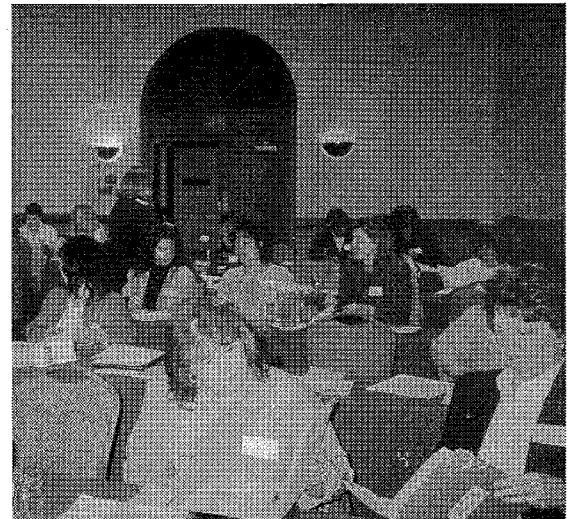
Mary Beth Kelly "steps up to the plate" with State Grant updates.

Appreciation is also due to the following individuals who assisted with registration at the two sites: Brandi Darr, Kelly Voigt and Vince Racculia.

My assignment to chair this year's Spring Training series was the first time that I had been so "intimately" involved with the actual design and implementation of a training event.

I have been a member of PASFAA for more than nine years, but I never before truly appreciated all of the

time and effort that the volunteers put into the training events, that are offered throughout the state at minimal cost to the membership, until I became involved with the Training Committee.



"Fans" wait for the "next inning of play."



I strongly urge all PASFAA members to take advantage of the opportunities that are offered to them to take a more active role within our fine organization.

And, to those of you who have and continue to be involved in PASFAA activities and leadership roles, "Wow! I really admire what you do!"

LVFAA Group Set to Meet

Submitted by
Marian Snyder
Allentown College of St. Francis de Sales



A group of hail and hardy financial aid professionals gather on a regular basis in the Lehigh Valley. They call themselves the Lehigh Valley Financial Aid Administrators. These meetings provide a great opportunity for financial aid folks to discuss new and old policies and procedures. We are a diverse group representing all types of institutions. We are private, public, 2-year, 4-year, for profit and non-profit. We try to meet at least four

times per year. In the past, we have discussed topics such as financial aid nights, CSS updates, NASFAA updates, tuition tax credits, financial aid manuals for minority recruiting, alternative loans, professional judgment, and much, much more.

We meet informally and sometimes invite a guest speaker, but mostly we discuss the issues and how we can better serve our families while adhering to federal guidelines. No matter what the issue, there is always someone in the group who has "been there, done that." We always come away from the meetings with new ideas and a good feeling of cohesiveness that comes from knowing we are not alone in the "trenches." The next meeting is scheduled for July 9 at 1:30 p.m. at Northampton County College, and everyone from the greater Lehigh Valley area is invited to attend. We eat, we drink, and we are always merry.

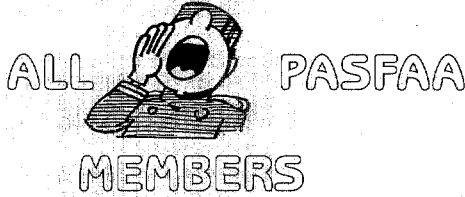
Call For Nominations

Submitted by
George Walter
Membership and Elections Chair

Nomination forms were recently mailed to all active members of the Association for the following positions which, according to the Association by-laws, are scheduled to be filled via election at the annual conference (October 25-28, 1998):

CALLING

President-Elect Secretary Sector Councilperson At-Large
Vice President Treasurer



In addition, a special election will be held for the following Sector Councilpersons:
Private (two and four year combined) Sector Councilperson
Business, Trade, and Technical Sector Councilperson
(Nomination forms were mailed only to members of these sectors.)

In order that prospective candidates are informed of the responsibilities of each position, job descriptions are listed below. Each member is asked to consider how he or she may serve the Association and to either nominate a colleague or allow their name to be placed into nomination.

President-Elect

The President-Elect shall assist the President and in all ways prepare for the Presidency. The President-Elect shall serve as Chairperson of the Professional Standards and Training Committee and shall nominate:

- A. an Active member to serve as Annual Conference Chairperson
- B. an Active member to serve as Finance and Development Chairperson
- C. an Active member to serve as Chairperson of the Training Committee

President

The President shall preside at all meetings of the Executive Council and of the Association, and perform such other duties as pertain to the office of President; shall be a member, ex officio, of all committees; shall be the Association's representative to the Eastern Association of Student Financial Aid Administrators (EASFAA); and shall submit an annual report to the Association.

Past-President

The immediate Past-President shall provide such assistance to the President as appropriate and shall serve as the Chairperson of the Membership and Elections Committee. In the absence or disability of the President, the immediate Past-President shall have all the powers and shall perform all of the duties of the President.

Vice President

The Vice President shall serve as Chairperson of the Legislation and Government Relations Committee and shall perform such other duties as are appropriate to the office.

Treasurer

The Treasurer shall be responsible for the fiscal records of the Association and of the Executive Council and perform such other duties appropriate to the Office as Executive Council may direct. The Treasurer shall be responsible for receiving and disbursing all monies of the Association under policies approved by the Executive Council and shall keep adequate and appropriate records of such receipts and disbursements. The Treasurer shall be ready whenever required to turn over to the Council all monies, accounts, record books, papers, vouchers, and other records pertaining to the office, and shall turn the same over to a successor when appropriate. The Treasurer shall submit an audited annual report to the Association.

Secretary

The Secretary shall assume the responsibility for coordinating the editing, publishing, and circulation of the Association's newsletter. The Secretary, or designee, shall notify the members of any regularly scheduled meetings at least two weeks prior to such meetings, and shall serve as Chairperson of the Public and Professional Information Committee. The Secretary shall be responsible for the recording of the minutes of the Executive Council and Association meetings.

Sector Representatives

Sector Councilpersons are to be nominated by and elected from, and are to represent their constituencies.

Councilperson-at-Large

The Councilperson-at-Large is to be nominated by and elected from, and to represent the active membership.

State Grant Advisory Committee Meeting

Submitted by
Vali G. Heist
PASFAA President

The State Grant Advisory Committee met on April 27, 1998 at PHEAA. Gary Smith and Mary Beth Kelly of PHEAA ran the meeting, and Vali Heist, George Walter and Bill Burke were in attendance to represent PASFAA. The meeting began with an update on the workforce development program. The gist of this program is to look into awarding grants to students in programs of at least one year in length but less than 2 years in length that would benefit the Commonwealth. After much research, funding cannot be made available at this time. The state grant budget for 1997-98 was reviewed, and the different funding scenarios for the 98-99 grant budget was discussed. The next meeting will be held in the fall.

1998 Financial Aid Hotline Statistics

Submitted by
Jean Walker
1998 Hotline Coordinator



Traditionally, the summer issue of the PASFAA Newsletter contains detailed statistics from the annual hotline. Not wanting to break with tradition, I have compiled the following data for review by the membership. If anyone requires additional information regarding the 1998 Hotline, please feel free to contact me at (724) 287-8711, ext. 243 or by e-mail at jwalker@bc3.cc.pa.us

	Number Of Calls Received By Date				Total Calls	Percentage
	Monday 1/26	Tuesday 1/27	Wednesday 1/28	Thursday 1/29		
Pittsburgh	75	46	72	53	246	41.5%
Harrisburg	62	44	32	41	179	30.2%
Wilmington	47	36	51	34	168	28.3%
TOTAL	184	126	155	128	593	
Live Internet Chat Room						
Harrisburg	5	5	2	8	20	
Type of Caller						
Parent					416	70.2%
Student					155	26.1%
Other					22	3.7%
TOTAL					593	
Caller's Location in PA by Zip Code						
Southwest 15000-15999					169	28.5%
Northwest 16000-16999					112	18.9%
Central 17000-17999					97	16.4%
Northeast 18000-18999					72	12.1%
Southeast 19000-19999					121	20.4%
Other					22	3.7%
TOTAL					593	
How Callers Heard about the Hotline						
Radio					53	8.9%
TV					58	9.8%
Newspaper					299	50.4%
High School					84	14.2%
PHEAA					13	2.2%
Other					86	14.5%
TOTAL					593	
Type of Inquiry						
Application Process					257	43.3%
What Aid is Available					105	17.7%
Loans					69	11.6%
Dependency					14	2.4%
Other					148	26.0%
TOTAL					593	

Lender/School FFELP Advisory Committee Meeting

Submitted by
Vali Heist
PASFAA President



The Lender/School FFELP Advisory Committee held a meeting on May 7, 1998 at PHEAA. Representatives from PASFAA were Vali Heist, Bill Burke and George Walter. The meeting covered a variety of issues. Scott Miller, the new Washington liaison at PHEAA, (replacing Kathleen Smith) gave an update on Reauthorization progress in the House and the Senate. We are fortunate to have access to such an informed contact in Washington. Scott offered his assistance to PASFAA in any way he could help us. Greg Rittle gave an update on the new guaranty system development highlights. The new system will be menu driven, have enhance search capabilities and have user preference functions. Greg said that loan staff tried not to change the screens too much so there won't be a huge learning curve. Bob Shedd provided information on the loan data that will soon be available to

students on-line through the PHEAA website. About 20 different pieces of data will be available to students to start. He also talked about the DUNS number and it's use in the future. Information on the progress of the Year 2000 issue and the List Service provided by PHEAA was discussed by Vince Racculia. If you are interested in signing up for the List Service, call Vince at PHEAA. Vince also set a target date of July 1 to have entrance counseling available over the internet through PHEAA's website. Mike Kelliher wrapped up the day by presenting the progress on the Common Claim Initiative. The next meeting will be held in the fall.

PS&T Presents Opportunity and Service

Submitted by
Bill Burke

Professional Standards & Training Committee Chair

PASFAA's Professional Standards and Training (PS&T) Committee held two meetings since the last newsletter issue. Both meetings dealt primarily with two topics: **Opportunity** and **Service**. You will find much of this issue of the newsletter devoted to these two topics. You might say that these two words are among the most important words in the official PASFAA dictionary.



In early May, a virtual rest stage for most of us (yeah, right), PS&T mailed to each PASFAA member a FASTBACK Membership and Training Assessment Survey. This important survey provides you the **Opportunity** to let PS&T, the Pennsylvania Training Program, the Conference Planning Committee and the Technology Committee know what types of training and services are important to you for the next academic year. If you did not have the opportunity to FASTBACK the survey yet, you can still download a copy by visiting the PASFAA Homepage or connecting directly at: <http://www.scu.edu/pasfaa/survey.htm> and mail or fax the completed survey to Doug Vore so that your needs are recognized and recorded.

In this issue of the newsletter you have another **Opportunity** to volunteer your **Service** by completing the enclosed Volunteer Form and returning it to me. Please take time to review the brief job descriptions of the listed committees. If you have any questions, contact the responsible chairperson. The PS&T Committee will forward volunteers' names to the responsible chairperson of every committee checked on the survey for consideration of **Service** to the membership.

