



Trying to Navigate Through the Financial Aid Maze?



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2007-08 PASFAA EXECUTIVE COUNCIL

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2. PUBLICATION SCHEDULE

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

Fall 2008 issue:	articles due August 15
Winter 2009 issue:	articles due November 15
Spring 2009 issue:	articles due February 15
Summer 2009 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. MEMBERSHIP IN PASFAA

PASFAA membership belongs to the individual, not the institution. Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Mary Kosin, past PASFAA president, at Luzerne County Community College for information about 2007-08 PASFAA membership.

2. 2007-08 PASFAA COMMITTEES AND CHAIRS

Association Governance	Mary Kosin
Finance and Development	Ginny Kopko
Financial Aid Awareness	Thelma Ross
Financial Aid Training (PFAT)	Paul Simonsen
Government Relations	Mary Ellen Duffy
Membership	Mary Kosin
Newsletter	Joan Holleran
Technology	Heidi Hunter-Goldsworthy/Michael DeGroft
2008 Conference	Cheryl De Paolis

3. MOVING? CHANGING POSITION OR TITLE?

Keep your information current by updating your membership profile at www.pasfaa.org. Select "Member Services," then "Update Your Member Profile." Enter your Username and Password, then proceed to update your information.

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 Newsletter Committee 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: Patty Hladio at patty.hladio@sru.edu or (724) 738-2044.

Letter from the President

Dear PASFAA Colleagues:

I write this letter to you from Portland Maine, the site of this year's EASFAA conference. The last time I came to Portland was to attend the EASFAA conference when it was held here in 1990. Times have really changed since then. I remember lots of people engaging in conversation, laughter and hanging out with lender partners. That same thing is going on here now, but the tone is very different. There are fewer people around that I know and fewer lenders in the exhibit area. The conversations all have a common theme – change.



This is really a different world today than it was even a year ago. Every day it seems there is some new news that will affect our industry. I have always been an advocate for change. I think that change can be stimulating. It keeps you sharp and expands your horizons. Some of society's biggest successes came as a result of changes that a lot of people thought meant the end of the world. Depending on how you look at it, it could be said that we are in just such a period. It sometimes feels like we are watching the end of an era. In my opinion, we are. Even I, someone who embraces change, must admit that I am very uncomfortable right now. I have had many conversations the past few days with lenders, aid officers from the region, Dr. Day from NASFAA, friends. Those conversations, no matter how they started, all ended up the same way – talking about the current state of the industry. It seems that everyone has an opinion of where we're headed, but no one really knows where we will be in the fall, much less in a year.

If there is a silver lining in what seems to be a dark cloud it's this, we are all talking to each other. This uncertainty has brought us all together – no matter our differences – to work for the interests of the students we serve. If there is a common theme, it is the students. We are all concerned about how the changes in the industry will affect the students. It was inspiring to hear people stand up in sessions at the EASFAA conference and talk about the steps we should be taking to make our voices heard. Maybe it was just my view, but it seems that every session I attended, no matter what the topic, was about how to help the students.

Earlier this month, I was privileged to go to Capitol Hill with the Government Relations Committee to meet with members of the Pennsylvania delegation. You should be proud of how PASFAA was represented by your fellow aid officers. While we didn't always hear what we wanted, I don't think any of the staffers we met with could deny that we were there to represent the interests of our students. Congress as a whole may not understand what's going on, but I think we can safely say the Pennsylvania delegation does.

I've said it before and I'll say it again – we need everyone to get involved. There was never a more important time than right now. Get on a committee, contact your legislator, write to your President, talk to your students. Your voice needs to be heard. The world we live in is changing. You can wait for it to happen or you can be a part of it. I choose the latter.

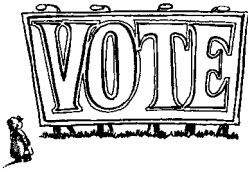
Respectfully,

A handwritten signature in black ink that reads "Dwight Horsey". The signature is stylized with a large, sweeping 'D' and 'H'.

Dwight G. Horsey
PASFAA President

2008 PASFAA Elections

Submitted by
Mary Kosin
Past President



PASFAA is pleased to announce the 2008 election slate. This year the positions on the ballot include president-elect, vice president, treasurer, secretary and the at-large and PASSHE sector representatives. (The PASSHE sector representative is on the ballot to fill a one-year opening.) Thanks to all who agreed to run for PASFAA office.

