

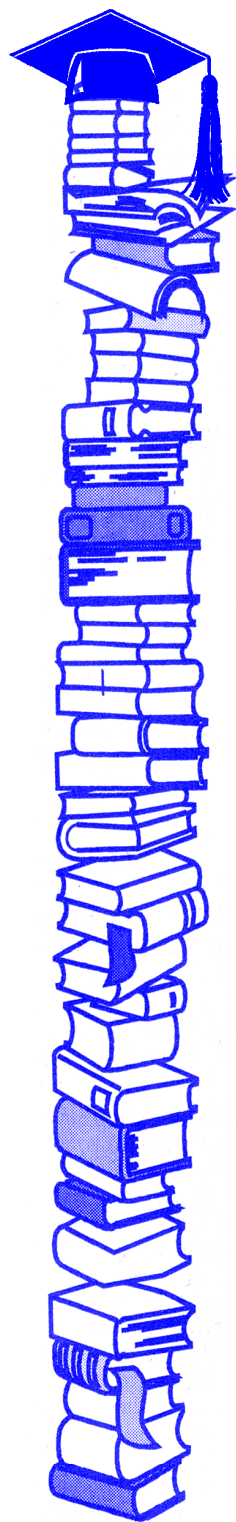


Pennsylvania Association of
Student Financial Aid
Administrators

NEWSLETTER

VOLUME 37, NUMBER 3

SUMMER 2004



YOUR ON-LINE BALLOT IS SERVED

36th Annual Conference
The Penn Stater
Conference Center Hotel
October 17-20, 2004

FEATURES

- Letter from the President
- Nominees for 2004-05 Council
- Spring Training & Teleconference
- Government Relations Committee in D.C.
- Voting Made Easy On-Line
- Past President's Club - Bill Irwin
- New in Aid? Get Trained!
- Keeping Cool in Summer Financial Aid
- PELANews
- Sector and Committee Reports

2003-04 PASFAA EXECUTIVE COUNCIL

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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 2003-04

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2. PUBLICATION SCHEDULE

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

Fall 2004 issue:	articles due August 15
Winter 2005 issue:	articles due November 15
Spring 2005 issue:	articles due February 15
Summer 2005 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, not the institution. All changes in name, address, title, etc. should be submitted to Gary Means, Financial Aid Office, Westmoreland County Community College, 400 Armbrust Road, Youngwood, PA 15697 or meansga@wccc.pa.edu. For 2003-04, the membership list is maintained at Westmoreland County Community College.

2. 2003-04 PASFAA COMMITTEES

Government Relations	David Smedley
Membership	Bob Thorn
Association Governance	Bob Thorn
Public and Professional Information.....	Julianne Louttit
Technology Advisory Group	Ruth Brouse
2004 Conference.....	Donna Wilkoski
Financial Aid Training	Cindy King
Financial Aid Awareness	Mirtha Wilczynski
Finance and Development	Mary Kosin

3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Gary Means, Westmoreland County Community College, for information about 2003-04 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: www.pasfaa.org
ATAC liaison and website contact: Gary Means,
meansga@wccc-pa.edu or (724) 925-4061.

Letter from the President



Dear PASFAA Colleagues:

Summer is finally here! Summer is my favorite season of the year for many reasons – warm temperatures (the hotter, the better), extended hours of daylight, outdoor activities like golf, boating, and swimming, family reunions and picnics, trips to amusement parks, vacations, checking students' eligibility, completing verifications, processing loans, packaging aid, and meeting with students and parents to discuss financial aid options. Yes, you read that correctly. The work-related tasks I listed really are part of what makes summer my favorite season. Before you call the attendants in the white coats, let me explain.

I have been in this profession for 18 years and have thoroughly enjoyed it. I truly believe that ours is a noble profession and that we have collectively, through our knowledge and guidance, assisted thousands (probably even tens of thousands) of students, who without our assistance, would not have obtained the needed funding to complete their educations. This has always been my main mission, and I just find it much easier in the summer to stay focused on this mission. With the majority of faculty gone, the Board of Trustees on their summer hiatus, fewer students on campus, and upper level administration getting their vacation days in, I find the campus distractions and obligations are greatly lessened. I am freed from attending campus committee meetings, there are fewer requests for reports, less walk-in interruptions, no search committees to serve on, and a less-taxed computer network which means a more efficient and faster network on which to do our processing.

I have often stated to colleagues that I believe financial aid folks should be federal employees who are just housed on the college campus with the sole purpose of processing the students' financial aid and with no obligations or responsibilities to the host institution. I guess I view summer as my chance to experience this type of arrangement if only in a quasi-fare manner. Yes, summer is our busiest time of the year, and while the mounds of student files seem endless, the phones never stop ringing, and we put in too many hours at our desks, I am energized by it all when I am able to fully concentrate on the tasks and mission I so strongly believe in and that have enticed me to stay in this business despite the lure of a higher salary, fewer hours, and less stress that another occupation might offer.

For those of you who don't share my view of summer and feel overwhelmed by the volume of work and the extra hours, I invite you to read Alisa DeStefano's article on handling summer stress. Alisa surveyed colleagues and put together some tips on how to better survive the grueling summer months in the financial aid office. I think you will find some of the ideas very creative and helpful.

Also in this issue of the newsletter, you will find the biographies of the individuals running for office for the 2004-05 membership year. I want to extend my thanks to all who were willing to put their names in nomination. Please take some time to acquaint yourself with these folks so you will be able to cast an informed vote when elections begin on-line July 15. We are excited about PASFAA's first-ever electronic election. Voting will take place July 15 through August 1, so watch your e-mail for instructions about the on-line process. This e-mail will also contain a unique user id and password that you will need to cast your ballot. I am hoping for record participation for the election so please mark these two weeks on your calendar as a reminder.

If you were not able to place your name in nomination for a PASFAA office this year, please consider doing so next year. Serving the Association in an officer position is truly a rewarding experience, both professionally and personally. If taking on an officer position is too much of a commitment for you right now, please consider volunteering in some other capacity. While we stopped accepting the on-line volunteer forms May 15, we are still in the process of forming committees and may find that we have open slots remaining. If that is the case, we will advertise the availability in a blast e-mail. Also, watch your e-mail for other volunteer opportunities through out the year such as mailing "stuffers", conference greeters, and training registrars. Any time you are willing to give the Association will be appreciated.

Writing about the upcoming electronic election brings to mind all the on-line functionality the PASFAA website offers the Association and its members. We are adding new features and updating it continuously, so please visit the website often. The "What's New" section will keep you informed of new features as well as provide you with Committee reports, other Association news, and information on PASFAA members. Please keep your membership profile updated to be sure that you receive the blast e-mails sent out through the listserv as well as paper mailings. Every PASFAA member has a variety of functions available through the "Member Services" and the "Financial Aid Administrators" sections. If you have difficulty accessing or finding something on the website, please contact Gary Means, PASFAA's ATAC Liaison, at meansg@wccc-pa.edu. Questions can also be directed to support@pasfaa.org or you are always welcome to contact me with questions about the website or any PASFAA issue.

Have a wonderful summer! I certainly plan to enjoy my favorite season!

Sincerely,

Jean M. Walker
Jean M. Walker
PASFAA President

2004 PASFAA Election Slate

Submitted by
Bob Thorn
Past President

PASFAA is pleased to announce the 2004 slate for President-Elect, Vice President, Secretary, Treasurer, and Representative At-Large. In addition, a new private sector representative will be also need to be elected this year for a one-year term in order to complete the remaining term previously held by Brian Blackburn. Brian accepted a new position with M&T Bank in April, therefore making him ineligible to serve as Private Sector Representative for the remainder of his term. Thanks to all who agreed to run for PASFAA office. (Names appear in alphabetical order.)

President-Elect	Patty Hladio David Smedley	Slippery Rock University of PA Valley Forge Military Academy & College
Vice President	Carolyn Handlan Ginger Kline	Susquehanna University Keystone College
Treasurer	Sherry Proper	Allegheny College
Secretary	Donna Cerza	College Misericordia
At-Large Representative	Bernard McCree Dana Suter	Thaddeus Stevens College of Technology Pennsylvania College of Technology
Private Sector Representative (one year term)	Chanel Greene	DeSales University

Vote On-Line July 15 – August 1



In accordance with the by-law changes passed by the membership at last year's conference, our election process will be conducted in an on-line format similar to those used by EASFAA and NASFAA. Only "active" members who have paid their membership dues for the 2003-04 year are eligible to vote in the 2004 PASFAA elections. Active members are defined as individuals who are employed by institutions of post-secondary education located within the Commonwealth of Pennsylvania who are responsible for the administration of student financial aid and/or having the authority to award aid. Our Institutional Support Services (ISS) Sector will not be casting votes in this year's election since a representative from their sector is not on the ballot. The ISS Sector may only cast votes for their sector representative.

On-line voting is slated to begin on July 15, 2004 and will continue for two weeks, concluding at the close of the business day on August 1, 2004. Final election results will be communicated to the membership no later than August 15, 2004. On July 15, PASFAA members will receive an e-mail notification informing them that on-line voting has been activated. In addition, the e-mail notification will provide more detailed election information and instructions on how to proceed to the ballot information page to cast your vote. ATAC has engineered the on-line voting system to ensure one and only one vote per PASFAA member is cast. Make sure you read the instructions carefully and that you vote for one candidate for each office. You may only vote once. Please review your ballot before submitting. All votes are final. If you experience any technical problems during this process, please contact support@pasfaa.org. Remember to vote!



Have you been to **www.pasfaa.org** today?



PASFAA Election Nominees

President-Elect



Patty A. Hladio
Director of Financial Aid
Slippery Rock University of PA
1998 – Present

PREVIOUS EMPLOYMENT

Chatham College, Pittsburgh

- 1997-1998 Assistant Dean of Admissions & Financial Aid
- 1991-1997 Director of Financial Aid

University of Mary Hardin-Baylor, Belton, TX

- 1990-1991 Associate Director of Financial Aid
- 1988-1990 Assistant Director of Financial Aid

University of Central Texas, Killeen, TX

- 1987 Records Officer

Amberton University, Garland, TX

- 1983-1985 Assistant to the President

EDUCATION

M.S. Human Relations & Business, Amberton University, TX, 1985
B.A. Psychology & Spanish, Allegheny College, 1982

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA, TASFAA (1988 – 1991)

PASFAA

- 2002-2004 Finance and Development Committee
- 2001-2003 SSHE Sector Representative
- 2000-2002 Newsletter Editorial Board
- 1998 Session Co-Presenter, PASFAA Conference
- 1992-1996 PASFAA Hotline
- Fundamentals Workshop – Committee, Faculty, Co-Chair
- Registrar 3 years, Presenter 2 years - Guidance Counselor Workshops

NASFAA

- 2001-2002 Diversity & Multicultural Issues Committee
- 2002 Session Co-Presenter, NASFAA Conference

AES/PHEAA:

- ESG Advisory Committee
- FastTech Advisory Committee

- 1992-Present Financial Aid Night Presenter
- 1992-1998 Volunteer, Presenter for NACAC College Fair
- 2001-2002 "Ask the College Expert", Mellon/Citizens Bank

"Very early in my financial aid career, I recognized the important role that we in the financial aid and aid-related professions play in the lives of students and families. Although it is impossible for us to know the individual stories of all the students we've helped, we have all seen the value of our work in the face of a student or parent who thanks us for our efforts.

