

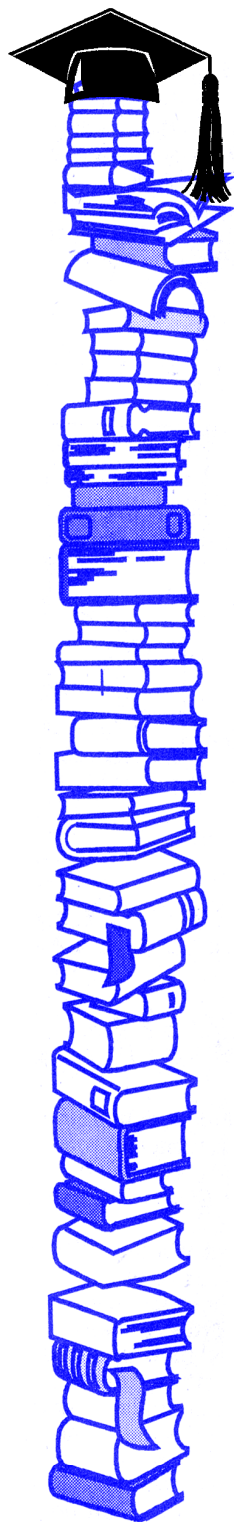


Pennsylvania Association of
Student Financial Aid
Administrators

NEWSLETTER

VOLUME 38, NUMBER 3

SUMMER 2005



Make Your Vote Count!

July 13-August 1, 2005

www.pasfaa.org

37th Annual Conference

Coaster Host
Resort Conference Center
October 16-19, 2005

FEATURES

- Letter from the President
- Nominees for 2005-06 Council
- Spring Training & Teleconference
- Government Relations Comm. in D.C.
- Shifting Sands on Capitol Hill
- How to Avoid Identity Theft
- 10 Energy Tips
- 2004 Retreat Update
- PELA News
- Sector and Committee Reports

2004-05 PASFAA EXECUTIVE COUNCIL

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Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 2004-05

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Nancy Chalker	Kathy Myers	Sherry Youtz

2. PUBLICATION SCHEDULE

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

Fall 2005 issue:	articles due August 15
Winter 2006 issue:	articles due November 15
Spring 2006 issue:	articles due February 15
Summer 2006 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 Jean Walker, Financial Aid Office, Butler County Community College, PO Box 1203, College Drive, Oak Hills, Butler, PA 16003 or jean.walker@bc3.edu. For 2004-05, the membership list is maintained by the past president at Butler County Community College.

2. 2004-05 PASFAA COMMITTEES

Finance and Development	Ron Dawson
Financial Aid Awareness	Patty Cegelka
Financial Aid Training (PFAT)	MaryKay Klara
Government Relations	Carol Handlan
Membership & Governance	Jean Walker
Newsletter	Joan Holleran
Strategic Planning (ad hoc)	Patty Hladio
Technology Advisory & Electronic Initiatives	Dan Wray
2005 Conference	Marijo Elias

3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Jean Walker, Butler County Community College, for information about 2004-05 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: Jean Walker at jean.walker@bc3.edu or (724) 287-8711 ext. 243.

Letter from the President

Dear PASFAA Colleagues,

Good day everyone! In my previous newsletter article, I commented on the early spring weather here in Mansfield. I am pleased to say that now, well into May, we are definitely having beautiful spring weather and the trees have finally started to turn green! To all of you who told me the snow does not melt until June in Mansfield, you were wrong. It melts in May!



As the snow has melted away, slowly but surely, so has some of my "newbie-ness" with it. In my last letter, I described being new to a university environment as well as being a new Datatel user. Since that time, I have attended PASHEE sector meetings and numerous Datatel training sessions. Not so surprisingly, the sector meetings were filled with camaraderie and some merriment but the Datatel training... well, that felt more like a dentist appointment. Necessary, but I'd rather be doing something else. So it's been almost a year since my world has changed so dramatically, and I'm just now starting to feel that I can stand on my own two feet, rather than that constant feeling of just treading water!

All in all though, I have to say, I bet we could all do with some change in our life. One of the most surprising things I discovered in this past year – my particular year of change – was this newfound affinity to question "why." I think we all agree that the worst answer when we question why is: "because we've always done it that way." How many times have we heard that? And worse yet, how many times have we actually said that? For good or bad, I frequently ask why we do certain things here at Mansfield University. Sometimes the answer makes sense; other times it does not. My staff has learned to dread the words, "Could you help me with a small project?", because that usually means I intend to change something big and my boss, well, he just calls me "trouble". I think he says it with fondness, but I'm not always sure.

Regardless, I am starting to enjoy this concept of thinking "outside the box" and the challenge of getting others to join me. When PASFAA had its retreat last December, my charge to the group was to "think outside the box," and in some cases, "WAY outside the box." "It's always been done that way" was no longer an acceptable answer in and of itself. Nothing was off limits and the group was allowed to question everything. And the results? We were all over the place! Interestingly enough, sometimes procedures "have always been done that way" because it actually IS the best way. Imagine that! However, the purpose of the retreat was not to bring about change, but to bring about thinking and questioning. I encourage all of you to take a step back every so often to question why. It's actually kind of fun to visualize a change or a process that seems totally bizarre only to realize that when you bring it to a group, it's actually not that crazy! Then when you see your bizarre idea turn into a viable solution, well, that's a feeling of triumph! So take it from someone who, unwittingly in some cases, changed most of the big things in her life- it's not so bad! It makes you think and it makes you question-both of which can be exhilarating, especially when it results in something new!

I wish a wonderful and restful (yeah, right!) summer for all of my colleagues and look forward to seeing you in Lancaster in October for the first "PASFAA Survivor - The Financial Aid Challenge." Rest up!

Sincerely,

A handwritten signature in dark ink, appearing to read "Barbara L. Schmitt". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Barbara L. Schmitt
PASFAA President

2005 PASFAA Elections

Submitted by
Jean Walker
Past President

PASFAA is pleased to announce the 2005 election slate. This year the positions on the ballot include President-Elect and the seven sector representatives. Thanks to all who agreed to run for PASFAA office. (Names appear in alphabetical order within each position.)

President Elect	Mary C. Kosin	Luzerne County Community College
Business, Trade, & Technical	Kimberly A. Reilly	Universal Technical Institute
Institutional Support Services	Lesa A. Angell Debra S. Cross	College Loan Corporation Wachovia Education Finance
Nursing	Annemarie Weisman	Episcopal Hospital School of Nursing (Temple University Hospital)
Pennsylvania State System of Higher Education (PASSHE)	Diane G. Fegely	Kutztown University of Pennsylvania
Private	Cheryl A. Gerber Shari L. Payne	Westminster College Robert Morris University
Public Two-Year	Marguerite Borst Cheri L. Kramer	Harrisburg Area Community College-Lancaster Westmoreland County Community College
State-Related	Bernard L. McCree	Thaddeus Stevens College of Technology

Vote Online July 13-August 1

Submitted by
Jean Walker
Past President



PASFAA's 2005 election will take place beginning July 13 and will conclude at the close of the business day on August 1. Final election results will be communicated to the membership as soon as the candidates have all been notified of the outcome, but no later than August 15.

On July 13, all eligible voting members who have paid their membership dues for 2004-05 will receive an e-mail notification with instructions informing them that the on-line ballot is available. The e-mail will contain the url address to access the voting portal along with the member's username and password. 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.

Please remember to read the instructions carefully. You may only vote once so you will want to 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 me at jean.walker@bc3.edu or call me at 724-287-8711, ext. 8243.

Last year's first ever electronic election was an historic event and an overwhelming success, but this year's election is equally important, and so I want to encourage every eligible member to exercise their right to vote. Remember, every vote counts!



PASFAA Election Nominees

President Elect



Mary C. Kosin
Director of Financial Aid
Luzerne County Community College
1998 – Present

PREVIOUS EMPLOYMENT

Penn State University-Hazleton
• 1996-1998 Financial Aid Coordinator

King's College

- 1992-1996 Financial Aid Advisor
- 1989-1992 Secretary

EDUCATION

B.S., Accounting, King's College, 1993
A.S., Business Administration, Luzerne Cty Community College, 1989

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

- 2005 Conference Committee
- 2004 Faculty, Fundamentals
- 2003 Chair, Finance & Development Committee
- 2002 Co-Chair, Finance & Development Committee
- 2001-2003 Public Two-Year Sector Representative
- 1999 Chair, Annual Conference

Vice President, Faculty Senate Luzerne County Community College
Act 101 Advisory Board Member, King's College

"As we all know, there is a lot to learn about regulation, policies, and procedures. We also know that different types of institutions face different and unique challenges. Our Association has provided me with training and mentorship so that I could fulfill my obligations to the college and the students and their families. It has given me the opportunity to meet many very knowledgeable and caring professionals that have given me assistance whenever it was needed. The knowledge base of this Association is vast; it has allowed me to learn, grow and experience all that is financial aid.

As President of PASFAA, I will strive to continue the dedication and hard work of those who have served before me. I hope to encourage the membership to volunteer so that we can continue our mission of service to each other and to the families we assist in their collegiate experience. I will assist Council in the development and implementation of a Strategic Plan that will allow the Association to enhance our training and mentoring opportunities for our members as well as improve the quality of information provided to the community."

Business, Trade & Technical Sector Representative



Kimberly A. Reilly
Director of Financial Aid
Universal Technical Institute
2004 – Present

PREVIOUS EMPLOYMENT

Devry University, Fort Washington, PA
• 2003-2004 Assistant Director of Financial Aid

Virginia Commonwealth University, Richmond, VA
• 1998-2003 Financial Aid Counselor

EDUCATION

- M.Ed., Higher Education Administration, Virginia Commonwealth University, 2003
- B.S., Psychology, Virginia Commonwealth University, 1998

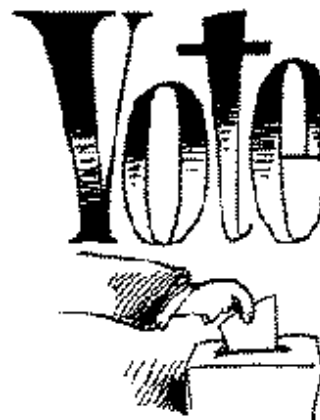
PROFESSIONAL ACTIVITIES

Member – NASFAA, PASFAA, VASFAA (1998-2003)

2001-2004 American Association of University Professors

"I would like to say thank you for allowing me the opportunity to run for the Business Trade and Technical Sector Representative. I am looking to enhance my knowledge of the industry by being more involved in this area of PASFAA. I look forward to having the opportunity to meet other financial aid professionals in my field, and I would like to explore those issues that are most important to my sector."