President-Elect	Mary Ellen Duffy	Albright College
Vice President	Bernard L. McCree	Thaddeus Stevens College of Technology
Treasurer	Tonya R. Anthony	Millersville University of Pennsylvania
Secretary	Carolyn A. Julian	Pennsylvania State University-Harrisburg
<u>Sector Representatives</u>		
At-Large	Dottie Brehm	Lebanon Valley College
Pennsylvania State System of Higher Education (PASSHE)	Robert A. Foulz	West Chester University of Pennsylvania

Make Your Vote Count July 14-31, 2008

Submitted by
Mary Kosin
Past President

PASFAA's 2008 election will take place beginning July 14 and will conclude at the close of business on July 31. 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 11, all eligible voting members who have paid their membership dues for 2007-08 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.**



Please note that although there is only one candidate running for office in each of the open positions, your vote is still very important and needed. Your vote shows support for that candidate and for PASFAA as a whole. Please take the few minutes it will take of your time and show your support by casting your vote. Also, let's remember to thank all of the candidates for their willingness to step up to the plate and allow their names to be placed in nomination.

Make Your Vote Count

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 Patty Hladio at patty.hladio@sru.edu or via phone at 724-738-2220.

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



PASFAA Election Nominees

President Elect



Mary Ellen Duffy
Director of Financial Aid
Albright College
1998 – Present

PREVIOUS EMPLOYMENT

- Raritan Valley Community College, Somerville, NJ
- 1997-1998 Director of Financial Aid
- 1986-1997 Financial Aid Coordinator

University of Medicine and Dentistry of NJ, Newark, NJ

- 1985-1986 Senior Financial Aid Assistant

Rutgers University, New Brunswick, NJ

- 1984-1985 Financial Aid Need Analyst

EDUCATION

Bachelor of Arts, Economics, Rutgers University, 1984

PROFESSIONAL ACTIVITIES

Member – NASFAA, PASFAA, NJASFAA (1985-1998)

PASFAA

- 2006-Present Vice-President
- 2006-Present Chair, Government Relations Committee
- Coordinated three annual committee site visits to Capitol Hill to represent PASFAA interests to staff in PA Congressional delegation
- Co-coordinated 2006 "Inside the World of Student Financial Aid" Legislative Briefing, providing overview of PASFAA and the financial aid process to staff in the PA Congressional delegation
- 2005-2006 Government Relations Committee
- 2006, 2007 Session Co-Presenter, PASFAA Conference
- 2007, 2008 Co-Presenter, PASFAA/PHEAA Teleconference
- 2008 Co-Presenter, Spring Training
- 2007 Recipient, President's Award

NASFAA

- 2007 Participant, Leadership Conference

NJASFAA

- 1996-1997 Treasurer
- 1995-1996 Development/Fundraising Committee Co-Chair
- 1995-1996 Budget Committee
- 1993-1995 Secretary
- 1988-1989 State Relations Committee
- 1986-1987 Minority Concerns Committee

Albright College

- 2003-2005 Service Excellence Task Force Member
- 2005-Present President's Budget Oversight Group Member

"It is a tremendous honor simply to be nominated for President-elect of PASFAA. I have found my PASFAA colleagues to be some of the most intelligent, hard-working, caring and honorable people I have ever met. PASFAA's commitment to serving students is demonstrated constantly in our outreach and training efforts. I have gained training, guidance and connections far more valuable than the cost of membership dues.

As President of PASFAA, I will work to foster the spirit of volunteerism that is spreading through our country. I hope to continue the work of the strong leaders who have preceded me by supporting training and the enhanced use of technology. I will work to be sure our efforts are cost effective so that we can continue to thrive as a vital organization – providing the support that we need so we may continue to serve our students to the best of our abilities."

Vice President



Bernard L. McCree
Director of Financial Aid and Registrar
Thaddeus Stevens College of Technology
2001 – 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 (since 1997), NASFAA (since 1996), AACRAO (2001), EASFAA (past member), MSACROA (2001)

PASFAA

- 2007-2008 Government Relations Committee
- 2005-2007 Executive Council
- 2005-2007 Sector Rep for State Related
- 2005 Chair, Leadership Development Committee
- 2004 Chair, Financial Aid Basics
- 2003 Co-Chair, Leadership Development Committee
- Member of PFAT Committee

Presenter, Sallie Mae Premiere, "Paying for College" Video

Thaddeus Stevens College of Technology

- Certified Diversity Trainer and Facilitator

Thaddeus Stevens College Diversity Series

- Campus Advisor, PHI THETA KAPPA Honor Society
- Campus Liaison, Jack Kent Cooke Scholarship Foundation
- Team Leader for Campus Core Values, Strategic Plan and Business Continuity Plan

MSACROA Annual Conference 2004 Presenter

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

"As a member of this organization, I am elated to have been nominated for the Vice President position and seek to follow a personal mantra, "To whom much is given, much is required," in carrying out my responsibilities should I be elected. In light of the current climate surrounding the financial aid community (aid administrators, lending partners, Office of Student Financial Aid and Congress), it would behoove us to remember who our principal stakeholders are. As a member of the Government Relations Committee, I am seeing firsthand what is taking place in Washington and have been able to participate in face-to-face conversations with key Congressional staff on our recent trip to Washington. It was an illuminating experience, broadening my perspective on our efforts as aid administrators and our partnerships with the lending community, the Department of Education, NASFAA and Congress. I equally applaud your efforts in assisting our students to make good decisions regarding their financial aid.