Our Association has played a critical role in my development as a financial aid professional. PASFAA has provided me with the opportunity for technical guidance and training, professional development, valuable relationships with colleagues across the state, and the opportunity to give back to the community. As a result of all I have gained through my membership in PASFAA, I feel it is time for me to make a bigger commitment to our association.

If elected, I hope to continue the strong work of those who have served before me by supporting enhanced efforts in the areas of community outreach, volunteerism, training activities and the enhanced use of technology to conduct our Association's business."

President-Elect



David R. Smedley
Director of Financial Aid
Valley Forge Military Academy & College
1998 – Present

PREVIOUS EMPLOYMENT

- 2003-2004 Assistant to the Provost, VFMAC
- 1992-Present Adjunct Professor, Philadelphia University
- 1989-Present Adjunct Professor, Temple University
- 1997-1998 Senior Financial Counselor, Temple University
- 1991-1996 Graduate Assistant, Financial Aid, Temple Univ.

EDUCATION

- Completed coursework Ph.D. program, Political Science, Temple University, 1987-1995
- M.P.A. Research & Policy Analysis, Temple Univ., 1987
- B.A. History, Temple University, 1985

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

- 2002-Present Vice President
- 2002-Present Chair, Government Relations Committee
 - ✓ Met with 3 Members of Congress & 1 retired Chair of House Committee on Education and Workforce representing PASFAA and its reauthorization positions
 - ✓ Spearheaded development of PASFAA voter registration & political awareness brochure that has been adopted by several State House members for use in district offices and on representatives' web-sites
 - ✓ Co-coordinated successful committee site visit to Capitol Hill to represent PASFAA interests to the staff in the PA Congressional delegation on HEA reauthorization issues
- 2004 Presenter, Spring Training
- 2004, 2000 Guidance Counselor Workshop Committee
- 2000-Present Newsletter Editorial Board
- 2003, 2001 Session presenter, PASFAA Conference
- 2001-2002 Government Relations Committee
- 2002 Faculty, Don Raley Institute
- 1998, 1997 Site Registrar, Guidance Counselor Workshop

EASFAA

- 2003-2004 Federal Relations Committee
- 2003 Session presenter, EASFAA Conference

NASFAA

- 2004 Session presenter, NASFAA Conference
- 2003-2004 Editorial Board, Journal of Student Financial Aid

"My priority as PASFAA President would revolve around developing new approaches to professional development for ALL members of the association with five broad objectives: (1) Build on the successful work I have done in the past two years growing the association's Government Relations Committee (a priority item set by PASFAA at its 2000 retreat). Develop new avenues to educate the membership on areas of public policy affecting student aid at the federal and state level. Work towards making PASFAA a more active voice in the state legislature with respect to advocacy for higher education funding. (2) Create a PASFAA-led media campaign to promote awareness of student aid options throughout the Commonwealth, given the recent studies demonstrating a 'demographic divide' on knowledge of student aid. (3) Establish a minority recruitment/affairs committee to address issues pertinent to culture and ethnicity in student aid administration. (4) Develop a new committee to explore how PASFAA can better address the needs of the mid-to-upper level (years in the business) student aid administrator with professional development opportunities currently not offered at the state and/or regional level, and to some degree even by NASFAA. (This is a very critical need.) (5) Encourage members in the 'institutional services sector' to create a peer recognition program to recognize outstanding contributions by colleagues at the annual PASFAA Conference, similar to PASFAA's various annual awards."

PASFAA Election Nominees

Vice President



Carol L. Handlan

Associate Director of Financial Aid
Susquehanna University
2001 – Present

PREVIOUS EMPLOYMENT

- 1999-2001, 1989-1992 Director, Loan Servicing Access Group, Wilmington, DE
- 1992-1999 Vice President of New Ventures & Client Relations PHEAA
- 1983-1989 University-wide Manager of Student Loan Programs University of Medicine & Dentistry of NJ
- 1968-1983 Program Assistant New Jersey Higher Education Assistance Authority

EDUCATION

- A.S. Business Administration, Mercer County Comm. College, 1985
- Business Management, Trenton State College, 1985-1987
- Leadership Susquehanna Valley (9-month program completed 5/04)

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

- 2002-2004 Government Relations Committee Member
- 2003 Participant, Leadership Development Training

EASFAA

2003 Volunteer, Conference Registration

AES/PHEAA

2001-Present Keystone Loan Advisory Committee
2001-Present Educational Services Group Advisory Committee

Susquehanna University

2004 Staff Representative, University Judicial Process
2002, 2003 University Lead for AICUP Annual Student Lobby Day

2003-Present Councilperson, Borough of Selinsgrove (4-year term)

2003-Present Co-chair, Town Gown Committee

2004 Chair, Selinsgrove Revitalization Committee

2004 Co-Chair, Treefest Comm., Selinsgrove Community Library

2003-Present Spirit Point Mgr, Amer. Cancer Society Relay for Life

"After almost 36 years in student financial aid, you would think that I would be ready to retire, right? Well, that is the farthest thing from my mind right now and in fact, I am quite energized by the continued change in our industry, especially now with HEA Reauthorization upon us. I believe that my vast industry experience, my current participation as a member of the Government Relations Committee, and the political office I currently hold qualify me as an excellent candidate to continue on with the critical work that our current Vice President has started. I welcome the challenges that this position will bring and if elected, I will work in concert with PASFAA Council to ensure that our membership is apprised of all federal and state regulatory changes, I will seek to find better ways of communicating critical information and encourage more members to get involved in the political process of our industry, both at the state and federal levels, so PASFAA's voice is heard and positive changes can be realized by all."

Vice President



Ginger B. Kline

Director of Financial Assistance & Planning
Keystone College
2000 – Present

PREVIOUS EMPLOYMENT

- 1999-2000 Keystone College Assistant Director of Financial Aid
- 1989-1999 Luzerne County Community College Financial Aid Clerk

EDUCATION

- B.S. Business Administration, King's College, 2000
- A.A.S. Business Administration, Luzerne County Community College, 1995

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA, AAUW
College Board Delegate since 2002

PASFAA

- 2004-2005 Chair, Support Staff Training Committee
- 2004-2005 PA Financial Aid Training Committee
- 2003-2004 Co-Chair, Support Staff Training Committee
- 2003-2004 Financial Aid Basics Committee
- 2003 Participant, Leadership Development Training

EASFAA

- 2003-2004 Leadership & Development Committee
- 2004 Conference Moderator

Keystone College

- 2000-Present Chair, Scholarship Committee
- 1999-2003 Act 101 Advisory Board

Luzerne County Community College

- 1997-1998 Chair, Scholarship Committee
- 1997-1999 Chair, Student Affairs Committee

"As the Vice-President of PASFAA, I feel I could contribute greatly to the Government Relations Committee. With Reauthorization in Congress, there is plenty to stay on top of and a lot of work to do. I am a big advocate for the students and would work hard to lobby for what is best for both the students and our institutions. I will work to promote financial aid awareness throughout the state at all levels, keep abreast of current legislation, and avail myself to any task needing completion. Our programs are subject to the federal budget proposals and the state budget proposals. By getting involved I believe our voices can be heard and financial aid awareness promotion among our student, families, and legislators will help our cause."



PASFAA Election Nominees

Treasurer



Sheryle A. Proper
Associate Director of Financial Aid
Allegheny College
2001 – Present

PREVIOUS EMPLOYMENT

Allegheny College

- 1999-2001 Assistant Director of Financial Aid
- 1997-1999 Office Manager, Financial Aid
- 1989-1997 Secretary, Economics Department

EDUCATION

- Graduate work toward MBA, Penn State Univ. 2001-present
- B.S. Mathematics, Allegheny College, 1998

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

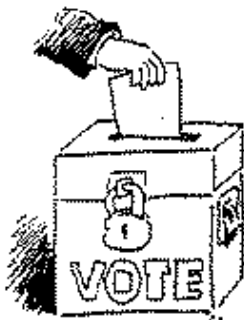
PASFAA

- 2002-Present Treasurer
- 2004 Teleconference Participant
- 2003 NASFAA Leadership Training, Washington DC
- 2001 Conference Committee
- 2000 Guidance Counselor Workshop Presenter

Allegheny College

- 2002-2003 Chairperson, Administrative Advisory Committee
- 2002-2003 VP Enrollment Management Search Committee
- 1997-1999 Finance & Facilities Committee
- 1999, 1996 VP Finance and Presidential Search Committees
- 1997 Strategic Planning Committee

"Student financial aid has been and will continue to be an important link between students and their dream of a college education. That makes the job of financial aid administrator a valuable and rewarding occupation. I feel privileged to be in such a worthwhile profession. PASFAA has contributed greatly to the awareness and professionalism of our field, especially through its commitment to training. I have learned a lot through PASFAA's training programs, and I am proud to be affiliated with such an outstanding organization. I have enjoyed working with my colleagues across the state in my first term as Treasurer, and I would like to continue to give back to the organization that has done so much for me. I would consider it an honor to be elected to another term as PASFAA Treasurer."



Secretary



Donna F. Cerza
Assistant Director of Financial Aid
College Misericordia
1999 – Present

PREVIOUS EMPLOYMENT

College Misericordia

- 1997-1999 Financial Aid Counselor
- 1993-1997 Director of Graduate & Part-time Recruitment
- 1990-1993 Coordinator of Transfer Recruitment
- 1989-1990 Admissions Counselor
- 1987-1989 Assistant Registrar

EDUCATION

- M.S. Organizational Management, College Misericordia, 1994
- B.A. Social Work, Millersville State University, 1982
- A.S. Social Science, Luzerne County Comm. College, 1980

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

- 2003 PASFAA Emerging Leader Award
- 2003, 2002, 2000 Moderator, PASFAA Conference
- 2003 Support Staff Workshop Committee
- 2003 PASFAA booth, PACAC Northeast Regional Fair
- 2002 Participant, Leadership Development Training
- 2002 Chair, PA Financial Aid Training Committee
- 2001 Co-Chair, PA Financial Aid Training Committee
- 2000 Spring Training Committee
- 1999 Registrar, Guidance Counselor Workshop
- 1999 Financial Aid Hotline

EASFAA

- 2002 Presenter, NASFAA Fall Training Workshops
- 2002 Training Site Coordinator

NASFAA

- 2002 Participant, Training of Trainers, Fall Workshop

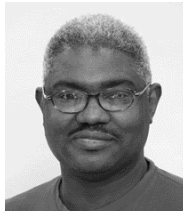
College Misericordia

- 2004 AICUP Student Lobby Day
- 2003 Middle States Accreditation Committee
- 2002-Present Secretary, Staff Council
- 2002 Performance Evaluation Committee
- 2000-Present Representative, Staff Council

"Through the support of my institution and the encouragement of PASFAA members, I have been afforded opportunities to become an active participant in our association. My involvement has resulted in both personal growth and professional development. I must admit that I was originally drawn into participation through "attraction rather than promotion." The association members and leaders consistently demonstrate tremendous levels of enthusiasm and commitment in their service to our profession. I believe this spirit of dedication along with an interest in developing members is paramount to our organization's success. It is truly an honor to be considered as a candidate for Secretary. Should I be elected, I would strive to serve PASFAA in this same spirit of dedication and commitment."