I would like to build upon the efforts begun by the current sector representative and continue to network in order to exchange information and ideas that would benefit those members within the B,T & T community. I anticipate that there will be a wide range of topics that we will need to address over the coming year, and I look forward to having the opportunity to represent the B,T & T sector."



PASFAA Election Nominees

Institutional Support Services Sector Representative



Lesa A. Angell
Regional Director
College Loan Corporation
2003 – Present

PREVIOUS EMPLOYMENT

Fleet Bank, Worcester, MA
• 1996-2003 Vice President

Sallie Mae, Wilkes-Barre, PA
• 1987-1996 Academic Services Representative

EDUCATION

- M.B.A., Marketing & Management, Wilkes University, 1994
- B.S., Business Administration, Elizabethtown College, 1987
- Seminars in Time Management, Presentation Skills, Zenger-Miller Front Line Leadership

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA, PELA

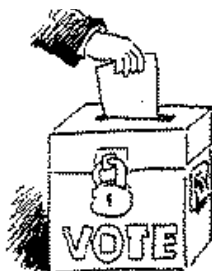
PASFAA
• 2004 Teleconference Committee
• 2003 Leadership Development Training
• 2000-2002 Finance & Development Committee
• 2000 Retreat
• 1999 Conference Committee

EASFAA
• 2003, 1998-1999 Development Committee

NASFAA
• 1997 Local Arrangements Committee

PELA
• 1996-1999 Communications Chair
• 1997 Executive Committee, Member at Large

"I would be honored to serve the ISS sector as your representative for PASFAA. With my years of experience and dedication to this industry, I feel my committee duties (conference and development especially) will be of great value and insight for our sector. I will work hard to ensure that your needs are well presented and addressed by our association."



Institutional Support Services Sector Representative



Debra S. Cross
Assistant V.P. Regional Account Executive
Wachovia Education Finance
2002 – Present

PREVIOUS EMPLOYMENT

Academic Management Services
• 1998-2002 Account Manager

Saint John's College, Annapolis, MD
• 1990-1998 Assistant Director of Financial Aid
• 1982-1990 Accounts Receivable Management/
Treasurer's Office

Annapolis Bank & Trust Co.
• 1975-1982 Note Department Head, Assistant Head
Teller

EDUCATION

Ongoing, with concentrations in English and Psychology

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA, DC-DE-MD ASFAA, PELA
Past Membership – PACAC, WVASFAA, KASFAA

PASFAA
• 2001 Moderator, PASFAA Conference
• 2000 Presenter, PASFAA Conference

DC-DE-MD ASFAA
• 2000-2001 Professional Development & Training
• 1999-2000 Conference Committee

WVASFAA
• 2000 Associate Member Representative
• 1999 Associate Member Representative-Elect

Saint John's College
• Staff Council Committee Chairperson
• Hay Salary Study Committee Member

"It is a genuine honor to be considered for the position of Institutional Support Services Sector Representative. My 30-year professional business background has required every skill in my continually building toolkit and has exposed me to the management of business relationships and committee work on every level, particularly requiring attention to detail and consideration of the views of others. A commitment to service, the attainment of objectives and the ability to stay evenly focused are particular skills of mine that I offer the Support Services members and the PASFAA organization as a whole. Years of counseling students and their families along with comfort in speaking and presenting financial aid and business concepts have taught me the valuable lessons involved in communication. It would be my objective to deliver a clear flow of communication and represent the needs of the Institutional Support Services Sector with cooperation in matching their goals with those of the PASFAA organization."

PASFAA Election Nominees

Nursing Sector Representative



Annmarie Weisman

Director of Admissions and Financial Aid
Episcopal School of Nursing (Temple Univ. Hosp.)
2004 – Present

PREVIOUS EMPLOYMENT

Episcopal School of Nursing (Temple University Hospital), Philadelphia
• 1997-2004 Director of Financial Aid

Access Group, Inc., Wilmington, DE
• 1993-1997 Regional Manager

Thomas Jefferson University, Philadelphia, PA
• 1992-1993 Manager, Residence Life

Virginia Western Community College, Roanoke, VA
• 1992 Financial Aid Intern

EDUCATION

M.A.Ed., College Student Personnel, VA Polytechnic Institute & State University, 1992
B.S., Human Development & Family Studies, Pennsylvania State University, 1990

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

• 2004 Volunteer at College Fair

AES/PHEAA

• 2000-2005 AES ESG Advisory Board
• 2004-2005 State Grant Task Force

• 2004-2005 Big 33 Scholarship Committee
• 2003-2005 Southeastern PA Schools of Nursing Assemblage

Episcopal School of Nursing

• Chairperson, Admissions Committee
• Chairperson, Scholarship Committee

"I am seeking office as PASFAA Nursing Sector Representative. I have a desire to become more involved at the state level. I would like to help those who are new to the sector, as well as those who have been part of it for many years. I hope to increase the awareness of the unique issues and challenges in the nursing sector as they relate to financial aid, such as curriculum, academic calendar, etc. By increasing the awareness of what we do around the state, we can learn from each other. In this role, I hope to facilitate that effort. Learning about new products, services, and technological advances will streamline our processes, eliminate duplication, and effectively use our limited resources."

Pennsylvania State System of Higher Education (PASSHE) Sector Representative



Diane G. Fegely

Assistant Director for Financial Aid Services
Kutztown University of Pennsylvania
1986 – Present

PREVIOUS EMPLOYMENT

The Rhode Agency, Kutztown, PA
• 1996-1998 Licensed Property/Casualty Agent

EDUCATION

B.A., Speech Communications/Public Relations,
Kutztown University of PA, 1997

PROFESSIONAL ACTIVITIES

Member – NASFAA, PASFAA

PASFAA

• 2003, 2005 Volunteer, College Fairs
• 2001, 2003 Moderator, PASFAA Conference
• 1999-2000 Conference Committee
• 1998-1999 Presenter, High School Counselor Workshop
• 1991 Presenter, PASFAA Conference

PHEAA

• 1998-1999 SLSC Advisory Board

Kutztown University of PA

• 2005 Newsletter, Division of Student Services & Campus Life
• 2003-2005 University Judiciary
• 2003 Co-chair, Entertainment Committee, PASSHE Student Affairs Conference
• 2001-2005 Chair, Financial Aid Committee

"After years of membership in PASFAA and active participation in my community, I have decided that I am ready to become more involved in the PASFAA organization. I have assisted on a few committees but never had the opportunity to hold an office. I have gained additional knowledge through PASFAA training programs and the connections I have made in the organization. I feel that I can take all the leadership experience along with the financial aid knowledge and provide the PASSHE group with the leadership that is needed as a sector representative."



PASFAA Election Nominees

Private Sector Representative



Cheryl A. Gerber
Assistant Director of Financial Aid
Westminster College
1999 – Present

PREVIOUS EMPLOYMENT

- Westminster College
 • 1998-1999 Financial Aid Secretary
 • 1997-1998 Admissions Receptionist

EDUCATION

B.A., Business Administration, Grove City College, 1979

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

- 2004-Present Private Sector Representative
- 2004-Present Membership & Association Governance Committee
- 2003, 2004 Presenter, High School Counselor Workshop
- 2003 Moderator, PASFAA Conference
- 2002 Registrar, High School Counselor Workshop

"I have been grateful to have the opportunity to serve my colleagues as the Private Sector Representative since December. PASFAA has provided me with a wealth of knowledge through the different training opportunities offered, the venue to share ideas with other financial aid professionals through meetings and conferences, and the privilege to meet the dynamic, professional and dedicated people of this association. If I am elected as the Private Sector Representative of PASFAA, I would have the opportunity to give back to an organization that has given much to me by representing the perspective of the private schools. I would be honored to be elected to serve a full term as the Private Sector Representative."

Private Sector Representative



Shari L. Payne
Director, Financial Aid
Robert Morris University
2001 – Present

PREVIOUS EMPLOYMENT

- Robert Morris University
 • 1999-2001 Manager of Student Support Services
 • 1997-1999 Financial Aid Coordinator

University of Pittsburgh

- 1995-1997 Admissions and Financial Aid Counselor

Latrobe Bulletin

- 1995 Staff Writer

EDUCATION

Ed.D., Administrative & Policy Studies, University of Pittsburgh (expected May 2006)
 M.S., Communications & Information Systems, Robert Morris University
 B.A., English Writing, University of Pittsburgh

PROFESSIONAL ACTIVITIES

Member – PASFAA

- 2003 Presenter, PASFAA Conference

Pittsburgh Council on Higher Education (PCHE)

- 2001-present Member, Financial Aid Committee

North East Conference (NEC)

- 2004-present Member, Football Financial Aid Subcommittee

"Financial aid officers in the private sector face unique challenges. As your private sector representative, I would focus on issues that are unique to our sector such as:

1. AICUP Admissions and Financial Aid Survey – each year, member institutions of AICUP are asked to complete this survey. In reviewing the final report, however, the results appear to be inconsistent, with some schools unable to provide data for all of the questions. I would like to have a focus group to come up with suggestions to provide to AICUP that would make the data easier to provide or that would make the data collection more consistent among the member institutions.

2. IAG Report – currently, schools are sent a paper roster which must be completed and sent back to the state. I would like to gather ideas for improving and streamlining this process. For example, could the roster be made available in electronic format so that schools could utilize their Financial Aid Management Systems (FAMS) in completing the report? I am hoping to provide these types of suggestions to the state.

These are just a few examples of the many issues facing financial aid officers in the private sector. I am willing to fight to make improvements in these and other processes. Please give me the chance to be your private sector representative."

Speak Out
VOTE!