The PS&T Committee is also diligently working on plans for the fall series of the joint PHEAA and PASFAA Guidance Counselor Workshops. Here lies yet another **Opportunity** for you to provide **Service** to PASFAA as well as the guidance community. In August, PS&T will send out a listing of each planned workshop site and seek both presenters for each site and registrars for the larger sites. The committee is counting on the loyal veteran presenters, but we are also eager to solicit new volunteers, especially in the outlying sites where presenters have to be brought from outside of the area to assist the PHEAA Regional Director. If you have confidence in your ability to do a high school financial aid presentation, the Guidance Counselor Workshop is your **Opportunity** to provide an even greater **Service**.

The PS&T Committee also had an **Opportunity** to coordinate the recognition of 17 years of **Service** by Don Raley to the Summer Institutes held at Dickinson College. A special dinner was held the Sunday prior to the beginning of this year's Summer Institute in June to honor Don's many contributions to the program, while he served as Director of Financial Aid at Dickinson College. A special article on the dinner will be in the next issue of the newsletter.

On a final note, I would like to thank one of our committee members, Rob Reddy, for his **Service** to PASFAA. Rob is leaving his position at Point Park College to accept a position in Kansas. Best wishes from all of the PS&T members.

I think PS&T's message on **Opportunity** and **Service** should now be clear. Now act on it. And remember, our PS&T motto is- PASFAA's Profession is Our Mission.

PASFAA Members Visit the "Hill" at Easfaa

Submitted by
Fran McKeown
Government Relations Committee Chair



I recently attended the EASFAA Conference, which was held in Washington, D.C. During the conference, there was an opportunity to meet with our Congressional Representatives. EASFAA offered a pre-conference session entitled, "Preparing For Your Visit To The Hill." Kathleen Smith, Director of Government Affairs of the Education Finance Council and Larry Zaglaniczny, Associate Director of Government Affairs for NASFAA, were the presenters for this session. Besides updating us on current issues, the presenters provided us with tips on communicating with members of Congress. On May 19, seven PASFAA members visited Capitol Hill and met with representatives from Congressman Goodling's, Congressman Borski's and Senator Rick Santorum's offices. We also met with Congressman Phil English.

During these meetings, PASFAA members discussed issues regarding Reauthorization, the Taxpayer Relief Act of 1997 and the interest rate change scheduled to take effect July 1, 1998. This was a great opportunity for PASFAA members to have their voices heard. Thanks to the PASFAA members who took time during the EASFAA conference to make the trip to the "Hill."

Bloomsburg University Wins Award For Financial Aid Administrators

Submitted by
Tony Olivero
Sallie Mae

Sallie Mae Education Institute, a separate non-profit entity supported by Sallie Mae Inc., has named Bloomsburg University, Bloomsburg, PA., one of 10 winners in its Awards Program for Financial Aid Administrators. The university will receive \$5,000 to support need-based grants and financial aid training in recognition of an innovative program that improves financial aid services to students. Such initiatives as debt counseling, job placement and student financial aid information programs comply with application guidelines.

"The Institute's award program was established to help colleges and universities develop creative solutions that enhance student services. We are proud of Bloomsburg University's efforts, and commend the school's financial aid administrators for their commitment to their students," said John Reeves, president of Sallie Mae Education Institute.

Among the school's that received awards, Bloomsburg University was chosen for its "SOLVE" program (Students Organized to Learn through Volunteerism and Employment), which provides both employment and community service opportunities for interested students. Opportunities include programs that help the mentally ill, the elderly, children with special needs and abused women. SOLVE strives to promote community service by providing student employment, volunteer service opportunities, and academic integration of service-learning.

Each winning school must divide their award so that 75 percent of the \$5,000 is used for need-based grants or to pay down education loans for deserving students. The remaining 25 percent must be used to fund financial aid training or to improve debt counseling programs. The Institute also distributed five \$1,000 honorable mention awards.

More information about the Sallie Mae Education Institute Award for Financial Aid Administrators and abstracts of the winning applications can be found on the Institute's Web site, www.salliemaeinstitute.org or by writing to: FAA Award Program, Sallie Mae, 11600 Sallie Mae Drive, #9282, Reston Va., 20193.



Bloomsburg University personnel accepting award from Sallie Mae: (L to R) Jessica Kozloff, President of BU; Tony Olivero, Sallie Mae; Jean Downing, Coordinator of SOLVE; Tom Lyons, Director of Financial Aid

Internet Group Discussion List Established

Submitted by
P. Vincent Racculla
Technology Committee



In our continuing effort to inform the PASFAA membership of technology upgrades, the PASFAA Technology Committee is pleased to submit the following article on the development of a group discussion list for the financial aid community.

A new group discussion list specifically for Pennsylvania financial aid administrators and others involved in student financial aid has been developed by the Pennsylvania Higher Education Assistance Agency (PHEAA). The purpose of this list is to provide a forum for the exchange of information and discussions on issues regarding student aid programs, PHEAA specific programs, products and services relating to systems automation and technology and other financial aid-related concerns expressed by subscribers.

To participate schools must have an electronic mail (e-mail) package (PHEAA's MSG System qualifies as an e-mail package) that can send and receive messages through the Internet. To subscribe send an e-mail message to majordomo@pheaa.org. In the body of the message, enter the command: SUBSCRIBE SCHOOL-SERVICES. You will receive an e-mail message acknowledging your request. When your subscription is approved, you will receive a welcome message.

To send an Internet message using MSG, use the following procedure:

1. Type INTERNET in the "TO": field.
2. Subject: a subject is optional.
3. Type the known e-mail address directly under the subject field (the first line of the body of the message). To subscribe, use the Internet address: majordomo@pheaa.org.

On the second line of the body of the message type the command: SUBSCRIBE SCHOOL SERVICES.

To post a message to the list, send it to the e-mail address: school-services@pheaa.org. There is help available by sending an e-mail message to majordomo@pheaa.org and in the body of the message type HELP. Do not put commands such as SUBSCRIBE or HELP in the subject line of your message. Majordomo does not process commands in the subject line.

If you want to use MSG to access the list, you must complete a form called "REQUEST LOCATION TO ROUTE PHEAA MESSAGES". If you have not already completed this form, please contact PHEAA's MIS Security Area at (717) 720-3680.

The Agency hopes that school aid administrators will find this list service a useful tool in the administration of student financial aid.

Pennsylvania Financial Aid

Training Program

Submitted by
Sally Ann McCrea
Training Committee Co-Chair

Teleconference and Summer Institute End Training Year



Last minute preparations before the teleconference begins.

The 1998 Teleconference: Cash Management-One Year Later, was held March 13, 1998 and broadcast from the WITF Studios in Harrisburg to 19 sites (including 2 in West Virginia and 1 in Delaware) and 18 downlinks. Pre-registrations were received for 526 individuals. We are grateful to the crew of WITF, PHEAA Staff and our PASFAA colleagues for the success of this presentation. Special thanks to Vince Racculia, PHEAA, and John Pergolin, Saint Joseph's University, for co-chairing this committee and to panelists: George Walters, Villanova; Mary Miller, Slippery Rock University; Ralph Hosterman, PSU; Vicki Lewis, PHEAA; Tom Lustig, PNC; and Rick Irvin, PHEAA.

June 15-19, brought the 1997-98 training year to an end with the presentation of the Summer Institute for New Financial Aid

Administrators held at Dickinson College. This week long training program is held for financial aid administrators with two years or less experience. Special thanks to Leanne Yunetz, University of Pittsburgh at Johnstown, for chairing the New Institute Committee. Thank you, also, to our 1998 faculty: Bill Hoyt, Consolidated School of Business; Rob Reddy, Point Park College; and Ellen Stein, South Philadelphia Beauty Academy.

With the end of the 1997-98 training year comes the beginning of the 1998-99 year. The Pennsylvania Financial Aid Training Program Committee met on May 14, 1998 to organize and finalize the 1998-99 calendar. If you have thoughts or suggestions you would like to share with the committee or would like to volunteer to help with a training program as a committee or faculty member, please contact any of the following training committee members: Karen Bloom, Mansfield University; Joetta Bradica, PSU-Berks; Henry Chance, King's College; Brandi Darr, Triangle Tech; Robert Latta, Westminster College; Sally Ann McCrea, HACC; Kerry Paoletta, National City Bank of PA; John Pergolin, Saint Joseph's University; Vince Racculia, PHEAA; Judith Rile, Albright College; Ragan Watson, Clarion University; Sherry Youtz, Thompson Learning Corporation, or Leann Yunetz, University of Pittsburgh at Johnstown.



The teleconference panel (L to R): George Walters, Villanova; Mary Miller, Slippery Rock; Vicki Lewis, PHEAA; Ralph Hosterman, Penn State; Tom Lustig, PNC; Rick Irvin, PHEAA

Circle your calendars now for the first event in the 1998-99 Training Year Calendar:

1998 Fall Fundamentals Workshop, October 24 & 25, 1998, Hotel Hershey

This session provides an overview of the financial aid programs at a basic level for new financial aid administrators and staff. Two half-day sessions are presented prior to the PASFAA Conference to help participants

Teleconference (cont.)

better understand and relate to the conference topics being offered. Patty Hladio, Chatham College, and Dwight Horsey, Millersville University, two experienced Financial Aid Administrators, will serve as faculty for this program.

The Pennsylvania Financial Aid Training Program Committee wishes to express its sincere appreciation and to say "THANK YOU" to all of the following PASFAA, PHEAA, and PELA Colleagues who have supported and contributed to the success of all of our training presentations held in the 1997-1998 training year:

Patty Hladio	Linda Malchano	Ellen Stein	Ruth Cramer
Kathy Ruby	Sherry Youtz	Chris Zuzack	Dana French
Dwight Horsey	Michael Burke	Donna Knauf	Charles Fazzi
Janice Hetrick	Ralph Hosterman	Greg Gerhart	Diana Miller
Bill Burke	Rick Irvin	John Lockette	Tina Reinoehl
Cynthia Farrell	Tom Lustig	Scott Casper	Lenny Atkins
Cindy Haney	Judith Rile	John Blake	Karen Alderton
Vali Heist	George Walter	Mary Beth Kelly	Sarah Brooker
Mary Miller	Ken Grugel	Linda Anderson	Nora Downey
Georgia Prell	Bill Hoyt	Ron Dawson	Marylou Heinrich
Rick Sparks	Sandra Malone	Kelly Voight	Lucretia Hill
Janet Weiss	Mary Kay McCaughan	Vince Racculia	Kathleen Stein
Chip Woodward	Donald Raley	Lisa Angel	Colleen Witz
Judy Leedy	Elizabeth Rihl	Pat Schuster	

Interest Capitalization: What a Difference a Few Small Payments Can Make

Submitted by
Sally Whiteman
Editorial Board

Most financial aid professionals know that there is a cost associated with capping interest. But you may not know just how much it can cost.

For those of you who are unaware, capitalized interest is interest that has accrued on a loan and has been added to the principal balance. This means it becomes principal. So the next time interest accrues on the loan, it will be higher, because the balance is now higher. And so it goes... Borrowers may wind up paying interest on interest if they are not careful.

Lenders are allowed to cap interest as often as quarterly on FFEL Program loans, but fortunately, few do. Many of those who do not cap once at repayment cap annually. Recent experience has taught me that a few claim to cap as often as monthly, which is in violation of the regulations governing this practice.