PASFAA Election Nominees

At-Large Representative



Bernard L. McCree
Director of Financial Aid and Registrar
Thaddeus Stevens College of Technology
2000 – Present

PREVIOUS EMPLOYMENT

- 1996-1999 Associate Director of Financial Aid
Lincoln University
- 1994-1996 Assistant Director of Admissions
Albright College

EDUCATION

- M.A. Organizational Management, University of
Phoenix, 2003
- B.A. History, Fisk University, 1988

PROFESSIONAL ACTIVITIES

Member: NASFAA, EASFAA, PASFAA, MSACROA, AACRAO

PASFAA

- Current Chair, Financial Aid Basics Training Committee
- Current Chair, Leadership Development Committee

MSACROA (Middle States Assn for Collegiate Registrars and Officers of Admission)

- Appointed to Program Committee by President for
past two years
- Presenter, "Financial Aid 101" MSACROA Regional Meeting
- Presenter, "Diversity: Our College's Model" MSACROA
Regional Meeting
- Presenter, Sallie Mae "How To Pay for College" Harrisburg

"I decided to seek the office of At-Large Representative because I wanted to play an integral part and be a voice in the development of our professional organization as we continue to seek new options for creating access for all students to higher education. We are all faced with budget constraints, staffing concerns, and access problems with technology and finances. These concerns determine how effective we are as FAAs in serving the needs of our student constituents.

This position has primarily coordinated our volunteers; however, I would also like to develop a diversity action plan to encourage and foster diversity in our organization. Diversity defines who we are and who we are to become and makes us better in meeting the needs of the changing faces of our student populations. I seek to serve you, our membership, as we strive to serve our students and their families effectively and more efficiently."

At-Large Representative



Dana R. Suter
Coordinator of Education Loan Programs
Pennsylvania College of Technology
1987 – Present

PREVIOUS EMPLOYMENT

- 1980-1987 New Accounts/Loan Clerk II
Commonwealth Bank & Trust Company

EDUCATION

- Applied Health Science/Surgical Technology
Williamsport Area Community College, 1978

PROFESSIONAL ACTIVITIES

Member – PASFAA

PASFAA

- 2003 Chair, Teleconference Committee
- 2003 Presenter, Support Staff Workshops
- 2003 Presenter & Committee, Guidance Counselor Workshops
- 2000 Presenter, PASFAA Conference
- 1999 Conference Committee

PHEAA

- Education Services Group Advisory Committee

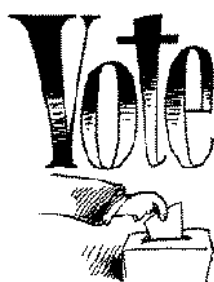
Pennsylvania College of Technology

- Chair, Human Resources Committee
- Member, College Council
- Student Affairs Professional Development Committee
- Member, Act 101 Advisory Board

Secretary, Clinton County Deaf Association
American Cancer Society Relay for Life
Parent Representative, Nurtury Preschool

"I am now in my eighteenth year as a financial aid professional, and I have encountered many challenges along the way. Over the years, I have always been able to count on the insight, assistance, and support that PASFAA provides for our profession. After being on the receiving end of the many benefits that PASFAA offers its members, I feel it is time to give something back to the Association. I have been a Conference presenter and have served on the Conference Committee, but I am now ready to take the next step and run for elected office.

Although I have only worked at one institution, the diversity of my experience qualifies me to be the At-Large Representative. My school, which was formerly a community college, is now a Penn State affiliate. Plus, our unusually high tuition cost is approaching that of some private institutions. Further, our curriculum is primarily technical in nature. This background is unique in Pennsylvania, and I believe it will give me the perspective to see the viewpoints of most of the individual PASFAA sectors. I welcome the opportunity to serve PASFAA as the At-Large Representative."



Private Sector Representative

Chanel Greene
Associate Director of Financial Aid
DeSales University
2003 – Present

PREVIOUS EMPLOYMENT

- 2002-2003 Assistant Director of Financial Aid
DeSales University
- 2000-2002 Financial Aid Counselor
(Training & Quality Assurance)
New York University
- 1998-2000 Financial Aid Counselor
Marymount College, NY

EDUCATION

- M.A. Student Affairs in Higher Ed., Indiana Univ. of PA, 1998
- B.S. Business, Finance/Investments, Skidmore College, 1994

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA, NYSFAA (1998-2002)

PASFAA

- 2004-Present Co-Chair, Financial Aid Basics Training Committee
- 2004 Participant, Leadership Development Training
- 2002, 2003 Attended PASFAA Conference
- 2002 Presenter, Philadelphia College Fair

EASFAA

- Conference Session Moderator
- Attended EASFAA Conference

NYSFAA

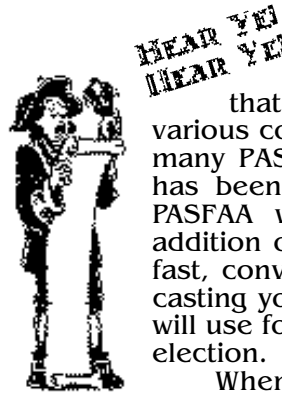
- Attended Novice Training
- NYSFAA Attended Conference

"Honestly, I am not 100% certain what this position will entail, but I am willing to take on all that is required and do the best I humanly can. I welcome the opportunity to tackle a new challenge and be a positive leader in the role of private sector representative. I have worked in financial aid for over six years and have had the pleasure of working for private four-year institutions both large and small. I feel this gives me a useful insight into the needs of this sector. I am interested in making sure our voice is heard in Pennsylvania, on the regional and national levels."

Speak Out
VOTE!

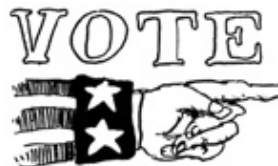
Voting Made Easy On-Line July 15-August 1

Submitted by
Jean Walker
PASFAA President



The wooden ballot box that traveled around the state to various conference sites and which saw many PASFAA elections over the years has been retired. The update of the PASFAA website has brought us the addition of on-line voting capability – a fast, convenient and secure method of casting your vote electronically that we will use for the first time in the 2004-05 election.

When voting opens, you will be e-mailed instructions. (Remember to keep your e-mail address accurate and up-to-date so you receive this important announcement.) The e-mail will contain the url address to access the voting portal along with the unique username and password required to participate. Once on this page, you can review the election information or proceed directly to the ballot information page by clicking the "Proceed to Voting" link.



To view a candidate's biographical information, simply click on their name. A new window will open which you will close when you have finished the candidate review to return to the original page.

You will be asked for your username and password. (Please note that these are case sensitive.) Copying and pasting is the best way to enter the data. After you log-in, you will receive your electronic ballot. Read the instructions carefully. You may only vote once. Review your ballot before submitting. All votes are final.

If you experience any technical problems during this on-line process, you will be instructed to contact support@pasfaa.org or your questions can be directed to Gary Means at meansg@wccc-pa.edu or call Gary at 724-925-4061.



Every vote counts and the election of a particular candidate can happen through a close vote so we want to encourage every eligible member to participate in PASFAA's first ever electronic election!

Government Relations Committee Continues "Doing Good Government Relations"

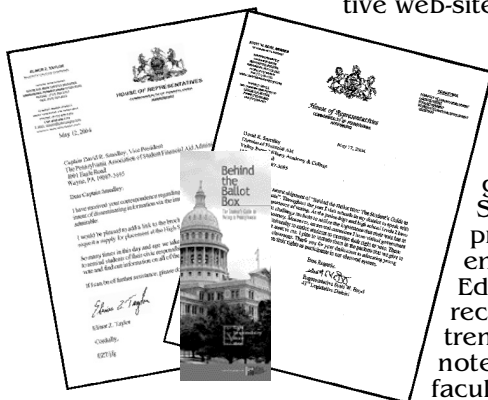
Submitted by
David Smedley
PASFAA Vice President



With Reauthorization of the Higher Education Act on the Congressional Agenda, and state budget politics moving along, your Government Relations Committee has been hard at work representing the interests of your association. Since January, Committee Chair, David Smedley, has met with staff from two Pennsylvania delegation Members (Greenwood and Fattah) and on two occasions directly with one Member from the New York delegation, Timothy Bishop (D-NY), a former DFA who sits on the important House Committee on Education and the Workforce. In these meetings, Smedley presented the Reauthorization ideas put forth in the association's letter from April 2003. The HEA Reauthorization advocacy letter can be downloaded from the PASFAA Government Relations Committee web-page at: http://www.pasfaa.org/docs/governmentrelations/toc_governmentrelations.html.

On March 3-4, your Government Relations Committee traveled to Washington, DC for an overnight lobbying trip and visit with staff from four Pennsylvania Congressional Delegation offices. (See article on next page.) Smedley followed up this visit with another to DC in early June to meet with Kathleen Smith of the House Education and the Workforce Committee, James Bergeron, legislative aide to Rep. Howard "Buck" McKeon (R, CA) and Congressman Tim Bishop continuing to represent PASFAA's interests.

The recently unveiled voter registration and political awareness brochure (originally designed by Celeste Olmstead and Kerstin Roan at PSU and produced in partnership by PASFAA and PHEAA) has been greeted with a positive response from Members of the Pennsylvania General Assembly, who were mailed copies of the brochure in early May. To date, five Members of the State House (led by State Representatives Elinor Taylor, Kate Harper, Tina Pickett, Melissa Murphy Weber, and Scott Boyd) have asked for hard copies of the brochure to distribute to high schools in their districts as well as an electronic copy of the brochure to upload to their respective web-sites.



State Representatives Taylor and Boyd sent letters complimenting and requesting copies of the Behind the Ballot Box brochure.

After the Chairman of the House Education and the Workforce Committee introduced a bill to serve as the main House Republican driver bill for HEA Reauthorization, Committee members held a conference call along with some members of PASFAA Council to review the bill's provisions. In late May, the Committee met to discuss HEA Reauthorization. Invited guests included Daniel R. Lau, President and CEO of The Access Group, Susan Bogart, DFA at The Dickinson School of Law, who provided a graduate program perspective on HEA proposals, and Professor Donald E. Heller, the eminent higher education policy researcher for the Center for Higher Education Policy at PSU. Professor Heller delivered a presentation he had just recently given to a financial aid conference on the West Coast on national trends in state financing of higher education. His copyrighted presentations, notes and other writings can be accessed at: http://www.personal.psu.edu/faculty/d/e/deh29/papers/papers_index.html.

In July, David Smedley will present a conference session at the NASFAA Conference in Minneapolis to promote the activities of your Government Relations Committee in "doing good government relations."

Over the summer, the Committee will continue to chart the progress of HEA Reauthorization and will provide updates on the PASFAA Government Relations Committee web-page. You can access a chart that outlines major provisions of the some of the major bills in Congress on higher education and HEA reauthorization by going to the Committee web-page. The page also includes a chart that details student aid proposals by the major candidates for the presidential nomination, the Legislative Guide, and the voter registration/political awareness guide. If you have questions or concerns about the reauthorization process, ask the members of your Government Relations Committee, and check back to the PASFAA Government Relations Committee web-page often!

Since the last report, Ron Laszewski, a GRC member, has left PHEAA on a professional respite. In the true spirit of Congress and committee action, the Chairman asks for unanimous consent to thank Ron for his active service on the Committee for the past year and a half and indeed, his service to the association and the profession, which includes a stint as PASFAA president.

The next Committee meeting is tentatively scheduled for mid-September in Philadelphia.



Government Relations Committee Lobbies on Capitol Hill

Submitted by
Carol Handlan
Government Relations Committee



Government Relations Committee members visit with Jeff Vorberger (2nd from right) who is legislative aide to Congressman John Peterson (R-PA) in the Congressman's office.