PASFAA Election Nominees

Public Two-Year Sector Representative



Marguerite Borst
Administrative Specialist I
Harrisburg Area Community College-Lancaster
2004 – Present

PREVIOUS EMPLOYMENT

Albright College, Reading, PA
• 1994-2004 Assistant Director of Financial Aid

EDUCATION

B.S., Organizational Behavior & Applied Psychology,
Albright College, 1999

PROFESSIONAL ACTIVITIES

Member – PASFAA

PASFAA

- 2004 Fundamentals Training Committee
- 2003 Chair, Support Staff Workshop Committee
- 2002 Participant, Leadership Development Training
- 2001 Support Staff Workshop Committee
- 2000 High School Counselor Workshop Committee
- 2000-2004 Presenter, Financial Aid Nights

"As a past member of different training committees, I have enjoyed working with fellow PASFAA members in the development of training materials for the financial aid community. In this capacity, I have enjoyed several intangible benefits, including the development of my own professional knowledge, a sense of satisfaction in contributing to the organization and helping others in the "trade," and the environment to meet many new people in the financial aid arena. I owe many thanks to the wonderful people with whom I have worked and who have been so generous with sharing their knowledge and expertise.

An organization is only as strong as its volunteers, and I would like to continue my own support of the PASFAA mission in the position of Sector Representative. Although I am a 10-year financial aid veteran, I am a relative newcomer to the sector of the two-year public school. However, my past experience on training committees, including a turn as committee chair, will serve well in organizing sector meetings with topics of current interest to participants. Furthermore, as communication is critical to the vitality of any organization, this would be an area I would strive to strengthen, not only between the PASFAA leadership and the sector, but also within the sector itself.

I look forward to active service in PASFAA in the role of Sector Representative. Thank you."

Public Two-Year Sector Representative



Cheri L. Kramer
Financial Aid Assistant
Westmoreland County Community College
2000 – Present

PREVIOUS EMPLOYMENT

Westmoreland County Community College
• 2002-Present Adjunct Faculty
• 1999-2000 Secretary, Financial Aid Office
• 1996-1999 Student Services/Admissions Clerk

EDUCATION

- M.B.A, University of Phoenix, Expected 2007
- B.A., Management, Seton Hill University, 2004
- A.A.S., Office Administration/Business, WCCC, 1999

PROFESSIONAL ACTIVITIES

PASFAA

- 2004 Site Coordinator, EASFAA Fall Training
- 2004 Moderator, PASFAA Conference
- 2003 Site Coordinator, PASFAA Teleconference
- 2002-Present ESG Advisory Committee Member
- 2002-2004 PASFAA Conference Attendee
- 2000-2005 Spring Training Attendee

Westmoreland County Community College

- Student Credit Adjustment Committee Member
- Presenter, Student Financial Aid Open Houses
- State Grant/Loan Workshops Attendee

"As a relatively new member of PASFAA, I have been embraced by outstanding mentors, allowing me to work side by side with them, encouraging me to learn all I can. The PASFAA organization welcomes and develops leadership among its members, creating a compassionate obligation towards helping families fund their educations. I feel it's time to give back what PASFAA and all its members have contributed to me. I am honored to be nominated for the position of Public Two-Year Sector Representative. Two-year institutions have many challenges each day. With our growth in enrollment we need each others' perspectives to conquer these challenges. I would like to increase and improve communication of ideas between us. We all have one thing in common – to better serve our parents and students and to be mentors to each other."



PASFAA Election Nominee

State-Related Sector Representative



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

PREVIOUS EMPLOYMENT

Lincoln University of Pennsylvania
• 1996-1999 Associate Director of Financial Aid

Albright College

• 1994-1996 Assistant Director of Admissions

EDUCATION

M.A., Organizational Management, University of Phoenix, 2003

B.A., History, Fisk University, 1988

PROFESSIONAL ACTIVITIES

Member – PASFAA

PASFAA

- 2005 Chair, Leadership Development Committee
- 2004 Chair, Financial Aid Basics Committee
- 2003 Co-Chair, Leadership Development Committee
- Present Member of PA Financial Aid Training Committee

Presenter, Sallie Mae Premiere "Paying for College" Video

Certified Diversity Trainer and Facilitator, Thaddeus Stevens College Diversity Series

Presenter, MSACROA (Registrars & Admissions) Conference, 2004

- "Financial Aid 101"
- "Diversity, Our College Takes It On!"

"I am excited to have been nominated and look forward, if elected, to serving you, my colleagues to the best of my ability. I count it a privilege to be able to provide access and opportunity to countless men and women in their pursuit of education. Though there are numerous challenges and barriers, I am confident that here in Pennsylvania, we, as financial aid administrators, do an excellent job for our students and their families. I am aware that we as state-related institutions have our own unique situations that require our immediate attention and I pledge to you that I will work earnestly for each of our institutions to achieve a level playing field for all of us."

Recognition Program Looking for Retirees

Submitted by
Jean Walker
Past President

PASFAA implemented the Retirement Recognition Program to acknowledge individuals who have served our profession for many years. This special recognition acknowledges current PASFAA members (regular or associate) who have given 25 or more years of service to students, families, colleagues, and their institutions or organizations in any area of student financial assistance and/or post-secondary education financing.

Please help us identify these special individuals. If you or one of your colleagues with 25 or more years of service has retired or plans to retire during the 2004-05



academic year, please notify Barbara Schmitt, PASFAA President, before August 30 at bschmitt@mansfield.edu. PASFAA will formally recognize all individuals qualifying for this special recognition at the 2005 annual conference in October at the Lancaster Host Resort and Conference Center.

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

Submitted by
Ed Moyer
Wilkes University



A student expressed his irritation about having to complete the on-line entrance counseling with this comment: "I am a graduate student who has borrowed money for school in the past. I work a full-time job as well as attend classes. I did not have the time to sit here and complete this. My family had to eat Hot Pockets because of this waste of time."

This is the third in a series of articles geared toward educating the students and families we serve.

Identity Theft – Could It Happen to You?

Submitted by
Sherry Youtz
Newsletter Editorial Board

Identity theft is one of the fastest growing crimes in the United States, costing victims over \$5 billion annually. Identity theft occurs when criminals use their access to your personal data and then impersonate you in order to obtain student loans, other forms of financial aid, credit cards, cell phone accounts or other items. Opening and using fraudulent credit card accounts are the most common form of identity theft in Pennsylvania.



You may not know when it happens. Often it takes over a year before you are aware your identity has been misused. You may be turned down unexpectedly for a loan or get a call from a collection agency about an account you never opened. Victims spend months or even years regaining their credit worthiness. In the meantime, the victims find it difficult to obtain loans, get a job, an apartment, or even write checks.

There is good news when it comes to our students and parent who are applying for aid. Research shows that those who use their federal PIN and do their transactions over the Internet are less likely to have identity theft issues. The federal government uses secure web sites (www.fafsa.ed.gov and www.pin.ed.gov) and information received goes through an encryption process. This process scrambles your data and makes the data unreadable in the event it is intercepted.

How students and their parents can keep their information safe:



- Shred any financial aid documents, receipts and mail that contain personal information that are no longer needed.
- Apply for federal student aid on-line. After completing your applications electronically, always exit the application and close the browser.
- Keep track of the amount of student aid you applied for and have been awarded.
- Keep your PIN a secret. If someone is helping you fill out your applications be sure to enter your PIN yourself when it comes time to electronically sign your application.
- If you have lost or stolen student identification, contact the Identity Theft Toll-free Hotline at 1-877-438-4338. This is the central point of contact within the federal government for reporting incidents of identity theft.
- If someone has stolen your identity and you are concerned about your AES-guaranteed loans or grants, or are suspicious about student financial aid granted under your identity, you may contact AES Investigative Services at 717-720-2740, or via e-mail at: investigativeservices@aesSuccess.org.

General identity theft guidelines for all of us:

- Memorize your SS# number and passwords. Don't carry them with you.
- Order credit reports every year from each of the major credit reporting agencies and review them for accuracy. Beginning September 1, free credit reports will be available nationwide. More information is available at www.annualcreditreport.com.
- Shred pre-approved credit applications and other financial documents before discarding them.
- Report lost or stolen credit cards immediately.
- Do not download files sent to you by strangers or click on hyperlinks from people you don't know.
- Never give personal or financial information over the phone or Internet unless you initiated the contact.
- Don't use your date of birth as your password.
- Check your monthly credit card and bank statements for unusual activity. If possible receive these documents online and avoid having your information sent through the mail.
- Use a firewall program on your computer, especially if you leave it connected to the Internet 24 hours a day.
- Don't mail personal checks from home where your mail may sit in the mailbox most of the day until it is picked up. This is an easy way for criminals to obtain your information.



If you are a victim:

- File a police report. Get a copy of the report to submit to your creditors and others that may require proof of the crime.
- Close the accounts that you know or believe have been tampered with or opened fraudulently.



Source information from this article was obtained from the following websites:

www.ed.gov/about/offices/list/oig/misused/index.html
<http://www.consumer.gov/idtheft/>
<http://www.aessuccess.org/tools/theft.shtml>



10th Teleconference Explores "Student Services in an eWorld"

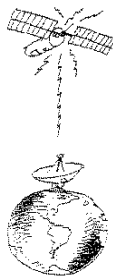
Submitted by
Bob Heyl, Chair
2005 Teleconference



Diana Sheehan preps the panel before the broadcast while Bill Burke listens.

This year's teleconference discussed the ever-changing world of technology and how it can enhance our institution's communication with prospective students and parents, current students and between campus offices. We also discussed the processes of document imaging, form flow and record retention, identity protection and the potential future in this electronic world. Viewers had the choice of receiving the presentation via satellite or as a streaming video presentation from the comfort of their desktop PC.

The distinguished panel consisted of Ellen Blackmun, Director of Technology Initiatives for NASFAA; Robert Quinn, Director of Computer and Technology Services of Penn State University; Dan Wray, Director of School Relations with College Loan Corporation; and Sheila Dow-Ford, Executive Vice President and Chief Counsel for AES/PHEAA. Our emcee was past PASFAA president, Jean Walker, Director of Financial Aid at Butler County Community College. Greg Gearhart, Director of Financial Aid at Messiah College and Kerstin Roan, Director, Communications/Student Services, Penn State University, provided video clips. A special thank you to Robert McBride, who developed valuable information but was unable to appear in the broadcast.