USA Group's web site offers assistance with some quick calculations, and the information is eye-opening. Following are the results for a freshman entering school for the 1998-99 academic year. Assume he or she will borrow the full amount each year in an unsubsidized Stafford loan at an 8.25% interest rate. You can see with annual capitalization what a difference exists between the two estimates.



	Accrued Capitalized Interest	Interest Paid While Accrues
Total amount borrowed	\$17,125.00	\$17,125.00
Total accrued interest to be capped	\$3,252.32	N/A
Principal balance at start of repayment	\$20,377.31	\$17,125.00
Monthly repayment	\$249.93	\$210.04
Payback period	120 months	120 months
Total payments	\$29,991.60	\$25,204.80
Total interest paid during repayment period	\$9,614.29	\$8,079.80

Another thing to watch is interest capping on alternative loans. Here the balances can run higher, and more lenders cap interest on an annual basis than perhaps do in the Title IV programs. So shop your lenders and find out what their interest capping policies are. You may just learn a thing or two, and wind up being a much more effective advocate for your students.

TIPS II (Technical Info for the Puzzled and Stupefied)

Submitted by
Dan Wray
Technology Committee

Also Known As....

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

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



GENERAL

- Keep paragraphs and messages short and to the point.
- Include pertinent subject titles with messages, so users can locate messages quickly.
- Include your "Signature" at the bottom of messages. The signature should include at a minimum your name, position, affiliation, and Internet address, but should not exceed four lines.
- Capitalize words only to highlight an important point or to distinguish a title or heading. *Asterisks* around a word can also be used to make a stronger point. Capitalizing whole words that are not titles is generally termed SHOUTING.
- Be professional and careful in what you say about others. E-mail is easily forwarded.
- Cite all quotes, references, and sources, and respect copyright and license agreements.
- Never forward personal e-mail to mailing lists without the original author's permission.
- Be careful when using sarcasm and humor. Without face-to-face communications, sarcasm and humor can easily be interpreted in a negative way.

LISTSERVES

- When you join a list, monitor the messages for a few days to get a feel for what questions are asked, what questions seem to be off-limits, etc. This is called "lurking". When you feel comfortable with the group, then start posting.
- See if the list has a "FAQ" (Frequently Asked Questions) resource. Veteran members get annoyed when they see the same questions being asked repeatedly.
- Follow any and all guidelines established by the list's owner/postmaster.
- Keep in mind that many lists have members from all over the world. Don't assume that everyone will understand references to TV shows, movies, pop culture, etc.
- Use discretion when forwarding a long message to group addresses or distribution lists. It is preferable to reference the source of a document and provide instructions on how to access or obtain a copy. If you must post a long message, warn the readers with a statement at the top of the message: WARNING - LONG MESSAGE.
- When posting a question to a discussion group, request that responses be mailed to you personally. Post a summary of the responses to the list (only listing the identities of the respondents with their permission, of course).
- When responding directly to a person, ensure that your message is truly addressed to that person and not to the listserve! There are many cases where people have thought they were sending a "private" message, only to find that thousands of people worldwide saw it!

In the next issue of the Newsletter, we will dive into some Internet terminology, like "Archie", "Backbone", "Browser", "Java", "TCP/IP", and the like. Be sure to check it out!

Another thing to look for: The Handbook has a really nifty (and detailed) history of the Internet, dating back to its beginning in the 1960's. It is very interesting reading.

By the way, as you are scanning your computer for viruses (and we all do this on a regular basis, right?), be sure to be on the look-out for these new computer Viruses:

OPRAH WINFREY VIRUS - Your 1.25 GB hard drive suddenly shrinks to 250 MB, then slowly expands back to 1.25 GB.

AT&T VIRUS - Every three minutes, your computer tells you what great service you're getting.

MCI VIRUS - Every three minutes, it tells you you're paying too much for the AT&T virus.

PAUL REVERE VIRUS - This revolutionary virus does not horse around. It warns you of impending hard drive attack: once if by LAN and twice if by C: >

POLITICALLY CORRECT VIRUS - Never calls itself a "virus"; rather, it claims to be "an electronic microorganism."

MARIO CUOMO VIRUS - It would be a great virus, but it refuses to run.

ARNOLD SCHWARZENEGGER VIRUS - Terminates everything in its path. If it ever leaves, it will be back.

GOVERNMENT ECONOMIST VIRUS - Nothing works, but all of your diagnostic software says everything is fine.

FEDERAL BUREAUCRAT VIRUS - Divides your hard disk into hundreds of little units, each of which does practically nothing, but all of which claim to be the most important part of your computer.

GALLUP VIRUS - Sixty percent of the computers infected will lose 38 percent of their data 14 percent of the time (plus or minus a three percent margin of error).

TEXAS VIRUS - Makes sure it is bigger than any other file.

ADAM AND EVE VIRUS - Takes a couple of bytes out of your Apple.

CONGRESSIONAL VIRUS - The computer locks up and the screen splits erratically, with a message appearing on each half blaming the other side for the problem. Fortunately, this virus takes frequent, long recesses.

AIRLINE VIRUS - You are in Dallas; your data is in Singapore.

OEDIPUS VIRUS - Your computer becomes obsessed with the notion of merging with its own motherboard.

PBS VIRUS - Every few minutes, your computer stops its activity to ask for money.

ELVIS VIRUS - Your computer runs well for a while, then grows larger, gets slower and self-destructs, only to resurface at shopping malls and service stations across rural America.

OLLIE NORTH VIRUS - Causes your printer to begin shredding documents.

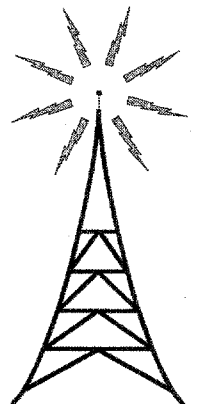
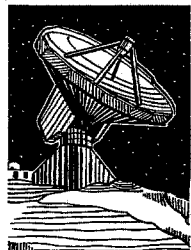
NIKE VIRUS - Just does it.

SEARS VIRUS - Your data won't appear unless you buy new cables, power supply, and a set of shocks.

CONGRESSIONAL VIRUS #2 - Runs every program on the hard drive simultaneously, but doesn't let the user accomplish anything.

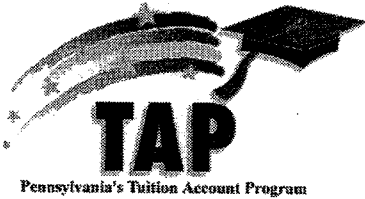
KEVORKIAN VIRUS - If your computer ever becomes damaged, this virus will help it shut down as an act of mercy.

HEALTHCARE VIRUS - Tests your system for one day, finds nothing wrong, then sends you a bill for \$4,500.



Tuition Account Program Dollars Arrive at Schools

Submitted by
Elizabeth McCloud
Editorial Board



If your office has not yet processed aid for a student who is paying part of his or her bill through the Pennsylvania Tuition Account Program (TAP), chances are good that you soon will be! The TAP Bureau estimates that up to 1,100 new students will have TAP tuition credits available to use for the 1998-99 academic year. Since the credits must be used either as a cost reduction or as a financial aid resource, financial aid administrators must be aware of how the program works.

In May, the account holder (usually a parent or relative) for each newly eligible account beneficiary (student) was sent a matriculation package. For the fall semester of 1998, this package was due back at the TAP Bureau by May 29. The package is used to notify the TAP Bureau if the student is going to start college this fall, which institution the student plans to attend in the fall, and whether or not the student plans to use TAP credits to help pay the fall bill.

After receiving this school designation information, the TAP Bureau sends parents a tuition payment authorization form that includes a TAP credit availability schedule calculated at the tuition level for the institution the student wants to attend. This mailing is sent in July. The parent uses the payment authorization form to instruct the TAP Bureau of the amount the parent wishes to use for the next semester's bill. Parents are asked to return a copy of the fall semester tuition invoice total along with the payment authorization form. Also in the July mailing is a certified statement of account which parents are instructed to forward to the college business office and financial aid office to notify the school of funding the student will receive for the following semester.

In late July or early August, institutions receive a roster from the TAP Bureau listing each of the students planning to use TAP credits at that institution and the amount that each student is using. The roster will be accompanied by one check, payable directly to the institution, for the total amount listed on the roster.

Redemption of TAP credits for educational expense is exempt from Pennsylvania state and local taxes. Students will have to pay federal taxes in the tax year in which the tuition payment is made. They will owe taxes on the difference between the initial cost of the TAP credits and the amount TAP actually pays as tuition for the student.



PA Tuition Account Program Changes

Submitted by
Jean Walker
Financial Aid Awareness
Committee Co-Chair

Some of you may be dealing with the Tuition Account Program (TAP) first hand since this past fall marked the first time students were able to "tap" into their accounts and pay for college courses with TAP tuition credits. Some important changes have recently been made to the program that are worth reiterating.



More people will be able to qualify sooner for the program. State treasurer Barbara Hafer announced that families would have to wait just one year to use the tuition credits they pre-purchase through the Tuition Account Program. Until the change was announced, they have had to wait four years. Now that the waiting period has been shortened, families who use higher-risk investments to save for their children's college tuition will be able to move money into a safe, guaranteed TAP account as their children get closer to college age.

Another recent change in the program concerns the enrollment fee. The fee has been reduced from \$65 to \$50. The TAP program, which began in 1993, ended the first quarter of 1998 with 20,522 participants and a total fund value of \$113.4 million.

The director of TAP is Kathleen McGrath. Questions about TAP can be directed to (800) 440-4000 Monday through Friday from 8:00 to 4:30 or by e-mail at rgentzel@tre.state.pa.us.

PASFAA Executive Council

February 2, 1998

PHEAA, Harrisburg, PA

*Submitted by
Bonnie Lee Behm
PASFAA Secretary*

Members present: Vali Heist, Bonnie Lee Behm, Fran McKeown, Mike Bertonaschi, Dan Wray, George Walter, Gary Means, Dana Parker, George Gerhart, Rob Reddy, Ruth Cramer.

Members absent: Linda Malchano, Bill Burke, Doug Vore.