I am excited about the possibility of serving our organization and helping us to be heard on matters of access to higher education for all our students."

PASFAA Election Nominees

Treasurer



Tonya R. Anthony

Financial Aid Counselor/Federal Grants Coordinator
Millersville University of PA
2002 – Present

PREVIOUS EMPLOYMENT

Indiana University of Pennsylvania (IUP)
• 2001-2002 Graduate Assistant, Office of Alumni Affairs

EDUCATION

M.A. Student Affairs in Higher Education, IUP, 2003
B.S. Secondary Mathematics Education, IUP, 2000

PROFESSIONAL ACTIVITIES

Member – NASFAA, PASFAA

PASFAA

- 2006-Present PASFAA Treasurer
- 2006-2008 Finance & Development Comm. Ex-Officio Member
- 2007 Don Raley Institute Faculty Presenter
- 2006 Don Raley Institute Faculty Presenter
- 2005, 2004 Philadelphia National College Fair Volunteer
- 2005, 2003 PASFAA Conference Presenter
- 2004, 2002 Newsletter Contributor
- 2004 Conference Committee
- 2003 Guidance Counselor Workshop Presenter
- 2003 Fundamentals Committee Faculty Presenter
- 2002 Fundamentals Workshop Participant

Millersville University

- 2003-Present Advisor for Exploratory Students
- 2005-2007 Millersville Mentoring Alliance Program (MMAP) - Advisory Council
- 2004-2007 MMAP Mentor

Presenter at Open Houses, College Financial Aid Nights, Admissions Receptions

"I am seeking re-election in the office of PASFAA Treasurer because I have learned so much about this great organization in the past two years. I hope to uphold the level of commitment and dedication this position requires in order to help the organization remain successful. We have had a very trying couple years recently and I hope to help make decisions so we may remain fiscally strong. I have truly enjoyed working with everyone around the state during my first term and would be happy to serve a second term as Treasurer."

Secretary



Carolyn A. Julian

Student Aid Adviser & VA Coordinator
The Pennsylvania State University, Harrisburg
1995 – Present

PREVIOUS EMPLOYMENT

Central Penn College (formerly Central Penn Business School)
• 1987-1994 Financial Aid Director

Pennsylvania Higher Education Assistance Agency (PHEAA)

- 1985-1987 Public Information Office

Pennsylvania Interscholastic Athletic Association (PIAA)
1984-1985 Secretary

Mansfield University of Pennsylvania

- 1974-1983 Clerk Typist III, Financial Aid Office

Andrews Finance Company

- 1971-1974 Secretary

EDUCATION

A.S., Business Administration, Pennsylvania State University, Harrisburg, 2005
Attended Mansfield University, 1976

PROFESSIONAL ACTIVITIES

Member of PASFAA

National Association of Veterans Program Administrators

PASFAA

- 2002-2005 Presenter and Chair, Don Raley Institute
- 2005-2007 PFAT Training Committee
- 2006-2007 Presenter and Chair, Guidance Counselors Workshops
- 2008 Presenter, Spring Training
- Financial Aid Hotline Volunteer
- Financial Aid Awareness Night, Presenter HACC
- PHEAA/PASFAA – Presenter FAFSA Completion Day

Presenter, Bureau of Workforce CareerLink

Facilitator, Annual VA Certifying Officials Meeting, 2007

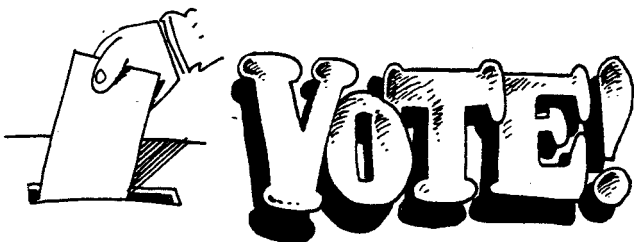
Penn State Harrisburg Liaison Committee to the Commission for Women

- Member 2002 To Present
- Executive Board Member and Past Chair, 2003
- Recipient of Kathryn Towns Award, 2004

Awards

Chi Gamma Iota, the Veterans Fraternity of Penn State, Harrisburg (Xgi's)
Commitment & Dedication to PA Veterans, Catherine Baker Knoll, Former PA Treasurer

"I have been involved in financial aid for 30+ years working my way up through the ranks to Financial Aid Administrator and earning a degree along with way. I would not have been able to reach the success I have without the PASFAA organization, their commitment to training, research and dedication to the professionals they serve and who serve them. The position of PASFAA Secretary is one way I can give back to my professional organization. I will have also enriched my personal growth through another avenue of the PASFAA organization. I appreciate those who have expressed their confidence in me and I will be honored to serve you."