Capitol Hill 101 – how exciting can a trip to Washington, DC be? The Government Relations Committee members found out first hand, undertaking an unprecedented advocacy effort by traveling to Capitol Hill for an overnight lobbying trip. Committee members Bonnie Behm, Nancy Chalker, Anna Griswold, Carol Handlan, Scott Miller, and David Smedley were joined by Bill Irwin (chairman of EASFAA's Federal Relations Committee until May 2004) and Jean Walker (2003-04 PASFAA President) and followed a full-day's schedule masterfully arranged by Scott Miller, visiting with staff from four Pennsylvania congressional delegation offices. Congressional offices visits were those of Congressmen Paul Kanjorski (D-11th), Phil English (R-3rd), Todd Platts (R-19th), and John Peterson (R-6th).

Some of the critical HEA Reauthorization topics covered during the visits were maintaining and/or increasing Pell Grants, flexibility in the Federal Campus-Based Programs, increases in the Stafford annual and aggregate loan limits and the IRS match. We also had the opportunity to highlight our PASFAA organization and answer questions posed by the Congressional office staff. The group was fortunate to also meet with Texas Congressman Sam Johnson's staff and engaged in a healthy dialog on the concerns related specifically to the IRS match.

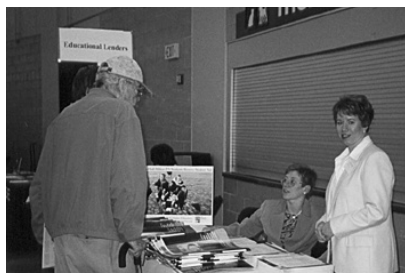
Bonnie, Anna, and Bill were terrific in making their points to the Congressional staff, and in some cases, correcting some serious misconceptions they had related to the process and what actually gets verified. It is our understanding that we were the first group of financial aid administrators to have discussed the IRS issue with them. The overall trip was an exciting exercise in getting the message across face-to-face and it truly felt like we did have a voice and someone was listening. If you are interested in participating in future trips like these, we encourage you to get involved and volunteer to serve on the Government Relations Committee.



Government Relations Committee members pause outside Congressman Todd Platt's (R-PA) Office.

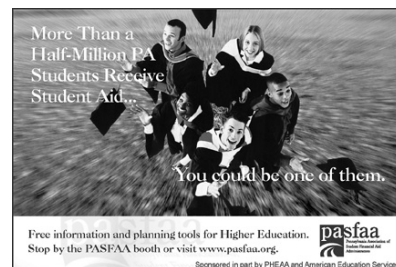
Awareness Committee Looks Ahead For 2004-05 College Fairs

Submitted by
Mirtha Wilczynski
Chair, Financial Aid
Awareness Committee



Mary Kosin (seated) and Patty Cegelka help a parent at the Northeast College Fair.

The academic year is winding down, so I want to take this opportunity to thank all who volunteered your time and expertise and provided information to students and parents at the different college fairs. We all know that as college expenses go up, families struggle to find the resources that will help them pay for their children's education. We will again represent PASFAA at the 2004-05 college fairs. Dates and times have not been finalized. A general notice will be sent to all PASFAA members sometime during the summer months. Please consider helping us and once again make these events a success.



The PASFAA ad appeared in local newspapers prior to the Northeast College Fair.

Pennsylvania Financial Training Program

Submitted by
MaryKay Klara
Chair, Spring Training

Spring Training 2004 Plants Seeds for Tomorrow



Once again PASFAA held another successful Spring Training event, this year in the West at the Pittsburgh Marriott North - Cranberry Woods on April 14 and in the East at the Drexelbrook Conference Center in Drexel Hill on April 20. Attendance in Pittsburgh was 144, while 139 PASFAA members participated at Drexelbrook. The Pittsburgh site was a new location for us, and given the positive comments, one that will be a host again.

This year's theme, "Planting the Seeds for Tomorrow," was evidenced by the designs for the flyer, announcement, and sponsor PowerPoint slides. Floral seed packets and pens were found in each attendee's folder. Door prizes for one lucky attendee at both the East and West sites included admission tickets and gift certificates to two beautiful botanical destinations, Longwood Gardens in the East and the Phipps Conservatory in the West. The garden designs for the flyer, agenda and sponsor slides were the work of two students, Dusty Ligenfelter of Dubois Business College and Tim Danner of Villanova University.



Registration at the Pittsburgh site.

Some popular sessions (based on attendance) were AES Loan System Updates, USDE Hot Topics, Needs Analysis, AES Web Sites and FERPA. Other sessions offered included: 529/Upromise, Collaboration in a Dilbert's World, Alternative Loans, Veteran Affairs, Problem Solving, Creating Financing, and Meteor.



Ken Grugel (left) and David Smedley present the session on veterans affairs.

AES/PHEAA's federal relations director, Scott Miller, presented a preview of the Higher Education Act Reauthorization bill that was introduced in the U.S. House of Representatives early in May. Scott provided a detailed look at proposals to raise loan limits, reduce origination fees, revise the campus based allocation formula, and other key elements of the bill. Scott continues to hold out hope that the reauthorization will be completed this year, but pointed out to attendees that the Senate has not yet begun any formal work on reauthorization.



For the first time in 2004, AES held their state grant and loan updates via web casting at the Spring Training workshops. Eleanor Alspaugh, Assistant VP for State Grants and Special Programs, and Henry Chance, Assistant VP for School Loan Operations, presented information from AES Harrisburg headquarters via the web at each site. Our Spring Training ventures were highly supported by AES who sponsored the costs related to the web casting.



The staff from Reading Area Community College enjoy lunch at the Drexel Hill site.

Many thanks to the presenters (most who are PASFAA members) who shared with us their time and talents. And thank you to those who shared their suggestions and thoughts with us in completing the evaluation forms. Thanks also to



Dan Wray answers a question during the "How Lenders View Alternative Loans" session.



Attendees at the Pittsburgh site finalize their selection of sessions to attend.



Finally, a well-deserved thanks to the 2004 Spring Training committee who worked hard to coordinate another successful spring training event:

Marykay Klara (Chair)
Kathy Yakamavage (Co chair)
Tiffany Aloï
Michael Burke
Denise Coulter
Ed Cunningham
Catherine Demchak
Jennifer McLaughlin
Colleen Witz
Diana Sheehan

the following sponsors who supported this year's Spring Training event:

American Education Services
Academic Management Services
Beneficial Savings Bank
Citibank Student Loan Corporation
Educaid/Wachovia
Fleet Education Financing
Key Education Resources
M&T Bank
National City
PNC Bank

Villanova University
Empire Beauty School
Slippery Rock University of PA
AES
University of PA School of Nursing
AES
Carnegie Mellon University
Citicorp
Dubois Business College
AES



Cate McIntyre and Mark Kantrowitz discussed 529 plans and Upromise.



The Spring Training Committee takes a well-deserved break.

2004 NASFAA Leadership Conference

Submitted by
Barbara Schmitt
PASFAA President-Elect



N·A·S·F·A·A

This year's NASFAA Leadership Conference was held in Washington, D.C., March 7-9. Mary Kosin, current chair of PASFAA's Finance and Development Committee, and I were fortunate enough to be selected to attend the conference this year, and we returned to Pennsylvania with a renewed sense of respect for all volunteer organizations, not just PASFAA. At NASFAA's Leadership training were state and regional volunteers from all over the country. Although we all had issues specific to our states and regions, it was interesting to see that as leaders and potential leaders, we all attended with one primary goal in mind – "to encourage and assist the professional preparation, effectiveness and recognition of student financial aid administrators in post-secondary educational institutions." This year's conference, "Building Your House of Leadership" began with a presentation by Terry Everson of Great Lakes on "Building a Foundation for Leadership." Mr. Everson brought home to both Mary and me, the challenges of running an association strictly on the basis of volunteerism. We cannot emphasize enough how important it is for each and every member to volunteer their time, efforts and talents, no matter how small or large, to PASFAA. To quote Mr. Everson, "From good followers come good leaders."

The remainder of this year's conference concentrated on the "nuts and bolts" of running a large organization, from planning and conducting meetings, legal, accounting and financial issues to legislative advocacy. Mary and I ended our stay in Washington with a visit to the Capitol where we were fortunate enough to meet with Theresa Baker, the Legislative Analyst for Congressman Don Sherwood. We both returned to our respective campuses armed with binders, presentation handouts, business cards, and lots of D.C. maps! We are equipped with lots of tools and a newfound sense of volunteerism and are eager to serve PASFAA in 2004-05.



Mary Kosin (left) and Barbara Schmitt were PASFAA's representatives at the 2004 NASFAA Leadership Conference.

2004 Teleconference Looks at "Footing the Bill"

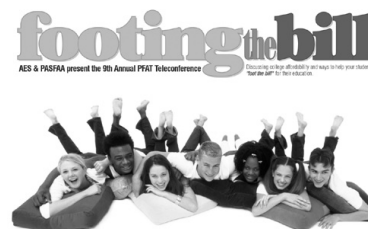
Submitted by
Dana Suter, Chair
Teleconference



Diana Sheehan coordinates rehearsal with the panelists prior to the broadcast.



PASFAA members had the choice of viewing the live March 12 satellite broadcast at one of several sites across the Commonwealth or to stay in their offices and watch a streaming video on their PCs. The distinguished panel consisted of Dr. Sandy Baum, Sr. Policy Analyst at The College Board; Jim Theeuwes, Director Student Financial Services at Mercyhurst College; Dr. Donald Francis, President of the Association of Independent Colleges and Universities in Pennsylvania (AICUP); and Lois Johnson, Manager of Budget Planning and Analysis for the Pennsylvania State System of Higher Education. Also included was a special appearance by Scott Miller, Federal Relations Director of AES. Emcee for this year's teleconference was Robert Thorn, Director of Financial Aid at California University of PA and Past President of PASFAA.



PASFAA Council members (l to r) Ragan Griffin, Meme Jeffries, Brian Blackburn, Bob Thorn, Barbara Schmitt and Sherry Proper shot videotape segments beforehand.



AES staff, Mandy Suknaic and Will Lindsey, take caller's questions.



(l to r) Bob Thorn (moderator) with panelists Dr. Sandy Baum, Dr. Don Francis, Lois Johnson and Jim Theeuwes.



The Teleconference Committee finalizes the program in a planning meeting.

The Pennsylvania Financial Aid Training Program, a cooperative effort of the Pennsylvania Association of Student Financial Aid Administrators and American Education Services brought to the table a discussion on rising education costs for this year's annual teleconference. An emphasis was placed on the trends and best practices in use in addressing parent and student issues for covering the rising costs of higher education – how we are helping families "foot the bill."

The panel discussed the trends in education costs and the current increases in tuition, why tuition rises so rapidly, net prices after considering grant aid, expectation of today's students and their parents, state funding for postsecondary education, and how some institutions have been able to control cost and reduce tuition. Along with the panel, PASFAA Council members were featured in taped video clips discussing their concerns over the rising costs of education and sharing solutions they offer students who say they cannot afford to attend their institutions. Other video clips featured Peggy Charnick, College Misericordia, who discussed reviewing processes within the aid office that help make changes to save a tremendous amount of staff time. Chris Vaughn, Mansfield University of PA, explained how his institution, by creating the position of "Director of New Student Financial Planning," is now more able to meet the needs of students and parents and not so heavily burden the financial aid staff.