- I. Call to Order – Vali Heist
 - A. The meeting was called to order at 9:15 am. Vali reminded Council that the June meeting would be held on June 8, 1998 not June 1, 1998.
- II. Secretary's Report – Bonnie Lee Behm
 - A. Approval of Minutes
 1. George Walter made a motion to accept the minutes; Ruth Cramer seconded the motion. Minutes approved.
- III. Committee Reports
 - A. Conference 1998 - Vali Heist for Michael Burke
 1. The next Conference Committee meeting is scheduled for February 22 and 23, 1998.
 - B. Membership and Elections – George Walter
 1. A report was circulated to Council.
 2. The membership information for 1997-98 was entered onto the database by December, 1997 and the membership directory was sent to the printers on January 23, 1998.
 3. This year the sector representation could not be put into the Directory.
 4. George made a motion for Julie Salem and Mary Kay McCaughan to serve on the Membership and Elections Committee. Michael Bertonaschi seconded the motion. Vote taken and motion carried.
 5. Dan Wray asked if any work was done on the graduate sector issue. Joe Cassy, Jim Iannuzzi and Susan Lazzaro will be contacted by George regarding this issue.
 6. Numerous Council positions will be up for election this year. Specific information will be in the Newsletter.
 - C. Professional Standards and Training – Michael Bertonaschi for Bill Burke
 1. A question arose as to why the ISS representative, who is a non-voting member of PASFAA, is a voting member of Council.
 2. Where to place consultants in the membership remains an issue. Do institutions and/or their students miss out if the consultant is not permitted access to the proper training? What are PHEAA's concerns about allowing or not allowing consultants into training programs? If PHEAA is sponsoring a program in conjunction with our association, are the consultants still allowed to attend? Vali felt that if we are in cooperation with PHEAA, then they should be allowed because they are a PASFAA member, and our services to membership include training. The sense of Council was that we should allow associate members to attend training if PASFAA is involved in anyway.
 3. Non-members can attend training but there is a separate rate established for their attendance.
 4. Should we come up with a litmus test to determine consultants' eligibility for regular membership? Who would be responsible for this gatekeeping?
 5. It was the sense of Council that the training committee should be alerted that regardless of the level of the membership, the fact that the person is a member is enough to permit entry into a PASFAA-sponsored training program.
 6. Vali will discuss the issue with Vince Racculia regarding PHEAA's position on events that are co-sponsored by PASFAA and PHEAA.
 - D. Guidance Counselor Workshops – Mike Bertonaschi for Bill Burke
 1. Based on an initial review of the evaluations, it appears that the workshops need to be revised again. Last year Vali met with Tom O'Donnell and Dan Johnston regarding the syllabus. They jointly revised the notes and put the presentation on a PowerPoint presentation. Couldn't we produce a "notebook" type of document that the counselors can take back and use as a reference tool?
 2. Do we need to return to having a basic session even though most attendees were "veteran" counselors?
 3. George Walter mentioned that a few years ago some counselors were brought in to assist with the format of the program. Perhaps we should consider bringing them in again to assist with planning. This could help to achieve our goals of working more closely with PASSCAC.
 4. Is it time to totally revamp the program? If so, PS&T is welcome to take on this task.
 - E. Government Relations – Fran McKeown
 1. Kathy Ruby resigned from the Government Relations Committee due to her recent move.
 2. Fran made a motion to have Judy Rile serve on the committee to replace Rich McCracken. Michael Bertonaschi seconded the motion. Vote taken and motion approved.
 3. Fran spoke to Kathleen Smith of the Education Finance Council about the loan interest rates and Reauthorization. Fran submitted PASFAA's suggestions regarding the 1999-2000 FAFSA design.
 - F. Training – SallyAnn McCrea
 1. Michael Bertonaschi asked if we are including sector meetings at Spring Training? Vali asked Michael to talk to SallyAnn McCrea to see if this can be arranged. If it can be arranged, Vali suggested that we hold the meetings during and not at the end of the program.
 - G. Public and Professional Information – Bonnie Lee Behm
 1. A motion was made by Bonnie Lee Behm to include Dana French as a member of the Editorial Board. Gary Means seconded the motion. Vote taken, motion carried.
 2. Joan Holleran was approached by PELA to include PELA's "Guide to Borrowing" in the next issue of the Newsletter. She

asked for Council's feeling on the issue and whether or not she should charge for this addition. It was the sense of Council that this is a valuable piece to present to the membership and we would welcome the insert. It was also felt that unless the piece substantially added to the cost of the mailing we should not charge.

H. Finance and Development – Ruth Cramer

1. Bill Burke should coordinate with Robin Szitas regarding a contact to be made to each Committee Chair to prepare the budget for next year.

I. Technology – Dan Wray

1. The next meeting is scheduled for February 9, 1998.

J. Financial Aid Awareness – Michael Bertonaschi for Jean Walker

1. A total of 595 calls were received by the Hotline.
2. The chat room was interesting despite the low number of questions received.
3. We need to remember that future plans for the Hotline need to include the use of technology as much as possible.
4. Jean Walker and her committee should be commended on their efforts in reinstating the Hotline in such a short time.

IV. Treasurer's Report – Ruth Cramer

1. Ruth distributed four reports for Council's review.
2. Vali pointed out that the extra expense for the Guidance Counselor Workshop was for the college financial aid deadline list.
3. Ruth contacted our auditors about the Financial Reports she distributed at the last meeting. There was no balance sheet because we now account for funds on a cash basis not an accrual basis, and there is no cause for a balance sheet with this change.
4. There was a previous question about the third paragraph of the cover letter of the Financial Report. Ruth questioned the auditors about the statement, and they responded that the paragraph is standard.
5. Ruth did investigate the difference between various services our auditor could offer. The three levels are:
 - a. Bottom level – year end compilation
 - b. Review – Standard footnotes, disclosure and more analytical review
 - c. Full Audit – Independent verification of procedures
6. The cost of our current service is between \$1,200 - \$1,500.
7. Does Council feel we need a full audit? The sense of Council was that we wanted Ruth to investigate what other states do.
8. Mike Bertonaschi made a motion to approve the Treasurer's Report with corrections as noted on the December 31, 1997 report. Rob Reddy seconded the motion. Vote taken and motion passed.

V. Updates

A. EASFAA – George Walter

1. The EASFAA conference is scheduled for May 17 – 20, 1998 in Washington, D.C. The conference chair is Betty Davis.
2. EASFAA will be looking for a two-year PASFAA representative to serve on EASFAA to begin with the 1999-2000 year. We have to report to EASFAA in the summer of 1999 with the name of someone to take on the two-year commitment. George commented that the actual work commitment is minimal compared to the already demanding time commitment for the President.
 - a. Should this position be incorporated into the Representative At-Large position? Further discussion needs to take place on this issue so the issue was tabled until next meeting.
3. George is not able to attend EASFAA this year, so he has asked if Fran could attend in his place.

B. NASFAA – Vali Heist

1. Information on the conference site is out. The focus of the conference will be diversity.

C. Sector Reports

1. SSHE – Dana Parker
 - a. The sector is meeting on February 4, 1998 at PHEAA.
 - b. The sector is participating in NACUBO's benchmarking project and this project is the focus of this meeting.
2. State Related – George Gerhart
 - a. George continues to try to get his sector involved in PASFAA.
3. Private – Rob Reddy
 - a. The response for the December meeting was low so the meeting was cancelled.
 - b. Rob was concerned about what could be done to unite the sector.

D. PELA Update – Dan Wray

1. USA Group was no longer a member of PELA because they didn't feel welcome but a lender from the USA Group was at the last meeting and PELA let him know they'd like to see USA Group return.
2. SLSC and Clearinghouse issues were discussed while the fifteen financial aid administrators were present.
 - a. Various issues are on the table regarding the SLSC and the Clearinghouse and this brings out the importance of resurrecting the SLSC Advisory board.
3. The lender directory is scheduled for a June, 1998 update.
4. The next PELA meeting is scheduled for April 23 in the State College area.
5. Council questioned Dan if he sees any repercussions for conference financing based on what is happening with the Stafford loan interest rate. Dan responded that only time would tell what affect this issue will have.

VI. Old Business

A. 2002 Hotel Site – Bonnie Lee Behm

1. General information on hotels in Philadelphia was received but no specific contacts were made with any of the sites. Council agreed that Bonnie would solicit proposals from various sites and bring the proposals back to Council for their review and consideration.
2. Michael Burke will make the conference site visit and selection for 2004.

3. Bill Burke will call Hidden Valley to see if we can arrange to have our June, 1998 meeting at the site. He will also schedule the December, 1998 meeting at the Penn Stater, formerly the Scanton.

B. PASSCAC Update - Vali Heist

1. On January 8, 1998, a Financial Aid Night was held at Delaware County Community College in coordination with PASSCAC. The event was a success and Vali extended her thanks to the PASFAA members who organized the event and assisted in the night's events. Fran Cubberly, President of PASSCAC suggested that she would like to schedule a similar event in other regions.
2. Mary Miller, Heidi Hunter and Ruth Cramer will present a session at the PASSCAC conference.

C. Historical Files - Bonnie Lee Behm

1. No further progress was made but Bonnie will communicate with Lucky Hill prior to the next meeting.
2. Ruth Cramer spoke to our auditors, and they gave us guidelines on fiscal recordkeeping. Ruth will clean out the Treasurer's records accordingly before she passes the information to the next Treasurer.

VII. New Business

A. TAP Program - Vali Heist

1. Vali asked if someone from the Financial Aid Awareness committee could meet with a representative from the TAP program. Should we be including a session on TAP at the conference? If so, this information should be communicated to Michael Burke.

B. Taxpayer Relief Act - Vali Heist

1. It is scheduled to be a part of the spring training, and Vali will mention to the planning group that Sallie Mae might be willing to train on this topic.

C. Other

1. Rob Reddy commented that the schedules for printing ISIR's and stage zero information and the like is late from PHEAA. Additionally, the early estimator is not available in a timely fashion. Rob wanted to present these two issues to Vince Racculia on behalf of the private sector, and Vali would present the issues to Vince on behalf of PASFAA.
2. Is there a DataLink Advisory group? If so, should Rob bring it to that group?

VIII. Adjournment

Dan Wray made a motion to adjourn the meeting. George Walter seconded the motion. Motion carried. Meeting adjourned at 3:50 p.m.

April 6, 1998

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

Members absent: George Gerhart

Invited Guest: Sally Ann McCrea

I. Call to Order - Vali Heist

- A. The meeting was called to order at 9:15 a.m.

II. Secretary's Report - Bonnie Lee Behm

A. Approval of Minutes

1. Two corrections were noted: Section V, EASFAA Updates, item 3 reads: "George is not able to attend EASFAA this year so he has asked if Fran could attend in his place." It should read: "George is not able to attend EASFAA and he asked Vali if she could attend, but since she was not able to attend, Vali asked Fran McKeown to attend in her place." Additionally, Section V, PELA Update, item 1 reads "USA Group was no longer a member of PELA because they didn't feel welcome but a lender from the USA Group was at the last meeting and PELA let him know they'd like to see USA Group return." It should read "USA Group was no longer a member of PELA because they didn't feel welcome but a lender service representative from the USA Group was at the last meeting and PELA let him know they'd like to see a school services representative from USA Group return."
2. George Walter made a motion to accept the minutes with corrections as noted; Bill Burke seconded the motion. Minutes approved.

III. Committee Reports

A. Conference 1998 - Vali Heist for Michael Burke

1. A report from Michael Burke was circulated to Council.
2. George Walter suggested that each sector representative contact their sector members and encourage them to act as presenters or facilitators for the conference.

B. Membership and Elections - George Walter

1. A report was circulated to Council. The membership numbers are at an all time high.
2. The Resource Directory was produced and 625 copies were distributed. Changes to the Resource Directory will be included in the Newsletter.
3. Numerous Council positions will be up for election this year. Specific information regarding the open positions was included in the Newsletter.
4. The question was asked how regional groups could secure PASFAA labels. George reminded everyone that we don't circulate our labels to everyone. George wanted a sense from Council how he should handle requests if people wanted labels to start regional groups. The sense of Council was that we not give labels to individuals.