PASFAA Election Nominees

At-Large Sector Representative



Dottie Brehm
Assistant Director of Financial Aid
Lebanon Valley College
2001 – Present

PREVIOUS EMPLOYMENT

Lebanon Valley College
• 1993-2001 Business Office, Accounts Receivable Coordinator

EDUCATION

B.S., Microbiology, Pennsylvania State University, 1976

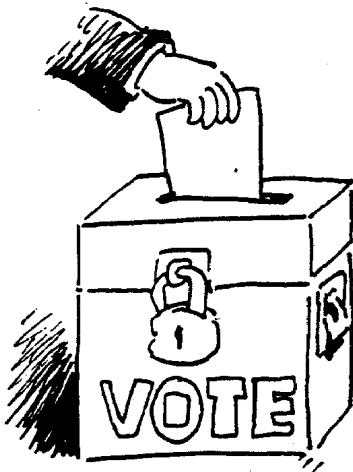
PROFESSIONAL ACTIVITIES

Member – PASFAA, since 2001
• Volunteered as a moderator at various PASFAA Conferences
• Registrar for Guidance Counselor Workshop

PHEAA

• 2006-2008 WAGE Advisory Board

"In my years in financial aid, I have been impressed with the role PASFAA plays in many aspects of our professional lives. From the mentorship extended by the more experienced members to those beginning their careers, to the updates provided for ever-changing Federal and State aid programs, and for professional development in general, PASFAA supports all of us in our goal to help make higher education a reality for our students. It is up to each of us to decide how we can give back in some way, large or small, to continue this mission. In these days of particularly challenging circumstances, the strength that is drawn from volunteerism takes on a special importance. My hope is to help facilitate the connection between those who have a need for some help and those who are willing to take their turn in giving back."



Pennsylvania State System of Higher Education (PASSHE) Sector Representative



Robert A. Foulz
Assistant Director of Financial Aid
West Chester University of PA
2006 – Present

PREVIOUS EMPLOYMENT

SunTrust Education Loans, Wilmington, DE
• 2004-2005 Account Executive/Assistant VP

Delaware Technical & Community College, Wilmington, DE
• 1993-1994 Assistant Financial Aid Officer

Widener University, Chester, PA

• 1990-1993 Assistant Director of Financial Aid

Spring Garden College, Philadelphia, PA

• 1988-1990 Director of Financial Aid/VA Officer

Manor Junior College, Jenkintown, PA

• 1987-1988 Director of Financial Aid/VA Officer

EDUCATION

Masters of Science in Management (Dual Masters Degree), Public Administration (MPA) and Human Resources Management (MHR), Wilmington University, 1999

Bachelor of Arts (Dual Major) in Psychology and Philosophy, Millersville University of PA, 1982

PROFESSIONAL ACTIVITIES

Member – NASFAA, EASFAA, PASFAA

PASFAA

• 2007-2008 Volunteer, Channel 10 Financial Aid Hotline
• 2007-2008 Volunteer, FAFSA Completion Day
• 2003 Volunteer, AES Mapping Your Future Internet Chat Room
• 1990-1999 Volunteer, Pennsylvania Financial Aid Hotline

EASFAA

• 2003-2004 Council Member as Chair of DE/DC/MD ASFAA (Tri-State)
• 1996-1997, 1995-1996 Council Member as Delaware President

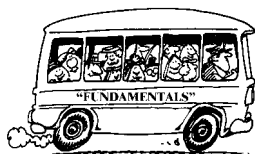
"As a proud Millersville University alumna and current West Chester University employee, I would love the opportunity to give back to the PASSHE professionals with whom I work. Returning to Pennsylvania and PASSHE after many years away is a homecoming for me. Maintaining the tradition of excellence, stability and commitment to student access is of the utmost importance and are values that I know I share with each and every System employee. If elected, I will strive to meet the high expectations and standards that we have set and will do my best to be your representative."