Scott Miller's interview with Congressman Howard "Buck" McKeon, who heads the current Subcommittee on Twenty-First Century Competitiveness, was very informative of what our representatives in Congress are expecting colleges and universities to do in holding down tuition and still be able to provide access to a good education for all of today's youth.

PASFAA and AES/PHEAA continue to strive to develop these training events to inform and educate our professional colleagues. Thanks to the 2004 teleconference committee: Dana Suter, (Chair), Bob Heyl (Co-Chair), Lesa Angell, Kim Adamson, Bill Irwin, Wendy Mahonski, Bob Snyder, and Ed Cunningham. A very "special" thank you is also extended to Diana Sheehan, Christina Reinoehl and the rest of the AES staff for their hard work in making this another successful teleconference.

This is the second of a series of articles with helpful suggestions for the newest members of our profession.

So, You're New in Financial Aid? Take Advantage of Training Opportunities

Submitted by
Joetta Bradica
Newsletter Editorial Board



Do you know of anybody who went to college thinking, "I want to work in financial aid, so I better take the right courses." Me neither. There are only a few graduate programs in student affairs that have financial aid as part of the curriculum with an internship in an aid office at best. So where does the new financial aid professional get the skills and knowledge base to perform the job. The transition from work-study student (who happened to work in a financial aid office) to financial administrator is a logical transition for a few, but what about the person who finds

the job description intriguing, yet has little background in need analysis, federal regulations, loan programs, etc.? Learning the ins and outs of financial aid through trial and error isn't recommended because people become emotional when it's about "the money." There is a better way.

NASFAA, EASFAA, and PASFAA all offer a number of training opportunities throughout the year for financial aid personnel. PASFAA partners with AES/PHEAA to offer a number of training opportunities designed to strengthen the skills of a financial aid professional. For the novice, there is **Fundamentals**, which is offered the weekend before the annual PASFAA conference in October. Fundamentals provides a concise overview of the financial aid programs, principals, policies and procedures. The **Don Raley Institute**, also for novice financial aid professionals, is more in-depth and is offered every June. This intensive five-day training is a primer for everything you ever wanted to know about financial aid. The **Intermediate Summer Institute** is a good follow-up for those with some experience who need a refresher or perhaps are not new to aid, but are new to their type of school. It occurs every other year in June.



Throughout the year, there are programs for novice and experienced financial aid professionals alike. The **Teleconference** in March is a half-day of training covering a hot topic such as this year's "Footing the Bill" that explored the rising cost of education and how to help students meet the costs. **Spring Training** is offered at two locations during April and always offers sessions covering timely subjects along with federal and state updates. In December, PASFAA offers two different training sessions that alternate every other year.

The **Support Staff Workshops**, provide training for front-line staff who are critical to the daily operation of the financial aid office. The **Business, Trade & Technical Workshop**, held during the opposite year, provides training on topics unique and specific to this sector.

EASFAA provides fall and spring training opportunities as well as an annual EASFAA conference. Much of the fall and spring training is offered in partnership with NASFAA. This year's **EASFAA spring training** centered around fostering leadership.

NASFAA offers a comprehensive and affordable workshop series. Training is offered through workshops at a variety of locations in the fall and spring. **In Search of Best Practices: A NASFAA Symposium** is a fairly new initiative which began in 2002. It provides an opportunity to explore topics of national concern, learn from colleagues and share ideas on current issues facing aid administrators.



All three professional organizations hold annual conferences, which provide attendees opportunities for training and networking with other financial aid professionals with a variety of experiences. Volunteering in PASFAA also provides a valuable avenue for training and networking with opportunities for all levels of experience. Training information is just a click away on the websites for PASFAA (www.pasfaa.org), EASFAA (www.easfaa.org) and NASFAA (www.nasfaa.org).



So, you're new in financial aid and could use some help? Get trained!



WASHINGTON UPDATE

Submitted by
Scott Miller
Federal Relations
Director, AES/PHEAA

Reauthorization Update: The Process Begins

On May 5, Rep. John Boehner (R, OH) and Rep. Howard "Buck" McKeon (R, CA) unveiled H.R. 4283, the College Access and Opportunity Act of 2004. This bill represents the views of the Republican education leadership in the House of Representatives on reauthorizing the Higher Education Act of 1965. It is the first major step in the reauthorization process.

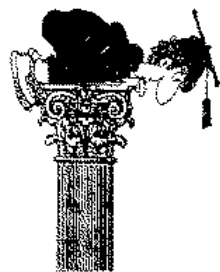


Rep. John Boehner (R-OH) introduced H.R. 4283, the College Access and Opportunity Act of 2004, along with Rep. Howard "Buck" McKeon (R, CA).

As I write this article, the prospects for finalizing the reauthorization this year are still in flux. It is possible that by the time you read this piece, the House Education and the Workforce Committee will have taken action on the bill. It is even possible that the full House of Representatives will have voted in favor of a reauthorization bill. It is also possible that none of these actions will have taken place – meaning that the prospects for completing the reauthorization by the time this Congress adjourns would be very slim.

H.R. 4283 (College Access and Opportunity Act of 2004)

For now, I believe that it is worth reviewing the key elements of H.R. 4283 and discussing their role in determining whether reauthorization will be completed this year.



The first controversial aspect of H.R. 4283 is that it is "budget neutral" – meaning that the bill does not add any additional costs to the student aid programs that fall under the heading of "mandatory" (or entitlement) programs. Both the FFEL and Direct Loan Programs are mandatory programs. For the bill to remain budget neutral, any increase in spending for those programs (e.g., by raising loan limits or lowering Origination Fees), must be offset by corresponding reductions in the programs' costs. Given the size of the federal budget deficit, the leadership of the House of Representatives has directed that the Education and the Workforce Committee not include any new spending in the bill. Of course, this has drawn the ire of many Democratic members of the House, who do not agree that the bill must be cost neutral.

In this context, Reps. Boehner and McKeon have managed to include modest increases in student loan limits. They propose to raise the annual Stafford Loan maximums to \$3,500 for first-year students and \$4,500 for second-year students, while holding the aggregate limits at current levels. Graduate students would see their annual unsubsidized Stafford limit rise to \$12,000. All of these increases would be effective on July 1, 2006.

The bill would begin a phase-down of loan Origination Fees for subsidized and unsubsidized Stafford Loans. Origination Fees would drop to 2% for loans made on or after July 1, 2006, drop to 1.5% for loans made on or after July 1, 2008, and bottom out at 1% for loans made on or after July 1, 2010.

For Pell Grants, the bill would authorize students to receive "year-round" Pell Grants, in an effort to encourage students to accelerate their postsecondary progress. In addition, the tuition sensitivity provision for calculating Pell Grant awards would be eliminated and a supplemental

Pell Grant of \$1,000 for students who qualify for Pell and meet the criteria for State Scholars Programs is authorized. Drawing some controversy has been the fact that the bill does not increase the "authorized" levels for maximum Pell Grants.

The current authorization level of \$5,800 was set during the 1998 reauthorization and is well above the current "appropriated" level for the Pell maximum. Some Democrats have criticized the committee leadership for not raising the authorized level, while the Republican leadership has argued that increasing the authorization is meaningless, given that it is the Appropriations Committees who actually determine the annual level of the Pell maximum.

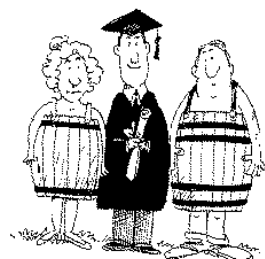
What's



on the Hill?



Rep. Howard "Buck" McKeon (center) listens to former Chancellor Fred Gaskin during a visit to community colleges in Arizona.



One idea that seems to be gaining momentum in the reauthorization debate is the idea of providing more "equity" to the allocation formula for Campus-Based funds. H.R. 4283 includes the following schedule for phasing down the base guarantee for Campus-Based funds:

- 80% of the base guarantee in FY 2007 & 2008
- 60% in FY 2009 & 2010
- 40% in FY 2011 & 2012
- 20% in FY 2013 & 2014
- 0% in FY 2015 and beyond.



The Issue of Fixed vs. Variable Consolidation Interest Rates

To offset the cost of increasing loan limits, lowering Origination Fees, and several other proposals, H.R. 4283 includes some significant cost "savers". These are led by what has emerged as the most controversial provision of the bill: converting consolidation interest rates from fixed to variable. The bill proposes to set consolidation rates in the same manner as they are set for Stafford loans (or for PLUS loans, in the case where the consolidation loan is made up solely of PLUS loans). Representatives Boehner and McKeon point to a recent study by the Congressional Research Service showing that students would have paid less on their consolidation loans under a variable rate formula in 13 of the last 18 years.



NASFAA President Dallas Martin (2nd from left) is among those testifying at a May 12 hearing on H.R. 4283.

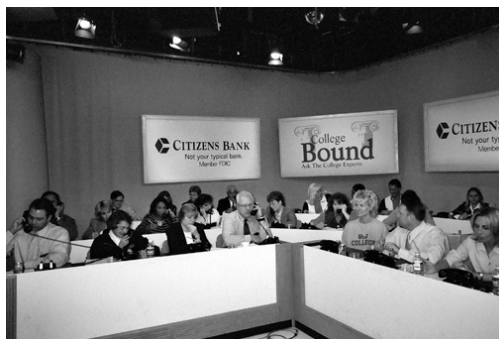
Their Democratic counterparts on the committee, Reps. George Miller (D, CA) and Dale Kildee (D, MI), argue that today's low fixed rates have made repayment more manageable for borrowers and that the change may increase the cost of borrowing. Rep. Rob Andrews (D, NJ), Rep. David Wu (D, OR) and other Democrats on the committee have supported the variable rate concept and have echoed the argument of Chairman Boehner who has stated that he would rather provide new benefits for incoming and current students than spend scarce federal funds on those who have completed their education. Resolving this issue will be key to the ability of the Education and the Workforce Committee and the full House of Representatives to pass a reauthorization bill.



Other cost "savers" in the bill include modifying the special allowance paid to lenders to capture earnings made when interest rates fall and phasing down the minimum yield earned on certain loans made with the proceeds of tax-exempt borrowing.

It is far from certain what the fate of H.R. 4283 will be and how it will be modified before it is finalized. The only certainty is that there is a long road to go before this reauthorization is completed. I will strive to keep you as up to date as possible throughout the reauthorization process.

We Saw You at...



"Ask the Expert - College Bound" call-in program at KDKA studios in Pittsburgh.



Public Two-Year Sector meeting at the Best Western Harrisburg Airport.

The Past President's Club recognizes the achievements of former leaders of PASFAA and appears periodically in the Newsletter.

Past President's Club

featuring

Bill Irwin, PASFAA President 1986-87

Submitted by
Sally Treadwell
Newsletter Editorial Board

Got a question about regulations? Wondering what the feds say? Affectionately known to many as "Mr. Regulations" himself, Bill Irwin is one of the most intellectual, yet down-to-earth individuals ever to grace the President's office of PASFAA Council. Said Mary Miller, Regional Manager for AES and former DFA at Slippery Rock University of PA, "If I needed an interpretation on a 'may' or a 'should,' I could call upon Bill to provide the correct answer. It wasn't always what I wanted to hear, but I knew that what he was providing to me was accurate and concise." Always willing to help out a colleague with technical advice, this longtime financial aid professional is also just as willing to share a laugh and relax with fellow aid directors at conferences across the country.