Many new ideas and concerns were shared with the audience but nothing was more evident than the number of new questions we all will have as technology becomes an even greater factor in our everyday life. How do you handle all of the questions concerning the development of an electronic communications plan that best meets the needs of so many divergent groups, all with various abilities. Is there an assessment procedure to see where you stand in relation to other schools? What are some of the legal requirements in implementing technology on campus, such as confidentiality and security? How can I be on the cutting edge? These are just a few of the many questions and areas of concern that our offices need to consider and answer in the near future.



Ellen Blackmun (third from left) answers a question during the broadcast while Jean Walker, Dan Wray and Robert Quinn look on.



Greg Gearhart discusses imaging and reducing paper in a videotaped segment.

Celebrating our 10th anniversary, the PFAT teleconference committee presented "Student Services in an eWorld" on March 11, 2005. The annual teleconference is a cooperative effort of the Pennsylvania Association of Student Financial Aid Administrators (PASFAA) and American Education Services (AES).

This year's teleconference discussed the ever-changing world of technology and how it can enhance our institution's communication with prospective students and parents, current students and between campus offices. We also discussed the processes of document imaging, form flow and record retention, identity protection and the potential future in this electronic world. Viewers had the choice of receiving the presentation via satellite or as a streaming video presentation from the comfort of their desktop PC.



2005 Teleconference Chair, Bob Heyl, checks his notes.

Thank you to the 2005 teleconference committee:

Bob Heyl (Chair)
Bill Burke (Chair Designee)
Ed Cunningham
Anna Griswold
Paula Lehrberger

Dana Parker
Judy Rile
Chad Smith
Chris Zuzack
Jim Zuzack



Ed Cunningham presents Diana Sheehan with her well deserved "Oscar" for 10 years of outstanding behind-the-scenes teleconference service.

The committee would also like to thank Christina Reinoehl and the rest of the AES/PHEAA staff for all of their hard work in making this idea come to life. A very special thank you to Diana Sheehan, AES/PHEAA Training Manager and floor "general." This was Diana's tenth teleconference and she will be lovingly known by all of the emcees as the voice in your ear to which you had better listen. At the close of the broadcast, Ed Cunningham surprised Diana with her own "Oscar" as recognition for her many years of service.

Pennsylvania Financial Aid Training Program

Submitted by
Paul Simenson & MaryKay Klara
Spring Training Committee

Spring Training 2005 – “Let’s Rock”



This year’s Spring Training events offered a wide array of topics to more than 300 association members, east and west. This year marked a return to the Valley Forge Hilton as a host site in the east where 178 PASFAA members convened for the day-long curriculum. The Pittsburgh Marriott North at Cranberry Woods continued as the western site where 143 members gathered for 2005 Spring Training activities.



Attendees in the ESG session at the Cranberry site.

The theme of the program was “Let’s Rock” and provided all constituent groups professional development opportunities. Session offerings included the following administrative, legislative, operational, and professional development topics: “You Bet Your Life” (Credit I), “Say the Magic Word” (Non-Standard Terms), the new “Twist” (ESG), “You Asked for It” (Credit II), “The Locomotion” (OVR), “Stay Out of Detention” (Audit Preparation), “Happy Days” (Motivational Session), “Find Your Thrill on Blueberry Hill” (Consortia/Study Abroad), and “What’s My Line” (Professional Judgment). As always, the day included

the “Hit Parade” of federal, state and association updates. Our training program ended with technology updates and a look at the PASFAA web site.

The 2005 Spring Training committee extends heartfelt thanks to the all 2005 presenters who offered their time and expertise and to the volunteers who staffed the event. Also, we gratefully recognize our sponsors for the day: AES/PHEAA, Bank of America, Beneficial Savings Bank, Key Bank, National City Bank, and Wachovia Bank.

And very special thanks to our 2005 Spring Training Committee:

Paul Simenson (Chair), Penn State University
Joe Alaimo, (Chair Designee) Luzerne County Community College
Nancy Chalker, Citizens Bank
Ed Cunningham, AES/PHEAA
Kathy Gates, AES/PHEAA
Julie Salem, University of Pittsburgh-Johnstown



Janet Gray discusses identity theft in a PELA session at the Valley Forge site.



Valley Forge attendees break for lunch before the federal and state updates.

College Fair Season Wraps Up

Submitted by
Patty Cegelka, Chair
Financial Aid Awareness

The following PASFAA volunteers were omitted from the Spring 2005 Newsletter for college fairs held between September through December 2004:

Susan Sparrow
Doug Vore
Jane Weidman

Annmarie Weisman
Mirtha Wilczynski

Thank you to all of the volunteers who gave their time and expertise to help distribute financial aid information at the Spring 2005 PACAC Fairs:

Joe Alaimo
Bonnie Behm
Michael Burke
Diane Fegely
Jane Gilbert
MaryKay Klara

Ginger Kline
Mary Kosin
Ellen McGuire
Ed Moyer
Mirtha Wilczynski



Mirtha Wilczynski (left) and Mary Kosin talk to high school students at the May 2 Northeast College Fair.

Stay tuned this summer for a listing of PACAC College Fairs for 2005-2006. Once again, the Financial Aid Awareness Committee will call on PASFAA members to volunteer for these fairs. Thank you for all your continued support.

WASHINGTON UPDATE

Shifting Sands on Capitol Hill

Submitted by
Scott Miller
Federal Relations
Director, AES/PHEAA



To be perfectly honest, I'm a bit uncomfortable writing this issue's Washington Update. If you attended Spring Training in Valley Forge and heard my presentation, you may know that some portions were out of date almost as soon as the words came out of my mouth. So, I updated the presentation for the second Spring Training event in Cranberry Township. Well, not long after that update, things changed again. I then traveled to Texas to provide a similar update for the Mapping Your Future annual meeting. And, you guessed it, as soon as I went up to my hotel room following the presentation, things had already changed, yet again.

So, it is with some trepidation that I pen this issue's update. I'll do the best I can to bring you up to date, as of today. But, please forgive me if events overtake the publication of this issue's update.

Budget Reconciliation

On April 29, Congress finalized approval of the Budget Resolution for the 2006 Federal Fiscal Year. The Budget Resolution sets out the general framework for federal spending in the coming year. Once in a while, the Budget Resolution mandates that Congress reduce spending in federal mandatory (a.k.a. entitlement) programs – this is known as Budget Reconciliation. In this instance, the Congress approved approximately \$35 billion in reductions in mandatory spending over the next five years. As of today, it appears that federal spending on the FFELP and FDLP student loan programs (both mandatory programs) will have to be reduced by as much as \$7 billion over this five year period. However, that dollar figure for student loan reductions is still in the process of being negotiated. Both Senator Enzi (R, WY), who chairs the Senate Health, Education, Labor and Pensions (HELP) Committee, and Representative John Boehner (R, OH), who chairs the House Committee on Education and the Workforce, are attempting to lower that target number as much as possible.

Regardless of the final savings target, it will be Sen. Enzi and Rep. Boehner who will lead their committees through the process of determining what legislative changes will be made in order to achieve the required amount of savings. Each committee will work separately and, after the House and Senate approve their versions of the bills, the two chambers will try to work out their differences and reach an agreement. That agreement will be included in an omnibus Reconciliation bill that must be approved, in identical form, by the full House and Senate and signed into law by the President.

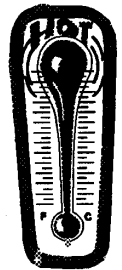
It is expected that the savings will be achieved, primarily, through reducing fees and payments made to lenders and guaranty agencies in the FFEL Program. It is possible, as well, that borrowers could also be impacted by reconciliation, either in terms of interest rate rules or through adjusting the fees they pay on student loans. In short, everything is on the table at this stage in the process.

Impact on Reauthorization

Perhaps the greatest unknown is the impact that Budget Reconciliation could have on the prospects for reauthorizing the Higher Education Act. We continue to work under the assumption that a reauthorization bill will have to be "budget neutral." This means that any new spending authorized by the bill (e.g., by raising loan limits, lowering origination fees, extending loan repayment terms, or exempting more student earnings from needs assessment) will have to be "paid for" by offsetting reductions in spending. If significant reductions in spending are enacted via Reconciliation, efforts to increase spending in reauthorization could be seriously hamstrung. Thus, as the committees begin to concentrate on crafting their contribution to deficit reduction, they must also be mindful that they need to leave some money in reserve that could be used in a reauthorization bill. This is going to prove to be a very delicate balancing act.

Also in question is the timing of the reauthorization. At a meeting with the higher education community on April 15, the Senate HELP committee announced an accelerated timeline for its consideration of a reauthorization bill. Their goal is to have a bi-partisan draft bill ready for committee consideration by mid-June. In addition to the aggressive timeline, it was significant that the committee is seek-

What's



on the Hill?



Senators Enzi (R-WY) and Kennedy (D-MA) confer during a Senate hearing on March 5.



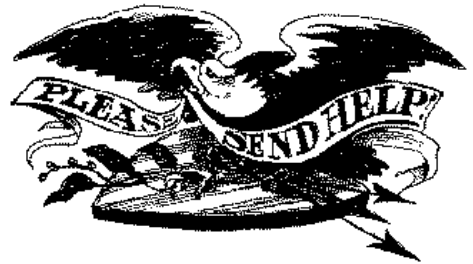
House Budget Committee Chairman, Jim Nussle (R-IA) debates the budget resolution.

Reconciliation Targets in Chairman's Mark

(Outlays in millions of dollars)	FY 2006	FYs 2006-2010
Agriculture	-797	-5,278
Education and the Workforce	-2,097	-21,410
Energy and Commerce	-630	-20,002
Financial Services	-30	-270
Judiciary	-123	-603
Resources	-96	-1,413
Transportation and Infrastructure	-12	-103
Veterans Affairs	-155	-798
Ways and Means ¹	-3,907	-18,680
	-7,847	-68,557

¹Excludes outlay effects of tax proposals. Source: Prepared by the House Budget Committee.

to achieve bi-partisan agreement before proceeding with the formal legislative process that would culminate in a reauthorization bill. In these days of highly polarized, partisan politics, it was refreshing to see Republican and Democratic staffers sitting together and outlining their joint plans for reauthorization. It is certainly a very welcome starting point.