Submitted by
Jim Theeuwes, Chair
Fundamentals Workshop

Fundamentals Workshop Set For New Aid Administrators

October 11-12, 2008: Penn Stater Conference Center



Are you new to world of financial aid? Maybe you feel a little stress when it comes to understanding the new rules dealing with loans or the TEACH grant? Do you have questions about academic progress or verification? If you need help with the basics along with the newest regulations, then we have the training for you.

Once again, the Fundamentals Workshop will be held preceding the annual PASFAA conference. The workshop starts at 12 noon on Saturday October 11 and finishes on Sunday October 12 around 12:30 pm. The workshop is a must for new members to the financial aid profession and for 'veterans' who need some skill updates. The workshop features two talented faculty members, Joan Hock from Delaware Valley College and Gary Means from Westmoreland County Community College. They will be presenting a wide range of topics including COA, EFC, budgets, verification, loan updates, TEACH, state grant information, and much more.



Registration and cost information are available on the PASFAA website. See you at Fundamentals!

Leadership Development Training 2008

October 11-12, 2008: Penn Stater Conference Center

Submitted by
Tracey Wyrwas, Chair
Leadership Development Training



The fourth PASFAA Leadership Development Training will be held at The Penn Stater on Saturday and Sunday, October 11 and 12 in conjunction with the annual PASFAA Conference. The Leadership Development Committee has been hard at work on this year's agenda and participant registration. The number of participants is limited to 20 and are chosen based upon nominations from the eight sector representatives and PASFAA Executive Council. This training is designed to focus on PASFAA members who have the potential and aspiration to develop as leaders within the organization.

If you are interested and have not yet registered, please feel free to contact any of the following committee members to find out if there are still openings:

Tracey Wyrwas (Chair)
Mysti Dinger
Jamie Kosh
Amanda Scheler

Montgomery County Community College
IUP-Academy of Culinary Arts
St. Francis University
PNC Bank



Help Us to Name the Newsletter

Submitted by
Heidi Hunter-Goldsworthy, Co-chair
Technology & Electronic
Initiatives Committee



As you may already know, the PASFAA newsletter is moving to an electronic format starting with the winter issue after the 2008 Conference. As part of the whole process, the Technology Committee and the Executive Council discussed the revamping of the newsletter including giving the newsletter a name. So put on your thinking caps and submit a possible name in our PASFAA Newsletter naming contest. The Technology and Newsletter Committees will narrow the choices down to three and the membership will vote for their favorite at the annual PASFAA Conference in October. The winning submission will win a \$50 Sheetz gas card! Please e-mail your newsletter name idea to Heidi Hunter-Goldsworthy at heidi@hunterfinancialaid.com. All submissions must be received by September 1.



Conference to Celebrate Our 40 Year Amazing Journey

Penn Stater Conference Center

Sunday, October 12 – Wednesday, October 15

Submitted by
Cheryl De Paolis, Chair
Conference Committee

This year's Conference proves to be an exciting experience as we get ready to celebrate PASFAA's 40 year amazing journey. Birthday cake and ice cream are on the agenda to help commemorate this momentous anniversary. Plan to come early as the sessions and entertainment will begin on Sunday afternoon, October 12.



You won't want to miss one day because this looks to be a very intriguing and educational year. We're excited about the plethora of the sessions that have been proposed. A huge "thanks" goes out to our seasoned professionals, as well as to the newcomers who have volunteered to present.

On Tuesday morning, plan to break out those sneakers! An Amazing 3K Race to support the 2008 charity, The Second Mile, is planned on the path next to the hotel. Gerry Sandusky, former Penn State assistant coach and founder of the charity, will also visit the conference to offer insight into this worthy cause. These are just a few exciting things planned for this October's event.

Chair Designee, Cheri Kramer and the Two-Year Sector members have issued a challenge to the other sectors. Cheri has asked that each sector enter a basket into the charity basket raffle. Last year's raffle raised over \$1500 and the goal is to top that amount. A prize will be awarded to the sector whose basket receives the most tickets.



Also on Tuesday, take a step back in time and "Blast Back to the Past" when we travel back to PASFAA's founding year of 1968. We invite you to dress up in your hippest bell bottoms, bee-hive hairdo, go-go boots, and granny glasses to dance the evening away.

Plan to join the fun as we celebrate PASFAA's Amazing Journey. So much to celebrate; the past, the present, and the future... the amazing journey.



Awareness Committee Wraps Up College Fairs and Financial Aid Nights

Submitted by
Thelma L. Ross, Chair
Financial Aid Awareness



(l to r) Marijo Elias, Jo-Ann Orcutt, and Barbara Hapeman are ready to welcome families to the Northeast College Fair in Wilkes-Barre on April 28.