C. Professional Standards and Training - Bill Burke

1. A training survey will be sent to the membership. The results of the survey will be given to the Conference Committee, Training Committee and the Sector Representatives.

2. Vali Heist asked Council members to review and update the calendar of activities for each position and bring the revised calendar to the June meeting so the Secretary can update the calendar for the Policy and Procedure Manual.
3. A dinner is being planned for Don Raley to acknowledge his many contributions to the Summer Institute. No invitations for the dinner will be sent; the article in the Newsletter will serve as the invitation to the membership.
4. If PHEAA-sponsored training programs receive a personal check from an individual not affiliated with a school there could be a problem. Vali Heist has asked Vince Racculia to look into the issue of using state funding for private training.

The sense of Council was that PASFAA membership is the key to our training endeavors. If the training programs are jointly sponsored, Council feels that the PASFAA members should be allowed to attend whether or not the individual is affiliated with an institution or not.

D. Guidance Counselor Workshops – Bill Burke

1. The committee met on Sunday to look at the program and the evaluations. Overall, the evaluations were positive. Vali commented that the presenters should be sent a summary of their evaluations.
2. Some topics that should be included next year are Reauthorization, FAFSA redesign, and Taxpayer Relief Act.
3. The PASFAA presenters felt there was a large amount of information to convey to the counselors in such a short timeframe that we might want to reassess the amount of time allotted to our part of the presentation.
4. We should add a calendar for filing for aid.
5. Bill Burke suggested that the notes be put on three-hole punched paper so the counselors can use the information we provide in a binder – ready to access when needed.
6. Bill asked if the program could eventually be made into a teleconference with PASFAA members present at the various sessions for Q & A's after the teleconference.

E. Government Relations – Fran McKeown

1. Fran submitted a written report to the committee.
2. Fran commented that according to Kathleen Smith, Reauthorization would take place this year. Bill Burke's report from the Leadership Development Retreat was not as optimistic.

F. Training – SallyAnn McCrea

1. SallyAnn circulated a report to Council. Over 470 people viewed the Teleconference.
2. There are 119 people from Pittsburgh and 145 people from Philadelphia registered for Spring Training. The registrations from Pittsburgh are lower than last year. People questioned if the Easter week timeframe might be the cause of the decline in registrations.
3. SallyAnn commented that Ragan Watson has done a wonderful job on the program since Kathy Ruby resigned from the committee.
4. The Summer Institute is scheduled for June 15–19 at Dickinson College.
5. SallyAnn submitted the following names for consideration for next year's training committee: Karen Bloom, Joetta Bradica, Henry Chance, Brandi Darr, Robert Latta, Kerry Paoletta, John Pergolin, Vince Racculia, Rob Reddy, Judith Rile, Ragan Watson, Sherry Youtz, Leanne Yunetz. George Walter made a motion to accept the names as presented, Rob Reddy seconded the motion. Motion carried.

G. Public and Professional Information – Bonnie Lee Behm

1. Vali commented that the spring issue of the Newsletter was excellent; jam packed with important information. Joan should be commended on her efforts.

H. Finance and Development – Ruth Cramer

1. Bill Burke should coordinate with Robin Szitas regarding a contact to be made to each Committee Chair to prepare the budget for next year.
2. Committee Chairs should contact Ruth Cramer if they need specific information on their budgets from last year.
3. There was discussion regarding the addition of a line item for each sector representative for them to have resources for expenses such as room rental, travel, copying of materials, etc. For the next fiscal year Council would like to add this line item to each sector. We'd like to add \$300 for each sector regardless of the size of each sector. We will then assess if this amount is sufficient or not.
4. Gary Means asked if he could be reimbursed for the room rental for his sector's meeting? Vali said he can submit the expense for this year and have it covered under Officer Travel. George Walter commented that this should be under Administrative Expense and not Officer Travel.
5. Some discussion did occur about why we are paying for room rentals for some sectors while other sectors meet at PHEAA or a school. The sense of Council was that paying for this room is not a problem unless we saw that people were having meetings in hotels just for the sake of meeting at a hotel. We will monitor this issue to make sure it does not become a problem.

I. Technology – Dan Wray

1. The Technology Handbook was sent to NASFAA to be considered for a State Award.
2. Mary Miller has had little input from Council or Committee Chairs on the Homepage. Vali advised Dan that Council members are updating the Calendar of Activities for each Representative in June and all calendars will be funneled through Mary Miller for inclusion on the Homepage.
3. A discussion ensued regarding the placement of the Guidance Counselor Workshop PowerPoint presentation onto the Homepage. No conclusion was reached.

J. Financial Aid Awareness – Michael Bertonaschi for Jean Walker

1. Jean is finalizing the costs for the Hotline.
2. A session on TAP will be presented at the conference.

IV. Treasurer's Report – Ruth Cramer

1. Ruth circulated the Budget Report and the Treasurer's Report. Michael Bertonaschi made a motion to accept the Treasurer's Report as presented. Linda Malchano seconded the motion. Vote taken and the motion carried.

V. Updates

A. EASFAA – George Walter

1. The EASFAA conference is scheduled for May 17–20, 1998 in Washington, D.C. The conference chair is Betty Davis.

2. George described EASFAA's utilization of a new investment tool for investment of their association funds.
3. EASFAA is tying e-mail addresses to their Homepage so messages can go out to the membership to anyone who has email.
4. George reported that all states that held Financial Aid Hotlines this year experienced a decline in the number of phone calls received.
5. George presented two proposals for implementation of the two-year EASFAA representative from PASFAA. The first proposal is for a separate position for the EASFAA representative and the second proposal is to assign the EASFAA responsibilities to the office of Vice President. The sense of Council was that we establish a separate position for EASFAA representation. George will develop the criteria for the establishment of this position and discuss with Bill Irwin the adjustments necessary for the Bylaws and communication of this to the membership.

B. NASFAA - Vali Heist

1. Mike Bertonaschi brought up the issue of the NASFAA Newsletter on the WEB and that because of this many members have mentioned to him that they are not reading their Newsletter. Mary Miller was going to question NASFAA to see if this is a common issue among the entire NASFAA membership.

C. Sector Reports

1. ISS - Dan Wray

- a. PELA meets April 23 in the Williamsport area. A letter regarding the SLSC advisory committee is going out. Dan is taking a new position with Sallie Mae, but since he is still in the same sector his council position will not be affected.

2. Private - Rob Reddy

- a. Rob is trying to follow up with the sector regarding a sector meeting.

3. Two-year Public - Gary Means

- a. The sector will be meeting April 16 and 17 in Carlisle, PA.

4. Nursing - Douglas Vore

- a. Doug attended the March 27 regional meeting of his sector held at Abington Hospital.
- b. They put together a directory to assist his sector identify other members.

5. Business, Trade and Technical - Linda Malchano

- a. Linda mentioned that her sector needs guidance regarding the state grant deadline for the B,T&T schools. Many of their students do not know if they are going to enroll by the August 1 deadline. Vali will bring the entire issue of state grant deadlines to the State Grant Advisory Committee.

VI. Old Business

A. 2002 Hotel Site - Bonnie Lee Behm

1. No final information was available at this time. We are still soliciting bids from the hotels.

B. PASSCAC Update - Vali Heist

1. Ruth Cramer and Mary Miller will be presenting at the PASSCAC conference.
2. Bonnie asked what is happening with PASFAA's presence at their regional fairs.

C. Historical Files - Bonnie Lee Behm

1. Bonnie spoke to Council regarding her conversation with Lucky Hill. Right now, Lucky has no direction as to what records to keep. Vali asked Bill to have the PS&T committee look into what files we should keep.

D. June Council meeting - Bill Burke

1. We are planning to meet at Hidden Valley Resort, but given the information circulated earlier in the meeting, there was a question as to whether or not we could fit. Bill called the resort during the Council meeting and found out that they have 1200 beds and, in one month, will have seating for 650 for dinner. Based on this new information, we will hold the June meeting at Hidden Valley.

E. Data Link Issues - Vali Heist/Rob Reddy

1. Certain members of Council are concerned about the timeliness of the PENNE software since schools are being asked to get information out earlier.

F. Regional Groups - Michael Bertonaschi

1. SPIFAA - a new regional group in the Pittsburgh area met after the last PELA meeting and seems to be off to a good start.

VII. New Business

A. At-Large Position - Vali Heist/Michael Bertonaschi

1. Vali asked Michael about his thoughts on this position, especially at the conclusion of the first term of the new position. Are we using that person appropriately? Should we define the position better? Michael felt that we should give the position more responsibility. He suggested that we use this sector position to assist with the Guidance Counselor Workshop and made a motion to make this position hold the responsibility for Co-Chair of the High School Guidance Counselor Workshop. Ruth Cramer seconded the motion. Vote taken, motion carried.

B. Life Membership and Distinguished Service Award - Vali Heist

1. George reminded Council that Distinguished Service Award nominations are given to him and he will have Mary Miller chair an Ad Hoc Committee of prior recipients to select the Distinguished Service Award recipient.
2. George also reminded Council to think about individuals for the Leadership Award and bring suggestions to the June Council meeting.

C. PHEAA-FISAP/INTERNET - Vali Heist/Rob Reddy

1. Vali is working with Data Link staff to get the US Department of Education to give them the specifications for the FISAP.

VIII. Adjournment

Linda Malchano made a motion to adjourn the meeting. Dan Wray seconded the motion. Motion carried. Meeting adjourned at 4:00 p.m.

Application Materials Revised to Reflect Interest Rate Change

Submitted by
Kevin McKeown
Marketing Manager
USA Group

Application and Promissory Note for Federal Stafford Loans (subsidized and unsubsidized) <small>WARNING: Any person who knowingly makes a false statement or misrepresentation on this form is subject to penalties which may include fines or imprisonment under the United States Criminal Code and 20 U.S.C. 1087.</small>		Guarantor or Program Identification PHEAA Pennsylvania Higher Education Assistance Agency Telephone Number: 1-800-966-7760	
Borrower Section <i>Please print neatly or type. Read the instructions carefully.</i>			
1. Last Name		2. Social Security Number	
3. Permanent Street Address (If P.O. Box, see instructions.)		4. Telephone Number	
City		State	
Zip Code		5. Loan Period (Month/Year)	
6. Driver's License Number (List state abbreviation first.)		7. Lender Name	
City		State	
Zip Code		8. Lender Code, if known	
9. Date of Birth (Month/Day/Year)		10. References: You must provide two separate references with different U.S. addresses. The last reference should be a parent or legal guardian (if living). Both references must be completed fully.	
Name		1. _____ 2. _____	
Permanent Address		City, State, Zip Code	
Area Code/Telephone		Relationship to borrower	
Loan Assistance Requested 11. I request the following loan type(s), to the extent I am eligible (see instructions): <input type="checkbox"/> a. Subsidized Federal Stafford <input type="checkbox"/> b. Unsubsidized Federal Stafford 12. I request a total amount under these loan types not to exceed (see instructions for loan maximums):			

The statement of borrower rights and responsibilities that accompanies common applications has been revised to accommodate the interest rate change that will go into effect July 1. Because it remains unclear exactly how this new rate will be calculated, the portion of the statement that addresses the variable interest rate for FFELP loans no longer specifies the formula used for calculating that rate. Consequently, the revised statement may be used for loans made under the current interest rate as well.