The timing of this effort is now in flux. Given the impact that Reconciliation may have on reauthorization, it is not now known whether the committee will try to keep to its June goal or whether it will have to delay action. Also, not much is known about the House schedule. It is possible that both the House and Senate could consider reauthorization and Reconciliation simultaneously, although the legislative logistics of such an effort could be challenging.

My advice to you is to stay tuned for further developments. And, please be kind to me if you find that some of what you've read is out of synch with reality as it exists at the time this newsletter went to press.

Government Relations Committee Travels to Capitol Hill

Submitted by
Carol Handlan, Chair
Government Relations



On May 23-24, PASFAA President Barbie Schmitt and Government Relations Committee members, Bonnie Behm, Susan Bogart, Ruth Cramer, Carol Handlan, Wendy Mahonski and Scott Miller traveled to Washington, DC. Scott Miller, once again, did an excellent job of planning our itinerary and scheduling meetings with some of the key players involved in reauthorization and budget reconciliation.



Government Relations Committee members meet with Sally Stroup (standing, far right), Assistant Secretary for Postsecondary Education.

Tuesday evening over dinner we all met with Alison Griffin and Amy Raaf,

both Professional Staffers on the House Committee on Education and the Workforce. At our first meeting on Wednesday, we met with Jennifer Castagna, Legislative Assistant to Senator Arlen Specter and Mark Laisch, Professional Staff Member Senate Appropriations Subcommittee on Labor, HHS, Education and Related Agencies. Our second meeting of the day was with Zach Moore, Legislative Director for Senator Rick Santorum which brought an unexpected encounter with Senator Santorum in his office reception area. The encounter presented Susan Bogart with an opportunity to personally greet the Senator who is a graduate of her school, Dickinson School of Law.



Jennifer Castagna (head of table), Legislative Assistant to Senator Arlen Specter, listens to concerns from the group.



Zack Moore (far left), Legislative Director for Senator Rick Santorum, welcomes the PASFAA visitors.

It was then off to a power lunch meeting with Laura Stevens, Senior Legislative Assistant and Susan Stoner, Legislative Assistant who are both staffers for Representative Charles Dent. Though all of our meetings had been quite informative and productive our last meeting of the day proved to be the highlight of our two days in DC, ending with a lively discussion with the Assistant Secretary for Postsecondary Education, Sally Stroup.



Professional staffers, Amy Raaf and Alison Griffin (seated far left and second left) meet the Government Relations Committee over dinner.

Grants, loan consolidation, growing student loan debt levels, and the Student Aid Reward (STAR) Act.

2004 Retreat Update

Submitted by
Barbara Schmitt
PASFAA President

Lots of things are still going on behind the scenes within PASFAA that are a direct result of the December Retreat. Just to give you an idea of what some of these things are:



On-line Training Program for First-Time Officers and Committee Chairs

The Technology Committee is hard at work developing a training program for first time officers and committee chairs. Volunteers that step up and take these positions within PASFAA are often only vaguely aware of the responsibilities that accompany the position. By offering an on-line training program (a similar format to the on-line entrance and exit counseling our students do) before their tenure begins, they go into the position with a clear understanding of their role within PASFAA. In conjunction with a training program, it is also crucial that we have a continually updated Policies and Procedures Manual. With an organization as large as PASFAA, we have to have some regulations (for lack of a better word), and to make sure that those regulations don't get "lost between the cracks" as we go from year to year, committee chairs and officers need to have a resource. By offering a training program and a dynamic Policies and Procedures Manual, we are insuring that our volunteers have a clear understanding as to how PASFAA operates.

Formation of a Strategic Planning Committee

The Strategic Planning Committee meets on a regular basis for the development of a five-year plan for the association. You can read regular updates on the progress of this committee in each edition of the newsletter. It is anticipated that they will introduce a Strategic Plan for membership approval during the 2005-2006 year.



Proposed Constitution and Bylaw Changes

You have been notified by now of several proposed Constitution and Bylaw changes. Many of these recommendations were advised by the group charged with reviewing our parliamentary procedures at the retreat. As part of these proposals, you will notice a new membership category for retirees. I encourage all of you to read and vote on the proposed changes. It's not the most exciting thing you'll read this summer, but it is important and PASFAA needs your input!

Fiscal Initiatives for a Sound Financial Future

Last, but certainly not least, are the fiscal awareness initiatives that we have developed over the last few months. These initiatives were the result of a number of things that came about this past year. When I started my year as president, I felt that one of the biggest misconceptions within the membership was that we were "too wealthy." Certainly if you looked at the financial statements and took the contingency reserve line at face value, it would appear that we had significant funds. However, in reality, an organization such as ours should have 1.5 times the amount of their operating budget in a contingency fund. The concept is the same as what is recommended for our personal finances. Financial experts recommend we keep, for example, six months of our salary in a savings account in the case of emergencies or unemployment. The same theory applies to PASFAA.



"Wisemen" review the Constitution and Bylaws at the December retreat.

Many members would be surprised to know that our reserves were not at the recommended level. In an effort to increase our reserves, we looked at some obvious things like raising membership fees and conference fees as well as how much money we would have to put into our reserves each year in order to reach our 1.5 percent recommended level within five years. All of these recommendations were on the table when we became aware of unbudgeted expenses from the 2004 conference at the Penn Stater. Unfortunately, that event significantly affected our contingency fund, but the good news is that steps are now in place to rebuild and move ahead.



The "Elves" subgroup work on the Association's Policies and Procedures manual.



Council has reviewed and approved a variety of recommendations such as moving our budget process up by about five months, requesting that all committee chairs

give a budget update for their committee at each council meeting and that our two largest committees, PFAT and Conference, submit line item budgets to Executive Council for approval. (Previously, only Conference Committee needed to do this, but this year we've asked PFAT to provide the same type of budget.) Additionally, you will notice that the 2005 conference fee has been increased to \$160. Council felt this increase was necessary in order to meet our conference expenses and still have some funds to put back into the reserves. We sincerely hope that no one is unduly affected by this increase and, as always, we appreciate your support.



The "Carolers" review fiscal issues.

New Committee Undertakes PASFAA's First Formal Strategic Plan

Submitted by
Patty Hladio
President Elect

As a result of recommendations made during the PASFAA Retreat in December 2004, an Ad-Hoc Strategic Planning Committee was formed in Spring 2005 to undertake the development of a long-range plan for PASFAA. Members of this new ad-hoc committee include Bonnie Behm, Sheila Checkoway, Vali Heist, Gary Means, Bob Snyder and Patty Hladio.



In April, PASFAA Council approved a revised mission statement that was recommended by the Strategic Planning Committee. The new mission statement is:

The Pennsylvania Association of Student Financial Aid Administrators (PASFAA) is a dynamic, service association whose mission is:

- To provide for the professional development of members and other constituencies,
- To advocate for access to post-secondary education, and
- To educate the public on financial aid and funding opportunities.



This new mission statement will serve as the foundation for the goals and strategies that will eventually be part of PASFAA's strategic plan. PASFAA members will be asked for input into the needs and directions of our association via a membership survey. We encourage your participation in the survey so that PASFAA's long-range plan results in an association that continues to meet the needs of our members and supports higher education.

NASFAA Leadership Conference Readies PASFAA Leaders

Submitted by
Patty Hladio
President Elect

On March 6-8, 2005, PASFAA Vice-President, Carol Handlan and President-Elect, Patty Hladio, traveled to Washington, D.C. to participate in the NASFAA Leadership Conference. Patty and Carol were two of approximately 100 participants representing their state and regional associations nationwide at this year's conference with the theme, "You're a Leader - Pass It On".

Sessions offered at the conference included topics such as developing your team and recruiting volunteers, understanding the legal and financial issues that impact a professional association, legislative advocacy, and using technology to help conduct association business. One of the most valuable aspects of the conference was the opportunity to network with peers from across the nation. Patty and Carol were able to recognize the strength of our own state association, yet were also able to benefit from the experiences and tips shared by other associations' representatives.



Carol Handlan (left) and Patty Hladio attend NASFAA Leadership Conference.



The NASFAA Leadership Conference culminated with visits to Capitol Hill. Despite the unexpected snowstorm on March 8 in Washington, D.C., Carol was able to meet with representatives from both Senator Specter's office and Representative Sherwood's office.

This article continues the occasional series about individuals in professions with ties in some way to financial aid.

A Day in the Life of an Admission Counselor

Submitted by
Judith Rile
Newsletter Editorial Board



The alarm goes off. Where is it? Where am I? What day is it? Oh, yes ... college fair last night, three high school visits today, a meeting with an alum and her daughter for dinner tonight, and then on the road again...

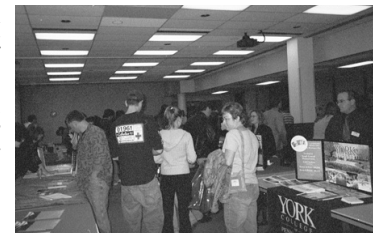
In the public's eye, the admission counselor is the person standing by the table covered with colorful brochures with panoramic campus views and groups of smiling students carrying books while they scurry to class. Little do they know what it took to make that college fair happen or get the materials printed or even to learn the answer to every question a parent or high school student could possibly ask!

The admission counselor is the public face of the university, representing the institution at college fairs, high school visits, new student receptions, campus open house events, special interest group visits, and any number of events that would interest a student or parent in the college. Depending upon the institution type and size, the admission counselor is also giving campus tours, answering the telephone, organizing a mass mailing to prospective students, designing publications, interviewing prospective students, following up on incomplete applications, talking to guidance counselors and reading student's applications.



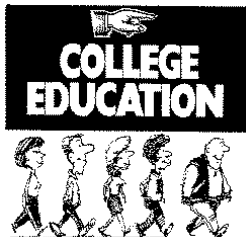
Uh-oh, no coffee pot, and the hair dryer doesn't work. Darn, there's a spot on this jacket. Where is that map? What time do I have to be there? OK, where is that rental car. I thought I parked it here last night. Gee, this lot doesn't look the same but it is daylight now.