This writer caught up with him at the EASFAA Conference in Providence, RI, which immediately brought to mind his own EASFAA Presidency (1991-92) and NASFAA Chair (1995-96) positions as well. When asked what he felt his biggest contribution to PASFAA has been, Bill discussed the Pennsylvania Aid Administrators Training Program (PAATP). PAATP began as a program run jointly by PHEAA and PASFAA. However, the PASFAA Council and many in the general membership felt that PASFAA had become secondary in the training process. Bill set out to rearticulate the agreement as to how the training program should be managed. This led to an awareness that the structure needed to change. As in so many other volunteer efforts, the same pool of people were being called upon again and again. Bill wanted to infuse some diversity and new blood. "We wanted to make a better provision for some turnover."



A youthful Bill Irwin (right) joins Don Raley at the 1985 PASFAA conference at Station Square, Pittsburgh.

That was almost 20 years ago. Bill asserts that things were so different then than they are now. Bill generously added that the benchmark in the training evolution really happened when Georgia Prell, 1995-96 PASFAA President, facilitated a long-range planning retreat. That meeting gave birth to the current Pennsylvania Financial Aid Training Committee (PFAT).

SUCCESS STORY.



Bill remembers PASFAA as much simpler when he was president. Recalling that time, Irwin said, "This is what the President did. We just needed to make sure it happened, such as we had to have a conference. And we had a newsletter which needed to be published on a somewhat regular basis." Bill remembered PASFAA had the Conference, Government Relations, Public Information (which was really the newsletter) and Governance committees. "We didn't do Guidance Counselor Workshops back then. And basically you had to find a conference chair!" Pat Loughran, retired Director of Financial Aid of St. Francis College, chaired Bill's conference. It is hard to believe that it was only the second time PASFAA had gone to the now legendary Seven Springs. Bill remembers worrying that it wouldn't live up to expectations, because the organization had a wonderful first conference there. Fortunately, Seven Springs didn't let him or Pat down.



Bill shared his expertise with guidance counselors at the Lycoming College 1990 Guidance Counselors Workshop.

Indeed, it's been an illustrious journey for the young man from Corydon, Indiana. Bill earned his undergraduate degree in business management at Indiana University in Bloomington. He followed that with Army Reserve's Basic Training, then got his master's in Student Personnel where he had the "obligatory residence hall duty in the upper peninsula of Michigan."

Bill is really Dr. Bill having earned his PhD in Higher Education from The Ohio State University. While at Ohio State, he worked for Rodney Harrison, one of the better known directors of financial aid in "The Big 10." After he finished his PhD, he was hired by Lock Haven University of PA as Director of Financial Aid. By this time, married and a father, he saw it as a good position, although initially, he thought he would only be there for five years or so. Twenty-seven years later, Bill admits, "There's no question in my mind that it was the professional organizations that kept me here." Rather than looking to change careers or move out of financial aid, Irwin made the choice to enhance career growth by going the professional association route. "I'm glad I did. You meet a lot of nice people."



Bill joined (l to r) Mary Miller, Chris Zuzack and Rachael Lohman in a panel discussion at PASFAA's 2003 Leadership Development Training.

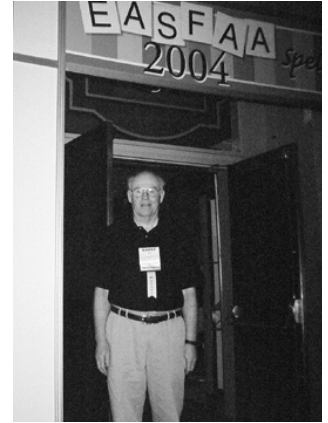
Irwin recalls that, "Being president was fun." And one of the fringe benefits was, "Anybody you wanted to call, you could talk to!" One of his highlights was meeting Dallas Martin, President of NASFAA, at the 1986-87 EASFAA Conference. "That loss is something I'm concerned about now. We've lost that link." Bill explained that the state president used to automatically be the state's EASFAA Representative. However, because EASFAA was seeing 100% of its board change every year, it changed its by-laws to have the state representative become an appointed position that now changes every two years.

When asked about encouraging others to assume leadership roles, Bill says that we need more people who want to do just that. "Everyone wants to enjoy the conference. Someone has to do the conference. Everyone wants to enjoy the training. Someone has

to do the training. We're growing too many consumers and not enough providers." To be fair, Irwin adds that more people have more demands on their time at their campuses than ever before. So volunteerism remains a challenge. But he stresses that PASFAA and other similar organizations need people who are willing to work, willing to be involved. "You start at the state level, but keep going. You need to have state and regional involvement by the time you get to NASFAA." He recommends, "Take the first steps. Run for office. Nobody ever thinks that they're going to be NASFAA Chair. You never really think that until the point where you're asked to run!"

One of PASFAA's own, Rachael Lohman, DFA at Wilkes University, who served as NASFAA National Chair in 2000-01, said, "Bill has been a wonderful friend and advisor. During my year as NASFAA National Chair, I frequently relied on him for advice and direction. I knew he would be honest in his opinions and thoughtful about his answers to my questions. He was there to help when I needed him."

Chris Zuzack, DFA at IUP and immediate past-president of EASFAA, has accolades for Bill, saying, "Bill Irwin has served as one of my mentors for the past 15 years. I know that without his encouragement and support, I would never have pursued increasing levels of professional involvement in PASFAA, EASFAA, and NASFAA. There are so many words to describe Bill – generous, knowledgeable, astute, gracious, and a real gentleman!" Adds Mary Miller, "Bill has always been very supportive throughout my career in higher education. He was one of the leaders who knew how to twist an arm." As long as Bill Irwin remains on the scene, mentoring and cheering on those who wish to contribute, PASFAA has a true treasure trove in this very delightful past president.



The ribbon on Bill's nametag at the 2004 EASFAA Conference recognizes his 25 years of membership.



Top Ten Reasons to Volunteer in PASFAA

Submitted by
Judy Rile
Newsletter Editorial Board

10. Looks great on your resume. Potential employers want to know what you've done beyond earning a paycheck.
9. You get the "VOLUNTEER" ribbon on your name badge at the PASFAA conference.
8. Your boss will be impressed when they get the letter of thanks from PASFAA President, Jean Walker.
7. It's a day out of the office if you serve on a PASFAA committee.
6. Peanut cookies – still warm! (A favorite treat at meetings held at PHEAA.)
5. You get to meet new and interesting people who have a lot in common with you.
4. Networking!



3. Learn new things and learn new ways to do old things.
2. It makes the organization stronger.
1. It's fun! But best of all, you have a chance to give back to a group that provides great support to its members – and you'll feel good about it.

Editor's note: Contact Margaret Hynosky (hynoskym1@scranton.edu) for more information about 2004-05 volunteering opportunities in PASFAA.

How to Keep Your Cool in the Heat of Summer Financial Aid

Submitted by
Alisa DeStefano
Newsletter Editorial Board



"Do you work in the summertime?" How many times have we been asked this question by well-meaning, yet misinformed people? Not only do we work in the summertime, it's our most stressful time of the year.

There are a myriad of articles about stress in the workplace, but instead of going to the library or online, I went straight to the source (those of us who work in financial aid) and collected tried and true ways to deal with the stresses of summer in the financial aid office.

Resist the urge to read e-mails from home.

If it can wait, it's best to read your emails at work and not at home. "I checked my e-mails from home after returning from a vacation one time," says Patti McCarthy, a colleague from Indiana University of PA (IUP). "And spent 2-1/2 hours reading my e-mails so I could be free at work the next day to something else when I got there. What I really did was spend 2-1/2 hours away from my family when I could have done the e-mails at work, and in the end it didn't make my day back at work any less stressful."



Walk it off.

Take a walk or do some type of exercise during lunch. One colleague stated that she began to look forward to her exercise session every lunch hour because she truly felt less stress after her workout. Why do people look forward to exerting themselves physically and working up a sweat? Because they see and feel the results.

Send someone out for Popsicles.

Remember those freeze pops when we were kids? Bring a box into the office on a real scorcher of a day and hear the "When I was a kid..." stories start up. Plus, you can't be too miserable slurping on your favorite flavor anyway.

Have a party.

Have a pizza delivered, send someone out to pick up breakfast for everyone, take turns bringing in a dessert one day a month, or, as they do at Butler County Community College, have everyone bring in one ingredient and make lunch, such as tacos, salad, etc.

Go home!

"For the longest time I would stay late to try to accomplish more," Aileen Bowman of IUP said. "Then two summers ago I was 'forced' to leave at 4 pm for physical therapy. Leaving on time made such a difference – I didn't feel as stressed that summer. I was very surprised to find that I wasn't any farther behind or anymore ahead than when I worked all those extra hours."

Consider an alternative summer work schedule.

Jean Walker, DFA at Butler County Community College and 2003-04 PASFAA President, hopes to establish an alternative work schedule next summer. "We would like to start a four-day work week of 10 hours a day with one day off. We believe this would work well and a large volume of work could be accomplished in a 10 hour day."

Other alternative schedules could include closing the office doors from 8-10 am while the staff works uninterrupted, or closing the office one half-hour earlier taking a half-hour lunch rather than an hour.

Go casual and commiserate.

"Friday is dress down day in summer," says Bill Burke of the University of Scranton. "In mid-summer, we have happy hour on a Friday after hours and invite spouses. And at the end of the summer, our assistant director, Mirtha Wilczynski, invites us to her home for a Saturday picnic and we retell our summer horror stories."



Chris Zuzack suggests light reading and adequate nourishment to deal with summer stress.

Get a life – and keep it.

According to Chris Zuzack, DFA at IUP and 2003-04 PASFAA President, "You must have a life outside of financial aid and be sure to make time for it! Your family, a sport or hobby, even just relaxing with the evening newspaper or a good book – something to take your mind away from the office and into something pleasurable for you."

Keep a sense of humor.

It is so important to keep things in perspective. Bill Irwin, DFA at Lock Haven University of PA, shared his view of this at a PASFAA Conference session. "We are not curing cancer here," said Bill. "In the overall scheme of things, there are far greater concerns than some of the issues we expend considerable personal energy on." Bill told about how his staff "threatened" to get turkey stickers to put on the folders of students who proved themselves to be the biggest turkeys. "Just having this plan among ourselves proved therapeutic as we could say 'turkey' after a particularly trying encounter."

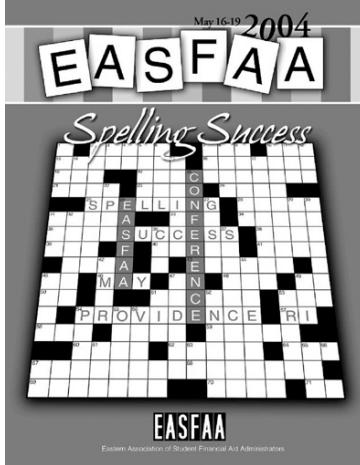


Aileen Bowman has a solution for the workload and stress that comes with financial aid in the summer.

So there you have it. It is obvious from talking with veterans of this financial aid field that doing your best is important, but it is also critical to make time for yourself, keep your personal life fulfilled, support your co-workers, and find the humor in it all if for no other reason than to retain your sanity. May your summer be a sane one and a fun one.

2004 EASFAA Conference "Spells Success"

Submitted by
Gary Means, EASFAA Liaison &
Mary Miller, EASFAA Conference Chair



The 38th annual EASFAA conference was held May 16-19, 2004 in Providence, Rhode Island. The theme of the conference was "Spelling Success" under the conference chair of one of our own, Mary Miller. The conference was well attended with 687 registrants. There were 48 concurrent sessions and three general sessions. Speakers were Senator Jack Reed from Rhode Island, Dennard Clendenin, Dallas Martin and the ever popular Jeff Baker, a Providence native.