Although the U.S. Department of Education initially specified a June 1 deadline for switching to applications

featuring the newly revised Borrower Rights and Responsibilities statement, the Department has since clarified that the June 1 cutoff applies only to guarantor production of application packets. No transition deadlines have been set for school and lender use of applications or for guarantor distribution of applications. Program participants may begin distributing the new language to borrowers immediately, however.

The Department has indicated that although the interest rate language on the existing Borrower Rights and Responsibilities statement accompanying applications would not be accurate for any loan to be first disbursed on or after July 1, this would not present a problem provided the correct rate is disclosed to the borrower at or before disbursement. Schools and lenders may want to forward the revised Borrower Rights and Responsibilities statement to borrowers with loans to be first disbursed on or after July 1.

Draft Cohort Default Rates Released

Submitted by
Kevin McKeown
Marketing Manager
USA Group

Schools are encouraged to take advantage of the opportunity to review and correct information used in calculating their cohort default rates for fiscal year 1996 before the final rates are published.

Schools are reminded that appeals of final rates on the basis of erroneous data are permissible only for schools that first identify errors in challenges of their draft rates. To challenge draft rates, a school must provide three things to each applicable guarantor within 30 calendar days of the school's receipt of the draft rate information:

1. A list of the information the school believes to be incorrect.
2. Evidence to support correction of that information.
3. Information (back-up data) provided by the U.S. Department of Education.

If a school's draft cohort default rate is 20 percent or less, the guarantor information used in calculating the school's rate will be provided only if the school requests it. Such a request must be received by the Department within 10 business days of the date on which the school receives the draft rates. If a school's draft rate is greater than 20 percent, the Department will provide the information used in calculating the school's rate with the draft rate itself.

For more information on draft cohort default rates and challenges, schools may consult the Pre-Publication Review Booklet provided by the Department with draft cohort default rates. Schools should carefully note the time frames and criteria prescribed.

GREAT WEB SITES

Submitted by
Alisa DeStefano
Editorial Board

(For the Information - Seeking Financial Aid Administrator)



There's an auditor in your office and you need a quick answer to an obscure question? Or there is no one but you in your office and you need a quick answer to an obscure question? Or there are ten people in your office with ten different answers to your one obscure question. Need a quick answer to your question? The answer can now be at your fingertips.

More and more financial aid officers are tapping into the electronic resources that are available on the Internet, whether it be through a specific Web site or posting a question on PHEAA's new Internet group discussion list or FINAID-L.

We all basically know the answer is out there somewhere. Accessing that answer is a whole different story. In an attempt to assist you in this quest of finding the answer electronically, we at the PASFAA Newsletter, have put together a "quick look" reference guide. This list is by no means comprehensive, but it will certainly "link" you up to other sources of information.

WEB SITES

U.S. Department of Education - Information for Financial Aid Professionals

<http://www.ifap.ed.gov>

This Web site will replace the SFA BBS site and includes those Department of Ed. publications that are so important to us, such as the Federal Student Aid Handbook, Verification Guide, Federal Registers, Dear Colleague Letters, Action letters, EFC Formula Books, Counselor's Handbook, NSLDS Quick Reference Guide, and more. Also includes announcements and current updates, FAFSA on the Web, and training information.

Pennsylvania Higher Education Assistance Agency

<http://www.pheaa.org>

In the near future, students will be able to check the status of their state grants and Stafford Loan applications through this Web site! PHEAA will be providing more information about this new feature. Other features include news releases, general financial aid information, the Loan Notes newsletter, the State Work-Study Times, and other PHEAA School Services information.

FinAid - The Financial Aid Information Page

<http://www.finaid.org>

From direct links to Department of Ed. Web sites to a financial aid humor page that only those of us in the profession think is funny, this site is an excellent source of detailed financial aid information and other resources. Other sections include information on scam alerts, financial need calculators, all Title IV Codes, financial aid for special interest groups, financial aid software information and more.

PASFAA - Pennsylvania Association of Student Financial Aid Administrators

<http://www.sru.edu/pasfaa>

This site keeps tabs on what's up and coming with a calendar of events, conference information and updates (NASFAA and PASFAA), Reauthorization information, and direct links to other great sites. It also meets the needs of guidance personnel and students and their families with specialized information tailored for them.

NASFAA - National Association of Student Financial Aid Administrators

<http://www.nasfaa.org>

NASFAA members can electronically access Today's News, NASFAA's Weekly Newsletter, important dates, and government and regulatory information at this site. There is also a special 'ask NASFAA' feature that enables you to e-mail your financial aid questions directly to NASFAA and receive the answer via e-mail. Access is limited for non-members.

EASFAA - Eastern Association of Student Financial Aid Administrators

<http://www.finaid.org/easfaa>

This site includes a list of other Financial Aid Office Web sites, financial aid handbooks created by other offices, and direct links to other state associations of EASFAA and professional organizations such as the National Association of College and University Business Officers (NACUBO). Non-members have access to all areas of this Web site, except the membership directory.

DISCUSSION LIST SERVICES

PHEAA's DISCUSSION LIST

This list is provided and maintained by PHEAA for financial aid administrators and others involved in the financial aid field. It is unique in that it provides a forum for the exchange of general financial aid information and discussion as well as issues specific to PHEAA's programs, products and services to the financial aid community.

To subscribe: Send e-mail message to majordomo@pheaa.org
In body of message, type: subscribe school-services

More detail regarding this list service is available on the PHEAA Web Site under the "Resources for Educational Institutions" section.

FINAID-L

This is a nation-wide list service for those in the financial aid profession or interested in financial aid issues. Discussion on this list service covers a wide variety of issues (i.e. professional judgment debates, how to report the UMWA/BCOA scholarship, EDE issues, etc.).

To subscribe: Send e-mail message to listserv@lists.psu.edu
In body of message, type: sub finaid-l firstname lastname

After you subscribe you will receive a welcome message detailing the service.

FINNET-L

This is a list service for the exchange of information regarding computerized systems used to administer financial aid.

To subscribe: Send e-mail message to listproc@nevada.edu
In body of message, type: firstname lastname institution



"I'LL GET TO THAT WHEN I GET CAUGHT UP!"

Some Time Management Techniques to Consider

Submitted by
Patty Hladio
Editorial Board



Do you ever find yourself saying something like "if only the world would just stand still so I could get caught up on my work before it begins to spin again"? It seems like no matter how hard we try, demands from our students and senior administrators and the abundance of aid regulations keep most in the financial aid community always trying to keep our heads just above water.

Since I have little control over the outside demands placed upon me, I have found ways to control parts of my little world, and thus create time to complete more of my work. Many of these methods I have heard repeatedly throughout my career, yet they always seem to make sense. Perhaps you can benefit from hearing them, whether for the first time or not!

MEETINGS, MEETINGS, MEETINGS - I have developed a love/hate relationship with meetings. They are great when I need to coordinate information, but unbearable when I am a participant and the meeting is going nowhere. Here are some tips for running

an effective meeting:

- A) Be sure to call meetings only when a specific purpose is defined
- B) Use an agenda to help focus the meeting and to prevent drifting off-target
- C) When selecting the meeting time, if you find that people tend to lag or prolong the meeting, try scheduling it immediately before lunch or before going home - this should encourage participants to be brief and to the point.
- D) Invite to the meeting only those who must attend. Bringing others simply wastes their time.
- E) Be sure that decisions made at previous meetings are acted upon so that all attendees can see the benefits/progress of the meeting.

DELEGATING - Such an appealing word on the surface, but along with delegating is the fear involved with letting go as you surrender some of your authority and the fear of watching others make mistakes as they master the delegated tasks. Properly delegating can be cost-effective as you develop other staff to look after routine tasks that you may no longer need to do. In addition, transferring responsibility will help develop your staff and can increase their enjoyment of their jobs. To effectively delegate you must:

- A) Decide what to delegate;
- B) Select capable willing people to carry out jobs;
- C) Delegate complete jobs, not just fragments;
- D) Be sure to explain the purpose of the job/task and what the expected results are;
- E) Once you delegate be sure to let go (while you continue to review the project on agreed upon reporting dates);
- F) Give help and coach when requested;
- G) Only accept finished work;
- H) Be sure to give credit for a job well done.

Some of us may have chosen not to delegate for one of many reasons. These reasons should be explored individually and re-evaluated to determine the long-term benefits of delegating versus the short term obstacles to delegating. Some of the reasons we do not delegate include:

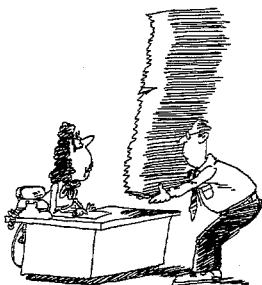
- A) Lack of time - we all realize that training someone in a new job takes time, something we are always battling;
- B) Perfectionism - fear of mistakes;
- C) Fear of surrendering authority;
- D) Fear of becoming invisible;
- E) Belief that staff are not up to the job.



DISTRACTIONS - Do you feel like the phone is your worst enemy? Are you frustrated with co-workers from other departments who not only take coffee breaks, but take them in your doorway while you are trying to get that last student packaged? Distractions can eat up time without you knowing where it went!

You may need to consider adjusting how you use your phone, perhaps setting aside a specific time to return all calls, or turning the phone to voice mail during certain times of the day while you work on larger or mentally-demanding tasks.

If frequent unwelcome visitors are your plight, try protecting yourself with barriers such as closed doors or perhaps a lighthearted sign or signal on your door indicating that you should not be interrupted at this time.



TO-DO LISTS - If you are not yet using to-do lists, it is probably because either 1) you feel you do not have time to make one, or 2) nothing ever comes off the list, so why make one? In reality, the effective use of a to-do list really can help you manage your time. An effective to-do list not only includes the tasks to be carried out to achieve your goals, but it also will include your understanding of the order of importance of the tasks.

To create a to-do list, simply write down the tasks that face you, breaking them down to their component elements. Once everything is listed, run through the jobs allocating priorities from A (very important) to F (unimportant). By prioritizing the list, you will separate important jobs from many time-consuming trivial ones, thus giving you control of the problems facing you.

ACTIVITY LOG - Now if the thought of a to-do list excites you, you are likely a great candidate for an "activity log". The activity log is just what it seems, an itemized list of everything you do as you do it. Each time you change your activity, whether it be answering a phone call, getting a cup of coffee, or packaging 10 students, note down the time of the change. You can even note your mental state (alert, tired, etc.) to see if you feel more productive at certain times of the day. Once you have done this for several days, you may have an eye-opening experience and may have discovered some extra minutes or hours in your week.

Although this list of time management techniques is far from comprehensive, hopefully it has reminded you of the value of each minute in your day and moved you to see how you can eliminate some recurring time-wasters. I know that each time I attend a time management workshop or read an article on time management, I find I am ready to try one more technique that might move me closer to the Fountain of Time (I must admit, even I have not tried the activity log, although it is looking better and better to me). And to those of you who managed to find the time to read this entire article, Bravo! And Good-luck!