At most institutions, admissions staff arrange their own travel schedule, including setting up meetings with the high schools, contacting prospective students at that school, arranging for the rental car, making hotel reservations and reserving the equipment needed for any formal presentations. Map-reading is a skill that admission counselors value because MapQuest is not always accurate, and getting lost on the road is a regular occurrence. One Alvernia College counselor ended up in New York rather than New Jersey because of bad directions. But even students get lost – one called for directions to the office on the campus in Salem, WV but the counselor was confused because the parent kept referring to the McDonalds on the corner – turns out the parent was in the right town, but wrong state – the family was in Salem, VA!



Admissions counselors talk to college bound students at a college fair.

Good school visits – met with several students who are interested in our programs. Now, onto the Civic Center for the college fair. I hope my table is in a good spot and that they have some food available. Must remember to restock my supplies this weekend.



For many counselors, the fall travel season lasts from late August until Thanksgiving with visits to high schools staffing tables at college fairs. Weekends are spent returning telephone calls from students, hosting a campus visit day or open house, restocking the supplies for the next week's visits, and catching up on laundry, mail and paying bills. For many, spring travel starts in early February and lasts until late April as the rising high school seniors start their college searches. When not on the road, counselors are reading applications, interviewing students, connecting with guidance counselors, and organizing telethons to call the undecided student.



Admission counselors review and write viewbooks and brochures promoting their institution.

Well, got through this travel season without any major incidents. Poor Terri – she's gone through three cars already – and the deer population in the state has been decreased by three. Even trade, I guess. But for the next few months I can actually work a normal schedule. Well, maybe not. Application review starts next week, and scholarship awards next month. Phonathon starts soon, too. And I have to train the new tour guides this spring. And update the brochures. And the web site. And plan the spring open house. And the...

Even when not "on the road," the counselor is still busy with all of the paperwork that has accumulated in their absence. Evening hours with telethons and returning calls can make for a very long day. A high level of energy and ability to multi-task are required traits for the admission counselor as well as a desire to work with people.



Applications from prospective freshmen require careful consideration to help schools meet enrollment goals.

Many stay in admissions for a long period, as every day brings new challenges and opportunities and new people; some try it for a year or so and then move on. It can be a very stressful job – marketing the institution to students to meet enrollment goals – while trying to enroll the right mix and number of students who will be successful at the institution. Admissions staff are usually blamed when enrollment goals are not met or the quality of the class does not meet expectations.

It's been a long day. Met with two families, gave a tour, several meetings. Never got lunch, hope there is something in the freezer at home. The worst part, though, is this one student – she is so right for here, but she can't come. Not financial, not academic. It just isn't possible. But at least I don't work in financial aid – now that's tough work!

Technology Advisory & Electronic Initiatives Lists Accomplishments

Submitted by
Dan Wray, Chair, Technology
Advisory & Electronic Initiatives

Web Resource Guide: The 2005 version of the PASFAA Web Resource Guide has been distributed to all of those who use it in volume (High School Counselor Workshops, PASFAA Conference packets, etc.) We also printed up some extras, so if anyone needs a hard copy, please contact Dan Wray (dwray@collegeloan.com) or Rick Sparks (john.sparks@pnc.com).

Web-Based Conference Call Service: A web-based conference call service (InterCall) has been put into use by PASFAA Council and others within the Association who can benefit from it. Setting up conference calls is quick, easy, and relatively inexpensive, enabling PASFAA leaders to better accomplish tasks and minimize travel expenses.

Web-Based Survey Tool: The committee is researching a web-based tool for conducting surveys of the Association membership. In the past, surveys have been accomplished primarily via e-mail and hardcopy; however, there are some very good Internet survey services that, for a relatively small fee, would permit the Association to create a survey that members could respond to on-line, quickly and easily.



PASFAA-Owned Equipment: The laptops held by PASFAA's Secretary and Treasurer have experienced some difficulties lately, so committee member Matt Williard scrubbed the hard drives and reloaded the software. Additionally, Norton Internet Security 2005 was loaded to the machines and regular maintenance was performed (virus check, spyware check, disk defragmentation, etc.)

PASFAA Conference Sessions: The committee is planning two sessions for the 2005 PASFAA conference – "Developing An Effective Web Presence" and "I Know Nothing About Technology." The first session will be headed up by Melissa Kunes of Penn State, with assistance from University web developers. The second session will be a group effort, and will cover a myriad of topics for folks who "know nothing about technology." Do you get confused when you hear colleagues talking about 'cutting and pasting,' 'screen scraping' and the like? If so, you will love this session!

Technology Survey: Many thanks to the approximately 50 institutions who responded to the survey we conducted in late February. The data has been tabulated and will be placed on the PASFAA website, in the Members Only section. PASFAA's Conference Committee is using the survey results to help set up technology-related sessions and resources at the upcoming fall conference.

Web-Based Training Module: The next big initiative is a web-based PASFAA training module. This module would be of assistance to PASFAA members who are considering a position within the Association (i.e., scope out what the duties and responsibilities of a position are before volunteering) and to PASFAA members who are already serving (i.e., confirm that all assigned duties and responsibilities are being accomplished.) This will be a big project with many phases, so look for more info on Phase 1 later this year.

To provide input to the committee, please contact Dan Wray at 888.972.6314 (extension 2365) or dwray@collegeloan.com.



10 Energy Tips to Tackle the Tension

Submitted by
Kevin Armalay &
Terri Neiswonger
Newsletter Editorial Board

You have e-mails to answer, phone calls to take, questions to field, colleagues, parents and students to assist; regulations to keep an eye on, and the million or so acronyms to keep in line. Combined with the pace of loading and processing ISIRs, verifying records, and packaging students, there are bound to be some times when you want to pull your hair out. We know as aid professionals that it is a demanding business. But demanding need not be exhausting. Energy levels ebb and flow throughout the day and can be influenced by all sorts of things. If you can follow one or more of these 10 tips and stay energized and focused at work, you just may find that the summer months can go by rather smoothly.

1. Look at your sleep habits. Are you consistently getting the 7-9 hours of uninterrupted sleep that most of us require? Getting enough sleep at night is essential to prevent daytime sleepiness. If you are not getting the right amount of sleep, eventually it wears on you. Contrary to popular belief, you can't 'catch up' on sleep in a week-end.

2. Consider beginning an exercise program. The serotonin released by exercise elevates mood and energy. Not only is exercise essential for healthy muscular, skeletal, and circulatory systems, it also helps the nervous system as well! At a minimum, consider a brisk 20 to 30-minute walk to both pump some blood and provide a mental rest.



3. Assess your diet. A diet comprised mostly of refined sugars and fats is a prescription for sleepiness. Instead, be sure to include protein and plenty of complex carbohydrates in your diet for energy. Meats, cheeses, and nuts in your diet will help to keep your energy level up. The proteins in these kinds of foods digest more slowly and evenly and don't subject you to the highs and lows associated with the carb and sugar-laden junk foods (so don't raid the boss's candy jar too often). Most importantly, don't forget water. Proper hydration is essential to help deliver nutrients through the body. Medical experts suggest no less than a half-gallon a day.

4. Your environment plays a large part in determining your level of fatigue. A drab environment in a dark room coupled with a repetitious or mentally draining job, is a sure recipe for sleepiness. Assess your environment. Open shades and windows for plenty of natural light and fresh air. Turn on lights, and do all you can to make your environment stimulating. Use bright pictures, green plants, music, and anything else that you may find interesting. Surround yourself with icons of your loved ones. Display and enjoy photos of your family and pets, the kids or grandkids, a couple images of last year's shore trip or that hot new red Mustang convertible that you long to zip around in.

5. Determine when sleepiness occurs most often. Keep a diary of occurrences for a week to see if a pattern is found. Plan your work-load so tasks such as reading or decision making do not occur when energy is at its lowest. Employ some of the other tips listed here and re-measure. Has it helped?



6. Plan breaks mid-morning and mid-afternoon. Walk outdoors or stretch to renew energy and concentration. Even five minutes away from your office will help to rejuvenate you. Go down the hall, step outside for a breather, walk a document to its destination on campus instead of relying on your campus mail system. Admire the flowers and trees that are ablaze with color. And remember to take an occasional 'breather' – take a minute to practice deep rhythmic breathing. It's like pressing your body's reset button.

7. Establish positive relationships with co-workers. Friendships energize the workplace, fostering personal satisfaction as well as contributing to increased productivity.



8. Laugh. Laugh a little every day. Laughing, like exercise, releases serotonin, thought to be the 'feel good chemical' of the body. Get a joke-a-day calendar or subscribe to a joke-a-day list-serv. It can be surprising how even just a smile and a laugh every day helps keep your spirits up.

9. Get organized. By dividing your day into 'chunks' you won't spend too many hours on one type of task but are not constantly changing directions either. If you do nothing but change gears all day long, you are not being as efficient as you can be. If you

only do one thing repeatedly all day long, you'll grow tired of it after awhile and your efficiency also decreases through boredom.

10. Look ahead to your vacation time and time out of the office. Being away from the office should not increase stress. Recognize that you'll have to work harder before and after your days off, but during those vacation days, enjoy yourself—you've worked hard and you deserve it!



EASFAA Conference 2005 is a "Shore Thing"

Submitted by
Gary Means
EASFAA Liaison

The 39th annual EASFAA Conference was held May 15-19 in exciting Atlantic City, NJ and set a record with 780 attendees. There was a special Multicultural/Diversity Track and a Graduate/Professional Concerns track of sessions offered.



(l to r) Jean Walker, Bob Thorn and Barbie Schmitt take a moment to relax.

A number of sessions were presented by PASFAA members including Dan Wray, David Smedley, Christine Zuzack, Mary Miller, and Heather Sutcliffe. Pennsylvania people served as moderators including Michael Burke, Channel Greene, Valerie Carles, Jean Walker and myself. Valerie Carles, from Juniata College, was the EASFAA Mentor Scholarship recipient this year.

Bill Irwin was recognized for his contributions over the years and was presented EASFAA's highest award, Honorary Life Membership. Bill has served on many committees in our state, regional, and national organizations, including president of PASFAA and EASFAA and as NASFAA's national chair.