As high school graduation celebrations throughout the state end, a hearty thank you is extended to the many financial aid administrators and colleagues who took the time to volunteer to provide much needed financial aid and scholarship information to students and their families as they prepared for the next step – attending college!

Thank you for the countless high school night financial aid presentations provided to students and parents to ensure that accurate information and useful resources were made available to guide families through the application process. Your time was much appreciated at the spring college fairs – Northeastern Regional Fair in Wilkes-Barre, Mainline College Fair at Villanova University for the Philadelphia Area and the Penn State Area Fair. Comments heard by all at each fair confirmed that our presence as an association and specifically financial aid administrators is still very much needed during a time when misinformation about the process and availability of funding is constant.

The Awareness Committee will meet during the summer to update next year's materials for high school nights and college fairs. Please look for future announcements seeking volunteers at a high school night or fair near you!



David Pearlman offers financial aid information to a family at the Penn State Area College Fair on April 30.



Kim Anderson and Marykay Klara hand out financial aid packets at the Mainline College Fair at Villanova University on April 29.



Kim Anderson shares a light moment with a visitor to the PASFAA table at the Mainline College Fair.



Submitted by
Kim Adamson, Chair
Teleconference

Annual Teleconference Puts "Focus on the Student"

The 13th annual Teleconference "Focus on the Student" addressed student concerns and daily issues encountered on today's college campus. Topics included veterans' benefits, FERPA issues pertaining to student confidentiality, campus security (in light of recent acts of violence, such as Virginia Tech and Northern Illinois), how to identify and refer students with emotional issues, and how to collaborate with other offices on campus to address student needs. Colleagues in other campus offices were very helpful in assisting us in planning and presenting the information this year, which was a departure for this particular training.

We provided an incentive for submitting questions and completing the Survey Monkey tool by offering a free book to two random participants. *College Students in Distress*, by Dr. Bruce Sharkin from Kutztown University of PA, addressed one of our topics of identifying students in emotional crisis and is a great resource for non-counseling staff on campus. David Smedley and Andrea Lieberman were our lucky winners.



Helen Nunn talks about how Susquehanna University handles mailings to first generation students.

With regard to advertising this year, we used a new approach by sending weekly e-mail blasts with "teasers" related to our topic that reminded viewers to tune in. We felt that it was an economical way to remind people and to tell a bit more about the topic and panelists.

A lot of people contributed their time and talents to this year's teleconference. The Teleconference committee included:

Kim Adamson (Chair)	Wendy Mahonski
Christina Ward (Chair-designee)	Kathryn Griffith
Cheryl Gerber	



Kim Adamson, chair of the Teleconference Committee, works out the details with a WITF staff member before the broadcast.



(l to r) Ken Grugel, Helen Nunn, and Tom Rambo are fitted with their microphones..

Dr. Kelley Kenney and Susan Mangold of Kutztown University of PA, Kevin Stoebr of Penn State-Harrisburg, and Heather LeGore of AES/PHEAA assisted us in the early stages of our organization meetings to refine our topic and throughout the process. Dr. Bruce Sharkin of Kutztown University of PA provided copies of his book for the committee, as well as incentives for the participants. Bethany Bosha and Rick Leiner of AES/PHEAA provided valuable technical assistance in taping the video clips. Karen Wakefield of AES/PHEAA designed a custom logo for us that was perfect for our topic. We were able to use it in a variety of ways for the blast e-mails and during the production.



Panelists and the Teleconference Committee pose for a group photo.



Scott Miller covers the latest news from Capitol Hill.

The panelists were Ken Grugel, Director of Financial Aid at Clarion University of PA; Helen Nunn, Director of Financial Aid at Susquehanna University; Tom Rambo, Associate Dean of Student Life and Director of Public Safety at Susquehanna University; Susan Mangold, Client Services Coordinator at Kutztown University; Bill Mioskie, Chief of Police at Kutztown University, and Cindy Davis, AES Director of Guaranty Compliance Services. Scott Miller, AES Federal Relations Director and Mary Ellen Duffy, Director of Financial Aid at Albright College and chairperson of PASFAA's Government Relations

Committee provided a Federal update during the program.

The Teleconference Committee would like to thank each person who assisted with the production and who took time from their busy schedules to participate in the teleconference.



Moderator Barbara Schmitt displays the book, *College Students in Distress*, that was awarded to two PASFAA members and was used as a resource for the Teleconference.



Submitted by
M. Clarke Paine, Chair
Spring Training

Spring Training Explores "Student-Centered Service"



Participants register upon arrival at Spring Training in the East.

Spring training again brought together PASFAA members for information, updates and to share time with colleagues. This twelfth year of training had 154 people attend in the East and 142 attend in the West.