PELA News

Submitted by
Dana French
National City



Pennsylvania Education
Lenders Association

PELA hopes that all of you found the "How to be a Wise Borrower for Education" brochure, that was included in the last newsletter, informative and useful. Although the requests continue for updated information regarding specific lender programs, we believe that an individual lender can best review their program with you. Remember, you are welcome to reproduce the brochure for use at your school. If you need additional copies of the piece, please feel free to contact any PELA member listed below.

Since alternative loans continue to be a hot topic at all of our meetings, PELA has decided to add a new section on alternative loans to the second edition of the PELA Lender Directory. This section will give the specifics of each lender's programs in a concise format. (I am sure that you would have preferred that I use the word "simple", but we all know that when it comes to this topic, I would not be fulfilling my pledge of literary ethics!) Speaking of the PELA Lender Directory, the new edition is expected to be mailed to schools this summer. PELA recently completed a survey that will be mailed to all lenders conducting business in Pennsylvania. Lenders must return the survey to be included in the new directory. The directory will contain updated product, servicer, guarantor, and resource information. Rather than a bound book, the new directory will be a loose-leaf book that can be easily updated. One copy will be mailed per school. Look for your copy to arrive in your mailbox by early summer.

What do we actually do at our PELA meetings? We hope that if you haven't attended a meeting, that you will plan to join us when we are in your area. The morning is set aside for lenders to listen to your issues with the lending community. Each meeting has provided us with lively conversation and ideas that we can turn into improved services for you and your students. Our last meeting was held on April 23, 1998 at the Sheraton Hotel, Williamsport, PA. In attendance were seven financial aid



PELA Members who attended the April 23, 1998 PELA Meeting.



FAA's who were at the April 23 PELA meeting:
(L to R): Chris Palacz, Dana Suter, Ruth Brouse,
Don Shade, Karen Bloom, Flo
Sayam, Connie Perry

administrators and 24 PELA members. We appreciated your input and the time that you spent away from your offices.

Our next meeting will be held on July 9, 1998 at Dauphin Deposit Bank in Harrisburg. This meeting will be a planning retreat for PELA members so that we can look ahead at the upcoming year; therefore, we will not be inviting financial aid representatives to the meeting. All PELA members are encouraged to mark their calendars and attend this important meeting. We will meet again during the month of September in the Harrisburg area and return to our usual morning sessions with school representatives. Invitations will be mailed to the Harrisburg area financial aid offices approximately one month before the meeting. We hope that you will plan on joining us.

Don't forget to look for the PELA session at the Fall PASFAA conference. If you have not been able to attend a meeting or you want to join us again and share your ideas, we look forward to seeing you in Hershey.

PELA MEMBERS AS OF 4/23/98

AFSA Data Corporation - Vince Scalise
American Express Educational Loans - Suzanne Keighley
AMS Educational Loan Trust - Nanette White
Bank One - Kelly Voigt
BankBoston - Scott Kasper
Beneficial Savings Bank - Patricia McBreen
Citibank Student Loan Corporation - Penny Hyland
CoreStates Bank - Charlie Morris & John Southwood
Crestar Bank - Roy Chernikoff
Dauphin Deposit Bank and Trust Co. - Linda Romanak
Educaid - John Lockette
Education First - Sharon Murray
EFS Services, Inc.
Fifth Third Bank
First Marblehead Corp. - Troy Boone

First Union National Bank - Donna Kotyk & Ben Carey
Fleet Bank - Lesa Angell
Hunter Consulting - Heidi Hunter
Key Bank USA - Sheila Angst
M & T Bank - Judy McKenna
Mellon Bank - Mary Ellen Hazel
National City - Kerry Paoletta & Dana French
National Education - Michael Lewis
Neillie Mae - Eugene Cattie
PHEAA - Robert Heyl, Carol Handlan, Ed Cunningham
PNC Bank Education Loan Center - Sally Whiteman, Cheryl Rettman, Nancy Harvey
Sallie Mae - Dan Wray
The Access Group - John Brooks
USA Group Secondary Market Services - Keith Bogнар

NASFAA 1998 Nears

Submitted by
Mary Miller
Slippery Rock University

Book now and save for travel to NASFAA's National Conference in Chicago, July 15 - 18. Conferees are entitled to a discounted fare if reservations are made and tickets issued 60 days prior to departure. As a reminder, American and Delta are offering NASFAA conferees 5% off the lowest applicable published fare or 10% off the unrestricted coach fare. American and Delta are offering guaranteed round-trip zone fares. Zone fares require a two-day minimum stay but no Saturday night stay (the conference ends on Saturday) and are fully refundable less an administrative service fee.

Mitchell/Fitzgerald and Associates will be glad to handle your reservations and can be reached at 1-800-228-0861 or 202-530-4455 Monday through Friday from 8:30 a.m. to 5:00 p.m. Eastern time. You should identify yourself as a NASFAA conferee and refer to Star file #5078UE for American or file #109238A for Delta. Reservations may also be made through American's meeting desk (1-800-433-1790) or Delta's meeting desk (1-800-241-6760).



Conference registration and housing information will continue to be updated on NASFAA's website, www.nasfaa.org. See you in Chicago!

1998 PASFAA Conference

Submitted by
Rich McCracken
Conference Committee

TAKE A
PEEK
AT THIS..

On October 25 - 28, we will be celebrating the 30th anniversary of PASFAA at the beautiful Hershey Hotel in Hershey, Pennsylvania. Your conference committee has been working very hard to make this a conference you will remember. With all of the new technology facing us, the theme of the conference will be "Networking Through PASFAA." We have planned many exciting and informative workshops for you to attend. Also, bring your concerns and ideas to share with the membership. Throughout the conference, we will provide many opportunities for seasoned and new members to meet, share ideas and network.



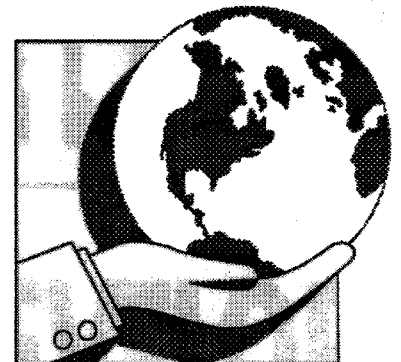
We have planned games and entertainment that will help new and old members join together and develop a network that will continue long after the conference ends. There will be game nights, music (a special musical evening) and a pool party that promises to be a big splash, so bring your swim suit.

A tentative agenda and registration packet will be mailed out at the end of July. If you have any questions, please contact one of the following committee members:

Michael Burke - Rosemont College (Conference Chair)
Ken Brown - Elizabeth College
George Glaze - Philadelphia College of Pharmacy & Science
Barbara Kretch - Johnson Technical Institute
Mary Kosin - Penn State, Hazleton Campus
Rich McCracken - Temple University
Janet Weiss - PHEAA
Donna Wilkoski - Bucks County Community College

For those of you who need to start planning to attend the conference, listed below are room rates for the Hotel Hershey based on the American Plan:

Single	\$207 per person, per night
Double	\$139 per person, per night
Triple	\$116 per person, per night
Quad	\$105 per person, per night



Have a great summer, and we look forward to seeing you in Hershey.

PREVIEW

STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

Thanks to those of you who responded about the Stafford interest rate situation. While not totally settled as of this writing, the matter appears to have been resolved to the satisfaction of most.

Thanks, too, to those who volunteered to serve on the SLSC review committee. Vali Heist will notify you if you are selected.

While there don't seem to be too many pressing issues (actually, everything we do seems to be an urgent concern for one person or another), several of you have expressed interest in sharing what we do regarding academic scholarships and the timing of offers as they relate to offers of admission. We'll look in to having a session at the annual conference on that topic.

I hope that you enjoy some relaxing, revitalizing personal time this summer. Let the stress drain from you so that the new academic year goes better than ever. I look forward to meeting you all at the conference in Hershey.

BUSINESS, TRADE & TECHNICAL SECTOR

Linda Malchano has resigned her position as sector representative for the Business, Trade & Technical Sector. Therefore, the sector representation for this sector will be handled for the remainder of the year through the PASFAA President. Any questions or concerns that members of this sector wish to voice can be directed to Vali Heist at Alvernia College. This sector rep position will come up for election at the annual conference in the fall.

PUBLIC TWO-YEAR SECTOR

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

Sector meeting was held on April 16-17 at the Holiday Inn in Carlisle, PA. Fifteen people, representing nine different colleges, attended the two-day meeting. Speakers who attended the meeting were Jennifer Jenkins, from the College Board/College Credit organization, who discussed in detail the College Credit Loan Program and distributed a variety of information sheets and brochures for our use. She also made us aware of a new area within the college board that has been developed specifically for community colleges. The other speaker was Vicki Lewis from PHEAA. She discussed, in detail, the EFT process and the Flex Fund program that PHEAA has available to help schools meet cash management guidelines. She answered our questions and made us aware that PHEAA is continuing to work on other changes in loan processing to help schools even more. She was well received by the group and should prove to be a good resource person.

Other issues and discussions covered the following areas: the reauthorization issue, loan interest rate, America Reads, cooperative education programs, remedial courses, funding for work/study students, and Stafford loan adjustments.

Next meeting will be at the Fall 1998 conference.

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
Dan Wray
Institutional Support
Services Sector
Representative*

Notes from the April 6, 1998, PASFAA Council meeting:

1. As many of you probably noticed, PASFAA sent out a training survey in early May with a May 15 due date. The survey results will be studied to determine what changes can be made to PASFAA's training agenda to better meet the needs of members in all sectors.
2. Information about the new Taxpayer Relief Act will be included in the next revision of the Guidance Counselor Workshop materials.
3. FYI - PASFAA membership statistics:
 - Regular members - 475
 - Associate members - 172
 - Life members - 2
 - Total members - 647
4. FYI - PASFAA membership by sector:
 - Private - 212
 - SSHE - 50
 - Business, Trade, and Technical - 131
 - 2-Year Public - 31
 - State Related - 31
 - Nursing - 38
 - Institutional Support Services - 133
 - Miscellaneous - 23
5. Interest rate issue - PASFAA Government Relations Committee drafted a letter to the powers that be in Washington, DC to support any legislation that would enable FFELP and FDSLPI to continue to co-exist. The letter states that PASFAA wants to see a compromise that benefits students while making sure that lenders profit enough to remain in the business of making FFELP loans.

Notes from the April 23, 1998, PA Education Lenders Association (PELA) meeting held in Williamsport:

1. Once again, we had a great turn-out of financial aid administrators who joined us for the morning session. Issues discussed:
 - Alternative Loans. - This topic covered most of the session, with a variety of viewpoints and sub-topics discussed. Much of the time was spent talking about how members of the ISS sector can help schools and families cut through all of the confusion created by having so many different alternative loan products on the market with so many different features, borrower benefits, etc. A sub-topic: several people related how more and more parents are unwilling/unable to borrow through the PLUS program.
 - Debt Management. - We discussed methods of helping students and families to understand the borrowing process and to be responsible in their repayment obligations. The statement was made that "too many people at exit counseling don't have any idea how much they have borrowed."
2. PELA is still shooting for a June/July distribution date for the updated/improved Lender Directory. The new directory will include more detailed information about lenders to better serve the needs of the schools.
3. There will be a PELA booth at this year's PASSCAC conference (PA Association of Secondary School and College Admissions Counselors). The PASSCAC conference will be at the Lancaster Host from 6/21 - 6/23.
4. PELA is exploring new strategies to increase the involvement and participation of mid- to small-size FFELP lenders.
5. The next PELA meeting is scheduled for July 9 at Dauphin Deposit in Harrisburg. We will not have a financial aid administrator session at this meeting, since the entire meeting will be devoted to PELA-specific business. However, PELA's September meeting will also be held in the Harrisburg area and there will be a financial aid administrator session. That way, the Harrisburg area schools will get an opportunity to participate.
6. PELA elections were held and Mary Ellen Hazel of Mellon Bank was re-elected as President.
7. First-time attendees were: Ed McNamara of Fifth Third Bank (Cincinnati, OH) and Kevin McKeown of USA Group. Welcome to the group!