Featured speakers at the conference included Ray Suarez from "The News Hour with Jim Lehrer;" Ericka Dunlap, Miss America 2004; Jane Oates, Senior Advisor to Senator Edward Kennedy; and Reverend Zina Jacque, Director of the Pastoral Counseling Center of Trinity Church in Boston, MA. We also heard from Dr. Dallas Martin, President of NASFAA; George Chin, National Chair of NASFAA; and Jeff Baker, Director of Policy for Federal Student Aid.

Barbie Schmitt now steps in as PASFAA's EASFAA liaison for the next two years. The next EASFAA conference will be on May 7-10, 2006 in Burlington, Vermont.



EASFAA President (left) Tom Dalton presents Bill Irwin with Lifetime Membership.



Enjoying a break are (l to r) Wendy Dunlap, Patty McCarthy and Nancy Chalker.



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and he can't wait
to dive into technology
that makes his office
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PELA News

Submitted by
Jim Jackson
Sallie Mae

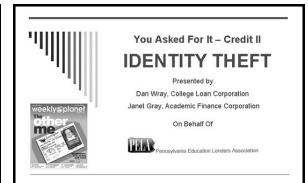


Pennsylvania Education
Lenders Association

We are looking forward to evaluating our direction and ensuring that we are serving the financial aid community to the best of our abilities. Through this process we welcome any thoughts or comments on things you appreciate or find valuable from PELA as well as any of our past resources you feel have not served a purpose in your day-to-day activities. This is truly an exciting time as we look to realign the PELA mission with our by-laws.

At our last meeting we had the privilege of hearing guest speaker, Scott Miller, talk about Reauthorization as well as the budget reconciliation debate. He recommended that we all be as proactive as possible with our Education Committee Members to ensure that they clearly know where we all stand with our preferences.

We hope you enjoyed our two sessions presented at Spring Training by Dan Wray, Janet Gray, Lesa Angell and Sharon Murray. The topics were credit awareness and identity theft. The presentations as well as some of the resource information can be found on our website at www.pelalenders.org. Please do not hesitate to contact us with any feedback on our presentations as well as our site. You can email your comments to Sharon.murray@citizens-bank.com.



Dollars and Decisions

Submitted by
Ron Dawson, Chair
Finance & Development



The Finance and Development Committee met in late May to tackle the second major responsibility of the committee, that of budget preparation for the upcoming fiscal year. Committee chairs, sector representatives and various members of PASFAA Council submit budget requests pertinent to their areas of leadership. The Finance and Development Committee reviews each request in light of projected income for 2005-06. A budget is then submitted to Council for further review and ultimate approval. Each person responsible for an expenditure area of the Association will be informed over the summer of their budget amount along with the charge to monitor their expenses.

The F&D Committee continues to review the overall timeline related to the solicitation of sponsorship dollars and budget preparation, all with the goal of providing more and better information to Council as decisions are made. Additionally, in order to provide the ability to run current reports regarding the Association's finances, the chair of the Finance and Development Committee now has access to the QuickBooks System.

If you are interested in serving on the Finance and Development Committee, please complete a volunteer form (found on the PASFAA website under Member Services) as soon as possible.



Thank you to the following sponsors who are providing generous support for PASFAA activities for the 2004-05 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 continued close work with each of these sponsors in the year to come.

Platinum (\$8,000 and Above): American Education Services, Citizens, Key Education Resources, M&T Bank Educational Lending, National City, PNC Bank

Gold (\$6,000 - \$7,999): Bank of America, Chase Education First, Citibank, Sallie Mae

Silver (\$4,000 - \$5,999): College Loan Corporation, Edamerica, Educaid/Wachovia, Nellie Mae, SunTrust Education Loans, USA Funds

Bronze (\$3,000 - \$3,999): AMS/Academic Management Services, Bank One, Beneficial Savings Bank, Collegiate Funding Services, Sovereign Bank, Student Loan Xpress, Wells Fargo Bank



STATE-RELATED SECTOR

Submitted by
Meme Jeffries
State-Related
Sector Representative

Greetings, State-Related Sector members. I hope everyone is enjoying the warm weather. This is a busy time of year for everyone getting ready for 2005-06.

Please don't forget to vote for our State-Related Sector representative. Voting begins on July 15 and the last day to vote is August 1. Voting will be done electronically through the PASFAA website at www.pasfaa.org.

Mark your calendars! The annual PASFAA conference will be held October 16-19 at The Lancaster Host Resort and Conference Center. The theme of the annual conference will be "Survivor, the FAA Challenge" so check out the website for exciting activities the conference committee is planning. If you have any ideas or proposals for sessions, please feel free to submit them online.

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.

PRIVATE SECTOR

Submitted by
Cheryl Gerber
Private Sector
Representative

Greetings to everyone in the Private Sector! I am sure that all of you are in full gear preparing for the new academic year. The Private Sector spring meeting was held on March 22 at AES in Harrisburg. We had a very full agenda and had 17 members in attendance. Don Francis, Mary Young and other staff from AICUP updated us on scholarship opportunities through AICUP, Student Lobby Day and institutional data collection formulas.

AES staff members Diona Wise, OneLINK, and Jan Napiltonia, Financial Aid Services, gave us updates from their divisions. Vince Racculia spoke to us about the progress of the State Grant Task force. He also updated us on the status of the Sallie Mae bid to purchase PHEAA. Jeff Graziano and Tammy Rothenberg from Network Consolidation were in attendance to answer questions generated from a discussion we held on student loan consolidation. My thanks to everyone who helped make this meeting a success!

Don't forget to vote this July! Electronic voting through the PASFAA website will open on July 13 and close on August 1. Information about the candidates and how to vote online is included in this newsletter.

Our next Private Sector meeting will be held during the October conference in Lancaster. If anyone has topics or suggestions, please contact me so I can make sure they are included on the agenda. I can be reached at (724) 946-6173 or gerberca@westminster.edu. Have a wonderful summer. I hope you get an opportunity to get out of the office and enjoy the beautiful weather.

NURSING SECTOR

Submitted by
Ginny Kopko
Nursing Sector
Representative

Aloha, Hola, Guten Tag, Bonjour, Konichiwa, Buon Giorno, to all the Nursing Sector! I am sure you are all very busy and deserve some encouragement. Take some time to give your self a pat on the back for a job well done.

Financial Aid Services has been making some great enhancements to the system for the 2005-06 academic year. FAS and letter writing training sessions were held right here at Sewickley in April for the western nursing schools. I hope those who attended found the sessions helpful. We had a great training staff on hand from AES to answer all of our questions and provide us with an abundance of information.

I would like to encourage all of you to vote in July for the PASFAA officers and our new sector representative. Yes, my two years are coming to an end. I have enjoyed representing the nursing sector and have made a few more acquaintances in the process.

The PASFAA Conference will be here before you know it. Our sector was not very well represented at the 2004 conference. Let's try to get together and bridge that east and west gap this year at the Lancaster Host Resort and Conference Center, October 16-19, 2005. In the meantime, feel free to contact me if you have any questions or issues that can be addressed at the PASFAA meetings or within our sector. Have a great summer!

BUSINESS, TRADE & TECHNICAL SECTOR

Submitted by
Stephen Helfrich
Business, Trade
& Technical
Sector Representative

Greetings to all in the B,T and T Sector. Summer is here and with most of us dealing with continuous enrollments, I am sure all of you are very busy. Hopefully you will find some time to take a break and enjoy the summer season.

I encourage you to consider volunteering for one of the many committees that PASFAA has to offer. Please visit the website and check out the committee listings and fill out a volunteer form. PASFAA is a volunteer organization and your help is needed. Please consider getting involved.

Remember that electronic voting will begin July 13, 2005 and the last day to vote is August 1. Visit the website and get your vote in; every vote counts! Results of the election will be posted August 15, 2005.

Mark your calendars for the 37th annual PASFAA conference at the Lancaster Host Resort October 16-19 when we'll meet again as a whole sector. Enjoy your summer!

INSTITUTIONAL AT-LARGE SECTOR

Submitted by
Dana R. Suter
Institutional At-Large
Sector Representative

"Life is more accurately measured by the lives you touch than by the things you acquire."

Are you ready to get involved with PASFAA? PASFAA is a volunteer organization and its members are the foundation of the programs and services we are able to provide. Without volunteers like you, our Association would not be able to offer all the training programs, workshops, and benefits that PASFAA members now enjoy. Please consider sharing your time and talents by serving on a committee or by volunteering for one of the other service opportunities available. It is fun, rewarding, and your expenses are reimbursed! Your life will be touched as you meet and work alongside new colleagues. What could be better than that?

If you have any questions about volunteer opportunities in PASFAA, you can reach me at (570) 320-2400 ext 7371 or e-mail me at duster@pct.edu.

INSTITUTIONAL SUPPORT SERVICES SECTOR

Submitted by
Nancy Chalker
Institutional Support
Services Sector
Representative

PASFAA Council met at AES on April 10-11. As you are all aware by now, nominations were closed on May 15. Hopefully, you all had a chance to nominate who you feel should be the next ISS rep. Voting will begin on July 13 and will end on August 1. Notification of the election results will be by August 15.

This year's PASFAA Conference will be held at the Lancaster Host from October 16-19. Conference chair, Marijo Elias, and her team are working diligently to bring us another outstanding conference. Look for more info than ever to be on-line, so make sure your PASFAA profile is up to date. As always, please try and be respectful of the activities that the conference committee works so hard to plan. If you're going to have an event, try to schedule it so that it does not conflict with PASFAA-arranged activities.

One change to this year's PASFAA Conference is that the ISS will now have a slot for a meeting. Please make sure that you look at your agenda carefully when you are at the conference so that you can make the meeting. In addition, the conference fee has been increased to \$160, up from \$135.

Current PASFAA demographics shows the association with a current membership of 218 Associate members.

The next PELA meeting is scheduled for July 28 at the AES Headquarters in Harrisburg. Be on the lookout for the e-mail. Have a great summer and, as always, anything you want me to address, please email me at nancy.chalker@citizensbank.com or call at 570-735-5360.

PA STATE SYSTEM of HIGHER EDUCATION SECTOR

Submitted by
Ragan Griffin
PASSHE Sector
Representative

Hello fellow sector members! It was really great to see so many of you at our annual spring PASSHE Sector Meeting held April 28-29 in State College this year. Thanks so much to everyone who helped make this year's meeting such a success.