The East session was held April 2 at the Holiday Inn in Grantville. This was the third consecutive year that the East site was at the Holiday Inn. Our current PASFAA President, Dwight Horsey, welcomed the attendees and provided updates and encouragement to members. The second training session was held April 10 in the West at the Four Points by Sheraton in Mars. This was the first time using this facility and survey results were positive. PASFAA Past-President, Patty Hladio, provided the welcome for the attendees in the West.



There was a total of nine breakout sessions. The topics were:
Effective Communications
Developing a Lender List
New Things for Graduate Students
A Realistic Approach to FERPA & the "Helicopter Parent"
Bragging Rights & Responsibilities

Enrollment in a Day
Teach Grant/FAS Update
Private Loans and Ways to Recommend Lenders
The College Cost Reduction and Access Act of 2007



Ryan Hannigan and Betty Casale welcome attendees to the western site while Tonya Anthony registers Cheryl DePaolis.

This year there was an hour long political update and discussion prior to lunch. The first half was dedicated to a Washington Update by Scott Miller and the second half was questions posed by PASFAA to Washington lobbyists Scott Miller of PHEAA and Scott Buchanan of Sallie Mae. Not only did the format of this political update receive strong positive feedback but the timeliness of the content was useful for attendees.

A new effort this year was to offer "interest tables" during lunch and this idea was helpful for the new PASFAA members. Also new was that the Private Sector held a sector meeting at the end of day for both sites.



PASFAA President Dwight Horsey welcomes attendees to Spring Training at the Grantville location.

Spring Training was sponsored this year by Academic Finance Corporation, American Education Services, Key Bank, M&T Bank, PNC and SunTrust.

The 2008 Spring Training committee truly appreciates the individuals who volunteered their time to present at this year's training:

Tiffany Aloï
Marcy Ashton
Susan Bogart
Scott Buchanan
Cheryl DePaolis
Mary Ellen Duffy
Kelly Fox
Dr. Matthew Girton
Ryan Hannigan

Joanna Hastings
Patty Hladio
Katie Hough
Renee Huefner
Sharon Howell
Melissa Ibanez
Meme Jeffries
Carolyn Julian
Ginger Kline

Greg Martin
Mary Miller
Scott Miller
Kim Mincemoyer
Keri Neidig
John Papinchak
PELA
Cathy Poesz
Dr. Lisa Riede

John Schodowski
Sharon Smith
Lenny Slemmer, Jr.
Matthew Stokan
Jim Theeuwes
Bob Thorn
Sally Treadwell
Christine Zuzack

We would also like to thank our PASFAA Treasurer, Tonya Anthony, and Kathryn Griffith, AES, for their assistance before, during and after the days of Spring Training. The 2008 Spring Training committee was M. Clarke Paine (Chair), Betty Casale, Cindy Heaton, Jo-Ann Orcutt (Chair-designee), Leanne Frech, Yolanda Beattie, and Ryan Hannigan.

Finally, Spring Training will return again in 2009 and that committee will look for your support in attending the event and/or presenting a session. Thank you again for your support this year.

Photos courtesy of Yolanda Beattie, Linda Ebel, and Cindy Heaton.



Jim Theeuwes and Dr. Lisa Riede cover "Effective Communications".



(l to r) Scott Miller, Scott Buchanan, and Mary Ellen Duffy provide the Washington update,



Meme Jeffries discusses "New Things for Graduate Students."



Keri Neidig, Ginger Kline, Cathy Poesz, and Lenny Slemmer present "Developing a Lender List."



WASHINGTON UPDATE

The Summer of Our Discontent

Submitted by
Scott Miller
Federal Relations
Director, AES/PHEAA

Reauthorization

I waited as long as I could to pen this issue's Washington update. But, the longer I waited, the less likely that I'd be able to fill you in on the Reauthorization of the Higher Education Act – only about four years past due at the moment. So, as Congress prepares to leave town for its Memorial Day recess, it has just approved yet another extension of the Higher Education Act. I bet few of you noticed that the "April" extension didn't actually get signed into law by the President until May 13, 2008. That means that for 13 days, the federal financial aid programs operated without the blessing of being officially authorized in law. I'm guessing you really couldn't tell the difference!

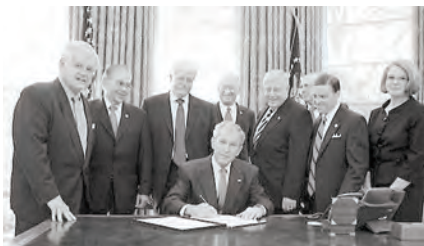
Reports are that key staff for the education committees in the House and Senate have reached agreement on the bulk of the items in the reauthorization bill, but that a half dozen or so issues remain to be resolved directly by the Representatives and Senators. It is hoped that they can reach final agreements and present the package to the U.S. House of Representatives and U.S. Senate before the July 4th recess, or maybe the August recess, or maybe...