A number of PASFAA members participated in the EASFAA Conference as either presenters or moderators including Barbara Schmitt, Donna Speranza, Scott Miller, Bill Irwin, Adele Marsh, Ragan Griffin, Betty Davis, Linda Anderson, Georgia Prell, Phyllis Swinson, Gary Means, Lori Williams, Tony Goodwin, Colleen McCabe, Rick Ross, Ambrose Price, and Chanel Greene. Rachael Lohman of Wilkes University also served as a member of the Conference Committee.



EASFAA past presidents include (far left) Chris Zuzack and (3rd and 2nd from right) Rachael Lohman and Bill Irwin.



(l to r) PASFAA members Ruth Cramer, Suzie Morgan and Lucky Hill take a break at EASFAA.



Gary Means, PASFAA's EASFAA liaison, presents Jean Fura, Charter One Bank, NY, the PA state gift of Naylor wine.



Mary Miller (5th from left) chaired the 2004 Conference Committee and also received the President's Award.

Sunday evening's President's reception was held on the 17th floor of the Biltmore Hotel where conference attendees enjoyed a great meal and a panoramic view of the city of Providence. Monday night's dinner was held at the Roger Williams Park Zoo, one of the top 15 zoos in the country. Tuesday evening was a free evening where attendees had an opportunity to see "Waterfire," a unique display of bonfires illuminating the rivers of downtown Providence, and enjoy the many restaurants and activities in the downtown area.

This was Christine Zuzack's last event as EASFAA President, and she has made Pennsylvania proud of her leadership. At the closing business meeting, some awards given out included the President's Award to a well-deserving Mary Miller for her outstanding service to EASFAA. The Committee of the Year Award was presented to two committees, the Conference Committee and the Training Committee. Also at this conference, Ruth Cramer, Dickinson College, completed her two-year term as EASFAA secretary and Bill Irwin finished his year as Federal Relations Committee Chair. Tom Dalton from the New York Higher Ed Service Corporation accepted the gavel from Chris and became the next President of EASFAA.

EASFAA used ATAC to do on-line registration for the conference and everything went smoothly. Conference attendees are reminded to go to the EASFAA website to do evaluations on-line. PASFAA will be using a similar online registration process for our annual conference.

Next year's EASFAA conference will be in Atlantic City, New Jersey, at the Bally's Park Place on May 15-18, 2005. Mark your calendars now and plan to attend.



PASFAA members (l to r) Jan Napiltonia, Barbara Schmitt, Jean Walker, Gary Means and Brian Blackburn relax together.

PRIVATE SECTOR

Submitted by
Brian Blackburn
Private Sector
Representative

As one of my heroes, Lou Gehrig, said, "Today, I consider myself the luckiest man on the face of the earth." This simple yet poignant statement sums up my feelings as I leave the friendly confines of Financial Aid. When you try something new, you often feel uneasy about it and frequently pull back. The security feels good. You are in your "comfort zone" This is where I have been for at least the last three years (if any first year aid counselors are in the zone, I want some of your moxie). My "comfort zone" has come about from working for a great institution and becoming associated with such a great organization, PASFAA, and the fabulous individuals who make it up.

Now that I have chosen to step outside my "zone", I can not begin to express the debt of gratitude that I owe to so many people in this sector. You have provided me with vast amounts of knowledge, friendship, guidance, great stories and laughter, both with me (and at me.)

I am certain that the next Private Sector Rep will continue on the excellent traditions set forth by my predecessors. I look forward to seeing all of you at the Penn Stater in October. Best wishes to all and a very heartfelt thanks for the support that you have shown to me.

NURSING SECTOR

Submitted by
Ginny Kopko
Nursing Sector
Representative

Working at a school, I am often asked if I have to work in the summer. What a silly question. I am sure all of you are very busy, but I hope you find some time to take a break and enjoy the summer.

I encourage you to get involved with PASFAA. The online volunteer form will be reactivated as needed on the PASFAA website. Committees are listed for you to chose your area of interest as well as several one-time projects. Get involved!

As always, if you have any ideas for training topics, the nursing sector meeting to be held at the PASFAA conference, or just need to network with other nursing sector members, please feel free to contact me at gkopko@hvhs.org or 412-749-7638.

Ode to Summer in Financial Aid

Summer brings us nice warm sun,
W-2's, 1040's, and verification.

Finding seashells in the sand?
It's just student folders, the color of tan.
Where to do all these things and more?

At the beach or seashore,
And in the office more and more!

INSTITUTIONAL AT-LARGE

Submitted by
Margaret F. Hynosky
Institutional At-Large
Representative

Thanks to all who completed the on-line volunteer form for 2004-05. Volunteer preferences have been forwarded to the 2004-05 Committee Chairs. Chairs have started forming their committees, however, depending on the committee; selections may not be finalized until closer to the conference. Chairs will contact volunteers directly to inquire on serving.

Council respectfully asks that each PASFAA member only serve on one committee. If you are contacted by more than one Committee Chair, please decide your area of preference and decline any additional offers for other committee positions. Also, if your volunteer preference included some other needed support, you may not be contacted until that support is needed or closer to that event happening.

The on-line volunteer form will be reactivated as additional volunteers are needed. Please watch for e-mails to the membership concerning any additional opportunities that may arise during the year.

BUSINESS, TRADE & TECHNICAL SECTOR

Submitted by
Stephen Helfrich
Business, Trade
& Technical
Sector Representative

Hello to all in the B, T and T Sector. Summer is finally here and another academic year is just around the corner. I imagine everyone is busy with his or her preparations for the same.

Please note a correction concerning the bi-annual B, T and T workshop that I had previously mentioned in the spring newsletter. The correct date for the workshop is December 2004, not 2005. At press time, no one from the sector has stepped up to the plate to chair the committee and we have no volunteers. I again urge you to consider volunteering to help the sector so we may continue to have a workshop that benefits all of us. The major responsibility of the committee is to select topics and prepare materials for discussion of pertinent issues in the Business, Trade and Technical Sector. Your help is needed.

Mark your calendars for the PASFAA conference at the Penn Stater October 17-20 when we'll meet again as a whole sector. I look forward to seeing you there if not sooner. Enjoy your summer!

INSTITUTIONAL SUPPORT SERVICES SECTOR

Submitted by
Nancy Chalker
Institutional Support
Services Sector
Representative

PASFAA Council met April 4-5 in Harrisburg. The 2004 PASFAA Conference is looking better than ever, thanks to chair Donna Wilkoski. The theme this year is "PASFAA International, Uniting our Students", with the colors being orange, white and blue.

The Lender Task Force Committee met April 2 and was able to develop some good recommendations to provide to Council. Task Force Committee members were: Jim Anderson, Sallie Mae; Sally Treadwell, SunTrust; Jen McLaughlin, Citibank; Linda Pacewicz, Chase; Judy McKenna, Educaid; Lesa Angell, CLC and Nancy Chalker, Citizens Bank. Barbara Schmitt, PASFAA President-elect, Mary Kosin, Chair of Finance and Development, Jean Walker, current PASFAA President and Donna Wilkoski, Conference Chair attended the PELA meeting April 6 where the Task Force presented to these council members and the PELA membership. Some of the recommendations will begin with this year's PASFAA Conference, so be on the lookout for changes in the way things will be done.

The new PASFAA website, administered by ATAC, is going very smoothly. Registration for Spring Training went well, and the volunteer form is now an on-line feature. Also, with the changes in the bylaws, nominations for PASFAA offices were due May 15, online voting takes place from July 15-August 1, election results will be posted no later than August 15, and the new officers will be in place prior to this year's conference.

The PASFAA Resource Directory will no longer be printed. Since the membership is now on-line and much more up to date, it was decided to not print the paper directory beyond 2003-04.

For those of you I don't see at NASFAA in Minneapolis, the next PELA meeting will be held on July 13 at the National City facility in Pittsburgh.

STATE-RELATED SECTOR

Submitted by
Meme Jeffries
State-Related
Sector Representative

This is a busy time of year for everyone as we get ready for 2004-05. Please remember to vote for PASFAA Council members. Voting begins on July 15 with the last day to vote August 1. Voting will be done electronically for the first time through the PASFAA website at www.pasfaa.org.

Mark your calendars! The annual PASFAA Conference is fast approaching. The conference will be held on October 17-20, 2004 at the Penn Stater Conference Center Hotel. Renovations at the Penn Stater will be completed in time for our conference so everyone will be able to book their room at the Penn Stater. (The Nittany Lion Inn will not be used.) If anyone has any topics for discussion at our annual sector meeting, please let me know.

If anyone has issues, concerns, or news that they would like to share with the rest of the State-Related Sector or Executive Council, please feel free to email me at Jeffries@oafa.pitt.edu or call me at 412-624-7167.

STATE SYSTEM of HIGHER EDUCATION SECTOR

Submitted by
Ragan Griffin
SSHE Sector
Representative

Greetings! I hope that everyone is finding some time away from the office to enjoy themselves this summer. Thanks to everyone who helped make our annual spring SSHE Sector Meeting such a success this year in State College on April 22-23. Once again we welcomed Lois Johnson from the System Office and the loyal AES representatives - Vince Racculia, Ed Cunningham and Henry Chance. John Blake and Lisa McGroarty from SyTec provided us with an update on the new shared administrative system (SAP) and we also observed the "ins and outs" of the new PASFAA website, courtesy of Gary Means and Jean Walker. Our agenda at this year's meeting was very "robust", thanks to everyone's input, and contained items that ranged from our Perkins Loan default rates, special condition/reduction in income policies to the ever popular topic—the return of Title IV funds.

During the course of our two day meeting, members of the SSHE Sector—both present and absent, were strongly encouraged to volunteer to run for election to one of the upcoming leadership positions within PASFAA. The new time frame for soliciting candidates and the voting process were both highlighted.

Our next sector meeting will be held at the fall PASFAA Conference in State College. Please contact me with any ideas/suggestions you may have for guest speakers and topics for discussion. Until then, have a great summer!

PUBLIC TWO-YEAR SECTOR

Submitted by
John Schodowski
Public Two-Year
Sector Representative

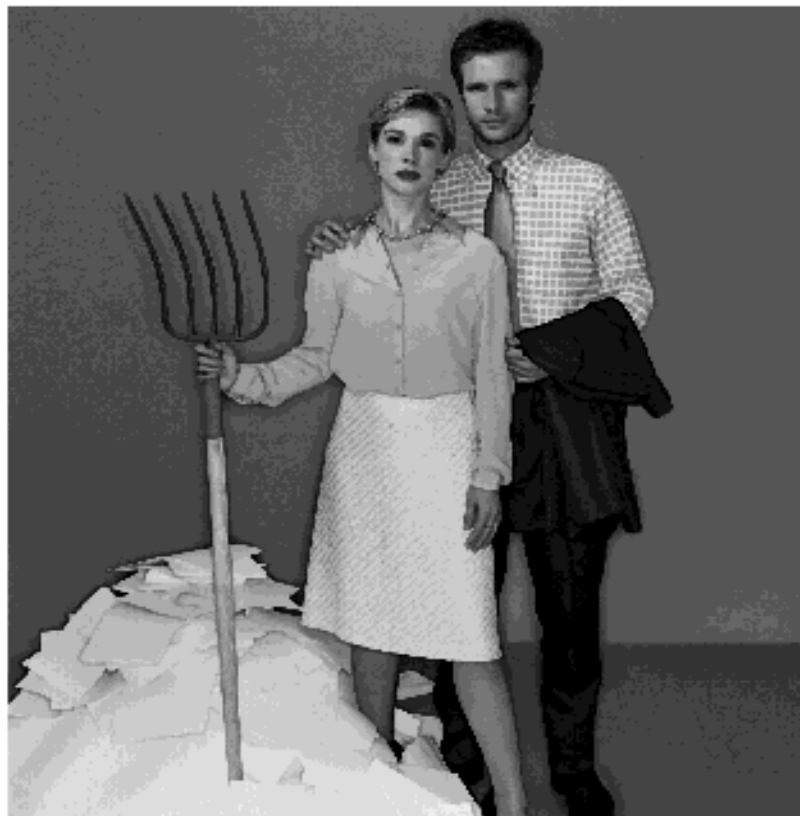
Greetings! The Public Two-Year Sector held our spring meeting at the Best Western, Harrisburg Airport. Diona Wise from AES/PHEAA provided us with a general update. Nancy Chalker from Citizens Bank also stopped in for feedback on information that is being geared towards community college students.