Once again we were fortunate to have not only Lois Johnson, from the State System Office, but also Vince Racculia, Ed Cunningham and Henry Chance, all from AES, provide us with "up to the minute" news from their various offices. This year, Jeannie Judd Wagner, SyTec, also joined us to provide us with an update on the shared administrative system (SAP) project. She gave us a few more details regarding the proposed training schedule for the FINANCIER implementation and encouraged all schools, both Phase I and Phase II, to participate in this training effort.

We honored two soon-to-be retirees this year – Bill Irwin, Lock Haven, and Joyce Spencer, California. We have benefited greatly from these two individuals' contributions to our profession and our personal lives and we will miss them – even if we are a little jealous that they will actually get to enjoy their summer this year!

Voting for both the President-Elect and Sector Representative will be held on-line starting July 13 and concluding August 1. All members of our sector are strongly encouraged to get out (OK, get on-line) and vote. The PASFAA website provides us with a wealth of valuable information and this summer, while we surf the website, we can also exercise our right to vote!

I want to thank everyone for electing me to serve as your Sector Representative for the last two years. I have truly enjoyed my "tenure" as your representative and feel that I have benefited greatly from learning first hand how our state organization governs itself. I have a much better appreciation of how fortunate we are to have such a strong and vital organization such as PASFAA.

Before we know it, we will be meeting in Lancaster for the annual fall PASFAA conference. Until then, enjoy the warm and sunny summer days!

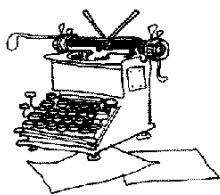
PUBLIC TWO-YEAR SECTOR

Submitted by
John Schodowski
Public Two-Year
Sector Representative

Greetings! The Public Two-Year Sector held our spring meeting at PHEAA in Harrisburg April 14 and 15. Kathy Gates did a great job as our host and was able to arrange for several AES/PHEAA people to drop in during our meeting and provide updates and answer questions.

Several individuals attending the meeting expressed an interest in becoming more involved with PASFAA by running for office or volunteering. I encourage each of you to use your talents to make PASFAA a stronger organization.

Our next sector meeting is scheduled to be held during the October conference at the Lancaster Host Resort. If you have any topics that you would like brought up at the meeting, please contact me at jschodowski@racc.edu.



From the Editor's Desk

Online voting to elect the next president-elect and seven sector representatives takes place July 13-August 1. With the elimination of paper ballots last year, PASFAA moved to an entirely web-based election process. That makes it a piece of cake for you to cast your ballot – even if you're one of the lucky few who actually take a vacation during the summer months. If you won't have your laptop tucked in your beach bag, you can still log on to www.pasfaa.org in the neighborhood library at the shore point you may be visiting. Also, many hotels now offer Internet access, so if you will be a guest between July 13-August 1, take a few minutes to log into the PASFAA website and cast your vote.

Please show your support for the candidates of your choice and cast your vote while the online ballot portal is open. And thanks for supporting PASFAA by making it a part of your summer plans.

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA Bulletin Board

By Members

Bonnie Lack, Tepper School of Business at Carnegie Mellon University, fielded questions and provided financial aid information during an April 7 live chat of Business Week Online.

Best wishes to **Joyce Spencer**, California University of PA, who retired June 24 after 21 years of service in financial aid.

Karel Valken, formerly at Eastern University and Whitman Education, accepted the Director of Student Financial Services position at AiBradley Academy for the Visual Arts.

Condolences to **Ben Rosenberger**, Director of Financial Aid at Reading Area Community College, whose mother passed away on March 18.

On March 29, **Claire Gruver**, Coordinator for Student Employment and Loans, retired after almost 25 years at Messiah College. **Mike Strite**, Assistant Director of Financial Aid, will now be responsible for coordination of student employment. The financial aid staff welcomes **Cathy Poiesz**, formerly of the housing department at Messiah, as the new Student Loan Coordinator.

Frank Holister, formerly of CFS, is now with Sallie Mae.

Tony Olivero and **Jim Anderson**, both formerly of Sallie Mae, are now with Nellie Mae.

Clarke Paine, formerly at Elizabethtown College, is now with Nellie Mae.

Gordon Bateman, former Director of Financial Aid and currently Dean of Admissions and Enrollment Management at Elizabethtown College, was feted with a surprise retirement party. Gordon will serve as Acting Dean of Student Life for one year while the search for a new dean is underway.

Debra Fritz, of the Financial Aid Office at Mansfield University of PA, was named Employee of the Year. Among the comments made on the campus-wide nominations she received were, "She is an unsung hero at Mansfield, extremely dedicated while willing to do much more than is required," and "Her dedication, commitment and loyalty to the institution is deserving of acknowledgement. She is constantly assisting others without any thought of ever receiving individual recognition."

Pamela Roda-Kline, AES/PHEAA, received an Annual Excellence Award from Mapping Your Future. In receiving the award, Pam was recognized as "really representing the spirit of MYF in her leadership and volunteerism."

Bill Irwin, recently retired from the Financial Aid Office at Lock Haven University of PA, received EASFAA's highest award, Honorary Life Membership, presented to him at the EASFAA conference in May. In addition to his numerous accomplishments and contributions to the financial aid profession, Bill has served as PASFAA President, EASFAA President and NASFAA National Chair.

New staff hired at Thompson Institute-Harrisburg Campus include financial aid planners, **Amanda Smyers**, formerly at York Technical Institute, and **Shellie Smith**, formerly at Thompson Institute-Philly Campus as well as **John Steindel** as loan coordinator/default manager.

About Members

Survivor Challenge Coming to PASFAA Conference

October 16-19, 2005

Submitted by
Joetta Bradica
2005 Conference Committee



If you are involved in a financial aid office during the summer, you know all about survival. Now you can bring all of your survival skills to the ultimate survivor event – PASFAA Survivor – “Challenge of the Aid Administrators.” Gather your office tribe members and fly, drive, sail or run to the Lancaster Host Resort, October 16-19 for the grandest survivor event of the season. Plus, you will have the opportunity to meet at the conference, Scott O’Grady, a true American survivor.

A preview of this season’s events:

- Sunday – Charity Golf Tournament, Committee Meetings, Opening Business Meeting, “Club Immunity”
- Monday – Federal update, Scott O’Grady, President’s Reception, Survivor Games, Tribal photos
- Tuesday – Sector Meetings, Membership Luncheon, FISH Training
- Wednesday – Closing Business Meeting, Tribal photo pick-up, PASFAA Council meeting

Watch for registration online on the PASFAA website at www.PASFAA.org. “Tree mail” (updated conference info) is also available on the PASFAA website. Hone your survivor skills now because you won’t want to be voted off the island!



PASFAA Bringing True Survivor to Annual Conference



PASFAA Conference 2005 will bring you the true American survivor, Scott O’Grady, as this year’s keynote speaker. Scott O’Grady’s story is an inspirational tale of courage, faith and innovative thinking.

Captain O’Grady was helping enforce the NATO no-fly zone policy in the skies over Bosnia when a Soviet-made anti aircraft missile slammed into his F-16. Capt. O’Grady tells his incredible story of how he survived in hostile territory for six days before being rescued by the U.S. Marines in his book, *Return with Honor*, which spent six weeks on The New York Times bestseller list. He has also published *Basher Five-Two*, a children’s edition of his original story. His courageous story has also been documented on the Discovery Channel presentation, “Behind Enemy Lines.” In addition, Scott O’Grady has been featured on CNN’s “Voices of the Millennium,” a series of segments focusing on the most influential personalities of the 20th Century.

Make plans now to attend the 37th annual PASFAA conference and hear the remarkable story of survival of this courageous individual.



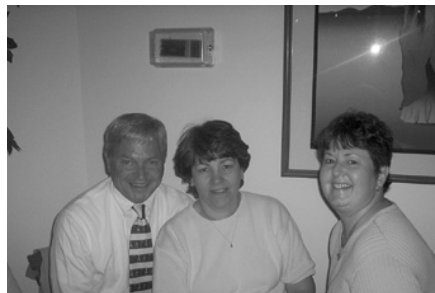
Capt. Scott F. O’Grady reacts to well wishers’ cheers upon his return to Aviano Air Base.

Photo by Sgt. Stephen P. Alderete, used with permission from allstar.fiu.edu.

We Saw You at ...



Trustee Howard Smith presents Deb Fritz, Mansfield University of PA, with the 2004–05 Employee of the Year Award.



(l to r) Ed Cunningham, Georgia Prell, and Cate McIntyre were part of the Lehigh Valley aid administrators who enjoyed dinner April 20 at the Apollo Grill in Bethlehem.



Joyce Spencer and Bill Irwin were surprised with a retirement party at the April PASSHE sector meeting.

Coming Events:

June – July, 2005

June 28
 July 12
 July 13
 July 20
 July 21
 July 27

State Grant Certification Procedures Workshops
 PHEAA, Harrisburg
 Slippery Rock University of PA
 Pittsburgh Technical Institute, Oakdale
 Bloomsburg University of PA
 Cabrini College, Radnor
 Mount Aloysius College, Cresson

July 3-6, 2005

NASFAA 2005 Conference, New York, NY

Sept - Nov 2005

September 28
 September 30
 October 5
 October 6
 October 7
 October 11
 October 26
 October 27
 November 1
 November 2

AES Fall Workshops
 Holiday Inn Harrisburg/Hershey, Grantville
 Blair County Convention Center, Altoona
 Four Points Sheraton, Mars
 Ambassador Banquet & Convention Center, Erie
 Four Points Sheraton, Greensburg
 Best Western Country Cupboard, Lewisburg
 Harry's Savory Grill & Ballroom, Wilmington, DE
 Hilton Scranton Conference Center, Scranton
 Valley Forge Hilton, King of Prussia
 Sheraton Reading Hotel, Reading

October 16-19, 2005

Oct 15-16

PASFAA 2005 Conference, Lancaster Host Resort
 Fundamentals Workshop, prior to PASFAA Conference

Oct.-Dec. 2005

Oct 31-Nov 3
 Nov 29-Dec 2

Electronic Access Conferences
 Manchester Grand Hyatt, San Diego, CA
 Atlanta Marriott Marquis, Atlanta, GA

November 2005

Counselor Workshops

December 2005

Support Staff Workshops



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