Other points of interest:

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

NURSING SECTOR

*Submitted by
Douglas Vore
Nursing Sector
Representative*

Hello everyone! It's time to get out the bathing suits and put on the sunglasses, it's summer vacation time! Oh, that's right, we work for nursing schools, we don't get summer vacations. Anyway, I'd like to take a moment to recognize a few of our sector members for the volunteer work since the conference. The sector would like to thank Adrienne Miller, UPMC Shadyside School of Nursing and Donna Scolieri, Western PA Hospital School of Nursing, for helping with the 1998 PASFAA Hotline and Catherine Crawford, St. Vincent Health Center; Adrienne Miller, UPMC Shadyside Hospital School of Nursing; and Michael Burke, Germantown Hospital School of Nursing (now at Rosemont College) for the 1997 Guidance Counselor Workshops. Also, provided that the SLSC Advisory Committee is revitalized, David Heinrichs, Brandywine Hospital School of Nursing, has agreed to represent the sector on this committee.

The Southwestern sector held a meeting on April 17, which was hosted by Lisa Kendi at National City's RIDC Park location. We would like to thank Lisa for her interest in our sector meetings and Tracey Wassel, Citizens General Hospital, extends an invitation to sector members in the area who would be interested in attending the meetings. Agenda items discussed were Title IV WAN, PersonalLink, GAPS, electronic reporting, the Taxpayer Relief Act, etc. Joyce Calamia is working on scheduling a meeting for the Southeast sector for summer or early fall. Members in that area who are interested in attending can contact Joyce at Abington Memorial Hospital. For those nursing schools or practical nursing programs located in central PA, you are welcome to join one of the current sectors or may be interested in establishing a Central PA Sector. I'm trying to touch base with everyone in the sector either by e-mail or phone. If you haven't heard from me yet, you will.

Finally, the sector would like to wish Jessie Smith, Geisinger Medical Center the best of luck in her new position as an accountant after the nursing program is absorbed by Penn State and Hershey Medical Center. Jessie has been studying for her accounting degree at Alvernia College and is excited about her new position. I invite everyone to contact me about issues you would like presented at council, and I encourage you to submit items for the newsletter. Enjoy your summer.

PRIVATE SECTOR

Rob Reddy has resigned his position as sector representative for the Private Sector. Therefore, the sector representation for this sector will be handled for the remainder of the year through the PASFAA President. Any questions or concerns that members of this sector wish to voice can be directed to Vali Heist at Alvernia College. This sector rep position will come up for election at the annual conference in the fall.

SSHE SECTOR

*Submitted by
Dana Parker
SSHE Sector
Representative*

The SSHE sector met at Toftrees Resort & Conference Center in State College on April 29 - May 1, 1998. Twenty aid administrators representing 12 of the 14 SSHE Universities plus a representative from the Chancellor's Office attended.

Our Thursday business session included discussions of determining last date of attendance, consortium agreements, preferred lender lists, on-line entrance interviews, the Department of Education's Financial Responsibility Standards, non-resident tuition rates, mid-year grade level changes affecting loan certifications, office staffing and one-stop shopping for student services.

On Friday, we received updates from PHEAA representatives. Mary Beth Kelly spoke with us about state grant issues and brought us up-to-date on 1998-99 state grant processing. Discussions included a request for PHEAA to review excess gift aid rules and rules governing summer state grant eligibility when students are enrolled in summer sessions shorter than eight weeks. The sector also requested that state grant progress appeal forms be made available for individual aid offices to distribute. Vince Racculia spoke with us about school services, updating us on FISAP filing through PHEAA, PHEAA's Resource Guide, and coming attractions such as ftp file transfer, internet access and on-line entrance counseling. Ed Cunningham updated us on loan issues, including the latest interest rate news and internet access to borrower loan information.

Have a great summer, and mark your calendars now for next spring's sector meeting, which has been tentatively scheduled for April 21-23, 1999.

**INSTITUTIONAL
AT-LARGE SECTOR**

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

Professional Standards and Training has been busy preparing the materials for the annual guidance counselor workshop. Please consider volunteering to present a workshop when the time comes.

My term as the Institutional At-Large representative will expire in October. If anyone is interested in running for this office and has any questions on the duties and responsibilities, please feel free to contact me.



FROM THE EDITOR'S DESK

Ahhhhh, summer. Bright sunny days, flower beds fragrant with wonderful heady scents, just-picked veggies, barbeques sizzling, kids splashing in wading pools, and then there's us... still packaging, toiling at our computer terminals, certifying endless loans, working on our fluorescent light tans. Yep! It's summer.

Seeing the fresh faces of almost freshmen at summer orientation programs means that the start of classes for another year can't be too far behind. However the terms run at your school, I hope that you will have some time during these next few months to refresh and recharge for the upcoming academic year. It can take a lot of patience to keep reminding ourselves that the aid process is all new and confusing to this latest "crop" of freshmen and their families. You may be able to recite the FAFSA in your sleep, but to them, well, you know...

Take some time to relax this summer. Your students will thank you for it.

Joan L. Holleran

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA BULLETIN BOARD

ANNOUNCEMENTS

The Associate Director of Financial Aid position at Shippensburg University was filled by **Julie Spicher** who had formerly been at ITT Technical Institute.

Wedding bells rang for **Susan Longyhore**, from East Stroudsburg University FAO, who married Alan Chesterton in December.

George Glaze has assumed the role of Associate Director of Financial Aid at the Philadelphia College of Pharmacy and Sciences (PCPS). PCPS will be changing it's name effective July 1, 1998 to University of the Sciences in Philadelphia (USP).

Congratulations also to **Fran McKeown**, Director of Financial Aid at Bucks County Community College, who tied the knot with Michael Burner, April 11.

Dan Wray now works for Sallie Mae, Inc. Dan's mailing address, phone and fax numbers remain the same. His new e-mail address is dan.wray@slma.com.

Duquesne University, has added two new staff members, **John Matsko**, Associate Director of Financial Aid, and **Stacy Chichy**, Assistant Director of Financial Aid.

Congratulations to **Sherree Norris**, Assistant Director of Financial Aid, Waynesburg College, and **Chris Fecho**, Financial Aid Counselor, ICM School of Business, on their April 25, 1998 marriage.

SPIFAA Group Concludes First Year

Submitted by
Michael Bertonaschi
La Roche College

The Southwestern PA Interested Financial Aid Administrators (SPIFAA) concluded our inaugural season with a meeting held on March 27. Dan Wray, our guest speaker, brought the group of 24 financial aid professionals up-to-date on the interest rate issue. He was followed by Mary Miller, of Slippery Rock University, who led a discussion on the Title IV WAN and the electronic process for 98-99 and beyond. Other discussion topics included: Hope Scholarship issues, summer loans, community service/America Reads, loan fees/origination budgets, new program approval processes, and general reauthorization.

The group decided to hold two meetings per year at the Community College of Allegheny County, Boyce Campus. The next meeting has been scheduled for Friday, November 13, 1998. Is this advance notice or what?

Julie Salem, Director of Financial Aid at the University of Pittsburgh - Johnstown, has agreed to be our chairperson for 98-99. Look for a memo in the fall seeking agenda items and if anyone has any ideas for outside speakers, please contact Julie. Also, Nancy Sninsky, Director of Financial Aid at Washington & Jefferson College, has agreed to be the Secretary.



This regional group has attracted attendance from as far east as Johnstown to Slippery Rock in the North to Waynesburg in the West and Greensburg in the Southeast and all points in between. Please excuse us if we missed anyone in our initial mailings, but if there are any lost souls out there who are in need of a strong mentoring/discussion group, please call Julie Salem so you can be added to the mailing list. You do not have to be a PASFAA member to attend the meetings. However, you must administer financial aid resources for an institution to participate.

When Push Comes to Shove

Submitted by
Bill Burke
President-Elect

In other sections of the newsletter, you will read solicitations for members to volunteer their talents to get involved in the many activities and leadership roles within PASFAA. Perhaps you are presently serving in one of these capacities or have done so recently. If so, you probably remember your hesitancy to get involved. Many of us, including myself, often hedge on taking the plunge and need a little prodding. I bet this is the case with many of our most involved PASFAA volunteers and leaders. I am sure that you know several members of PASFAA that would do a great job as a member of a committee, a trainer or even an officer, yet are hesitant to take the plunge. Don't let it all up to fate. Talk to these colleagues and let them know that they are indeed qualified and needed by the association. When push comes to shove, PASFAA is waiting with outstretched arms.

PASFAA Membership Updates

Submitted by
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Membership & Elections Chair

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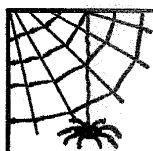
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Please note the following changes to information that appears in the 1997-98 Resource Directory:

Name	Institution	Change
MaryKay McCaughan	Villanova University	Email: mmccaugh@email.vill.edu
Lidi Elko	Kings College	PHEAA ID: CG03264
Kristal Karl	Bucks Cty. Comm. College	Title: Student Employment Coordinator
Cate McIntyre	Allentown College	Email: cmintyr@pheaa.org
Cynthia May	Pitts. Theological Seminary	Zip code: 15206-2596

Lisa Gargiulo, listed in the directory as Assistant Director of Financial Aid at Pierce College, has accepted the position of Director of Financial Aid at Moore College of Art and Design, 20th and the Parkway, Philadelphia, PA, 19103.

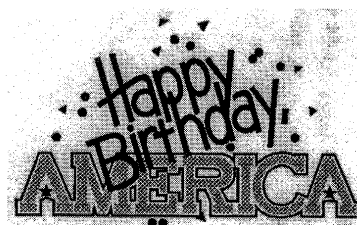
Andrea Lieberman, listed in the directory at Manor Junior College, has accepted a position with BankBoston. Her new title and address is listed above.



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

Activity I^{manac}

July 7-24, 1998	State Grant Certification Procedures Workshops
July 7	Butler County Community College, Butler
July 10	Forbes Road East Vo-Tech, Monroeville
July 21	Dickinson College, Carlisle
July 23	Immaculata College, Immaculata
July 24	Lycoming College, Williamsport
July 15-18, 1998	NASFAA '98 Conference, Chicago
October 25-28, 1998	PASFAA '98 Conference, Hershey
October 24-25	Fundamentals Workshop, PASFAA Conference
May 12-15, 1999	EASFAA '99 Conference, Puerto Rico
July 12-15, 1999	NASFAA '99 Conference, Las Vegas
October 1999	PASFAA '99 Conference, State College



650 PASFAA Newsletter
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