Concerns on electronic signatures were discussed and how schools deal with reporting consortium agreements to the Clearinghouse. Your comments, concerns and questions are always welcome at the sector meeting.

As a way of allowing some additional colleges to attend our sector meetings, it was suggested that our spring 2005 meeting be held in the Penn State area. While it is impossible to meet the needs of all, I am hoping that this will allow some new faces to join us for our meeting.

Our next sector meeting is scheduled to be held during the October conference at the Penn Stater. If you have any topics that you would like brought up at the meeting, please contact me at 610-372-4721 ext. 5115 or jschodowski@racc.edu.

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Every day is an opportunity to do more.

PELA News

Submitted by
Kerry Paoletta
National City



Pennsylvania Education
Lenders Association



PELA members presented the "How Lenders View Alternative Loans" session at the Drexel Hill Spring Training site.

Our Spring PELA meeting in April was held at AES/PHEAA and had one of the largest turnouts of recent meetings. PELA members were busy getting ready for the PACAC Northeast College Fair in Wilkes-Barre, Spring Training sessions and finalizing plans for the EASFAA conference. At this meeting we had four guests from PASFAA attend to discuss some changes pertaining to sponsors and the PASFAA conference. Our guests were Jean Walker, PASFAA president; Donna Wilkoski, 2004 PASFAA conference chair; Mary Kosin, Finance and Development committee chair; and Barbara Schmitt, President-elect. We had a lot of good interaction and brainstorming of different ideas. You won't see a change in the amount of support from your sponsors, but you should see some changes regarding the way that support is presented during the conference. Thanks, Jean, Donna, Mary and Barb for listening and taking our ideas to PASFAA Council to implement the changes.



(l to r) Donna Wilkoski, Barbara Schmitt, Jean Walker and Mary Kosin joined Nancy Chalker and Judy McKenna at the April PELA meeting in a sponsorship discussion.

Sponsorship Process Under Review

Submitted by
Mary Kosin, Chair
Finance & Development Committee

The 2003-04 Finance and Development Committee met on March 10 at the Dixon Center to discuss the upcoming solicitation of sponsorship monies from our very generous vendors and sponsors. As indicated in the last newsletter, we are currently making significant changes to this process based on recommendations made by the PELA group at their April 6 meeting. On April 19, members of the Finance and Development Committee, as well as Barb Schmitt, Donna Wilkoski, and Marijo Elias, met to implement some of the recommendations made by PELA and to incorporate them into the upcoming solicitation. On behalf of PASFAA, I would like to thank everyone who assisted with this process. A letter will be sent to all vendor/sponsors explaining these changes, which will be in effect for the 2004-05 year.



Budget request forms were mailed to all committee chairs and co-chairs for the 2004-05 year. The F&D Committee met again May 21 to review budget requests from all committees and made recommendations at the June Council meeting. Once again, I thank all our vendors/sponsors for their support throughout the year.

Thank you to the following sponsors who are providing generous support for PASFAA activities for the 2003-04 fiscal year. It is because of this support that PASFAA is thriving as an organization and able to create new initiatives for the benefit of all. We look forward to continuing working together.

Platinum (\$8,000 and Above): AES/PHEAA, Citizens, Key Education Resources, M&T Bank, National City, PNC Bank, Sallie Mae

Gold (\$6,000 - \$7,999): Citibank Student Loan Corporation, Fleet Education Financing

Silver (\$4,000 - \$5,999): Academic Management Services, Beneficial Savings Bank, Chase, Educaid/Wachovia, Nellie Mae, USA Funds

Bronze (\$3,000 - \$3,999): Chase Education First, College Board, EdAmerica, Sovereign Bank, SunTrust Education Loans

General (Up to \$3000): TERI/The Education Resource Institute, Wells Fargo EFS





From the Editor's Desk

Have you previewed the biographies of the candidates for office? Their resumes include a potpourri of professional experiences that have prepared them for the offices they aspire to hold. I've overheard many a conversation that goes something like, "I could never run for office. I don't have any experience." Experience comes in many forms – serving on a PASFAA committee as a member and later as chair, presenting at a high school counselor workshop, answering questions at a financial aid table during a college fair, co-presenting a session at the PASFAA conference, the list goes on and on. Preparing yourself for a PASFAA office is a series of steps in the Association until one day you realize you do have the experience and running for office sounds like a good idea with the background you have. Take that first step now and when you are asked to consider running for office, you can say, "Yes, I'm ready!"

Joan L. Holleran

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA Bulletin Board



By Members

Congratulations to **Cindy Haney**, Montgomery County Community College, and husband, Paul, who welcomed their first child, Logan, on March 5. Logan weighed in at 9 lbs. 9 oz. and was 21" long.

Alisa DeStefano, Indiana University of PA, had her PASFAA article, "What Say Ye? Nuggets of Wisdom from the Financial Aid Soothsayers," reprinted in the Winter 2003-04 issue of the EAS-FAA Quarterly Connection newsletter.

Jeanne Cavalieri-Grover, Chestnut Hill College, and **Michael Grover**, National Education, are the new parents of Jenna Rose, born March 18 and weighing in at 9 lbs. 10 oz.

Condolences to the family and former IUP co-workers of **George Murdoch**, PASFAA's first president (1968-69), who died March 23 from complications due to cancer.

Kim McCurdy and **Darcie Stephens**, both formerly at Mansfield University of PA, have accepted positions with Bank of America as student banking sales representatives. Kim will cover Western PA and Darcie will cover Western NY. **Jim Bott**, formerly with Educaid/Wachovia, also joined Bank of America and will cover Eastern PA.

A letter of gratitude from a graduate of Susquehanna University thanking **Helen Nunn** and the financial aid staff at Susquehanna University was reprinted in the April 2004 issue of AES' newsWEB online newsletter.

Brian Blackburn, formerly at Widener University, accepted a position with M&T Bank and will be the Eastern PA educational lending representative.

Judy McKenna, formerly with M&T Bank, joined Educaid/Wachovia as Regional Account Executive for Northeastern PA.

Ken Brown, Elizabethtown College, and his wife, Lorena, welcomed their second child, Kara Elizabeth, into the world on February 5. Kara joins big brother, Owen, who is two years old.

Lisa Kendi, formerly with Fleet Bank, joined Academic Finance Corporation (AFC). Lisa will cover Western PA. **Janet Gray** becomes the Eastern PA representative and **Michelle Farley**, formerly with Wells Fargo, will cover AFC territory in New York.

Scott Miller, AES/PHEAA, is the chair-elect of the National Coalition of Higher Education Loan Programs (NCHELP) effective July 1. His actual chairmanship will be during the following year, with a year as past-chairman thereafter.

Carrie A. Myers, Penn State-New Kensington, earned her Master's degree at Indiana University of PA in May. Carrie was named the Outstanding Scholar for 2004 by the faculty in the Department of Student Affairs in Higher Education Program at IUP.

Jan Kuzio was named as the interim Director of Financial Aid at Penn College of Technology.

Krista Bruno joined the financial aid office at Thompson Institute, Chambersburg.

Charla McGinnis is the new Director of Financial Aid at York Technical Institute.

Congratulations to **Kathy Myers**, AES, who married Jim Gates April 30. The new Mr. and Mrs. Gates honeymooned in Alexandria, VA.

Elizabeth McCloud, Elizabethtown College, and husband, Jeff, welcomed their second son, Maxwell Thomas on May 14. Max weighed 8 lbs, 9 oz and measured 21 inches long. Max joins big brother, Nathaniel.

About Members

PASFAA Conference 2004 Ready to Go International

"Uniting Our Students"

Submitted by
Mary Gazal
2004 Conference Committee

Passports ready? Bags packed? The dates for this year's annual conference are getting closer which means it's time to book your flight, buy your ticket, reserve your seat – whatever you need to do to get there, just get there!



The 2004 Conference Committee is finalizing plans for this year's conference.

Your travel itinerary will take you to State College where we'll enjoy the newly-expanded Penn Stater Conference Center Hotel's ample conference facilities. (We will no longer use the Nittany Lion Inn since the Stater can now accommodate all attendees.) Here's a preview of what's in store for you October 17-20, 2004:

Sunday: Ice Cream Social, Opening Business Meeting, Tour of Beaver Stadium and Museum

- Wear your favorite clothing representing your school. What is in your wardrobe that says, "This is MY school!"

Monday: President's Reception, Pub Crawl

- Join us on the terrace for beverages, hors d'oeuvres, & entertainment.

- Then get ready to party in downtown State College and come along on a real pub crawl.

Tuesday: Black Tie Optional Gala Celebrating the 25th Anniversary of Pennsylvania Financial Aid Training (PFAT)

- An elegant evening of cocktails, dinner, & dancing in recognition of 25 years of PASFAA/PHEAA financial aid training programs.

Wednesday: Closing Business Meeting, 2004-05 PASFAA Council Takes Office

- Ending with the big door prize giveaway!

Conference registration will be done online at the PASFAA website at www.pasfaa.org. Visit the website now for updated conference information. Bon voyage!



I thought I'd heard it all until..."



Submitted by
Tonya Anthony
Millersville University of PA

We received a verification form from a parent indicating they had filed a tax return and listed their occupation and income as: "Retired (fixed income): \$145,000." Apparently, the definition of a "fixed income" can vary quite a bit.



**See You in
Minneapolis
at the NASFAA
Conference
July 18-21, 2004**

Coming Events:

July 8-29, 2004	State Grant Certification Procedures Workshops
July 8	Susquehanna University, Selinsgrove
July 13	Villanova University, Villanova
July 26	CCAC South Campus, West Mifflin
July 27	Grove City College, Grove City
July 29	PHEAA, Harrisburg
July 18-21, 2004	NASFAA 2004 Conference, Minneapolis, MN
October 17-20, 2004	PASFAA 2004 Conference, The Penn Stater
Oct 16-17	Fundamentals Workshop, prior to PASFAA Conference
November 2004	High School Counselor Workshops
Nov - Dec, 2004	Electronic Access Conferences
November 14	Royal Pacific Resort, Orlando, FL
Nov 30 - Dec 3	Paris Las Vegas, Las Vegas, NV
December 2004	Business, Trade & Technical Workshop
May 15-18, 2005	EASFAA 2005 Conference, Atlantic City, NJ



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