Student Loan Access

For the past couple of months, reauthorization has played second fiddle to concerns about access to FFELP student and parent loans. As you all are aware, the collapse of the U.S. capital markets has rippled through the student loan marketplace in a way that was unimaginable just a few short months ago. At first, a trickle of lenders began to announce that they were cutting back their FFELP lending or leaving the program. Within a few short weeks, that trickle became a flood and what had been a "theoretical" problem became a real cause for concern among schools, the Department of Education, and Congress.



Rep. George Miller (D-CA), Chair of the Committee on Education and Labor, speaks in support of the Ensuring Continued Access to Student Loans Act of 2008.
(Reprinted with permission.)



President Bush signs H.R. 5715 into law May 7 during a ceremony in the Oval Office.
(White House photo by Chris Greenberg.)

Barely six weeks after a single hearing before the Education and Labor Committee during which Committee members heard witnesses attest to the seriousness of the crisis and during which members expressed serious concerns regarding the U.S. Department of Education's to ensure access to student loans, Congress acted. And, for Congress, acting within six weeks is lightening speed! What Congress did was adopt H.R. 5715, the Ensuring Continued Access to Student Loans Act of 2008. This Act raised Unsubsidized Stafford Loan limits by \$2,000 for undergraduate students, clarified some issues regarding Lender of Last Resort (LLR) programs (including allowing for schools, and not just individual borrowers to be certified as eligible for LLR loans), and authorized the Secretary of Education to establish a "secondary market" for student loans. Importantly, the Act also included "Sense of the Congress" language, urging the Treasury Department and others to use all available authorities to assist in assuring access to student loans. While this last piece does not have the force of law, it was a clear statement that Congress was concerned about this issue and was hoping that the Administration would step in to solve this issue in a meaningful way.

Just before Memorial Day, the U.S. Department of Education released details of how it would provide student loan lenders with capital, under the authorities it was granted under H.R. 5715. In the view of most student loan participants, the Secretary's plan is a good start but not the final answer needed to ensure that there will be enough capital to meet the \$60 billion in demand for Stafford, Unsubsidized Stafford, and PLUS Loans this fall. It certainly would not return the FFEL marketplace to "normal". Thus far, the plan does not even begin to address the expected shortfall in providers of Consolidation Loans. So, we are left with a situation where there still may be a shortfall in loan capital this fall and where the prospects for

future academic years remain uncertain. One promising aspect of the Secretary of Education's announcement was her statement that the Administration is still studying other potential actions and is committed to working with the FFELP community to develop additional means to revive the capital markets for student loans. I am hopeful that by the time you read this, Congress and the Administration will have taken additional measures to assure access to student loans. Those steps may include adoption of the two important bills introduced by Rep. Paul Kanjorski (D, PA) of the Wilkes-Barre/Scranton area, which would authorize the U.S. Department of the Treasury and the Federal Home Loan Banks to invest in student loans in a variety of ways.

What's



on the Hill?



Secretary Spellings delivers remarks on math, science, and global competitiveness at the National Academics Convocation in April.
(Reprinted with permission.)



If such actions were taken, we may not have to worry about the mechanics of the Lender of Last Resort (LLR) Program, which is designed to fill in any potential gaps in FFELP access. Should LLR be needed, AES/PHEAA, as the designated guarantor for Pennsylvania, will be ready to offer loans to students attending schools that cannot otherwise access student loans. According to the rules published by the Department of Education, LLR loans will immediately become the property of the Secretary of Education, who will be responsible for all future servicing of such loans. The Secretary has also set the criteria and procedures for schools to apply for LLR eligibility. AES/PHEAA is ready to assist schools, students, and parents that need to rely on the LLR Program to obtain student loans and is working diligently to make sure the LLR process runs as smoothly as possible, given the constraints imposed by the Secretary of Education.

Government Relations Committee in DC

Elsewhere in this issue of the newsletter, Mary Ellen Duffy describes in detail the visit made by the PASFAA Government Relations Committee and "friends of the GRC" to Washington, DC in May. I want to take this chance to commend all 12 of them for their efforts in D.C. Not only did they show remarkable stamina in keeping up with a rather hectic schedule of visits, but they demonstrated an exceptional command of the issues at the top of PASFAA's agenda. Whether it was student loan access, cohort default rates, funding for Pell Grants and other aid programs, or private student loans, the PASFAA "lobbyists" were fully able to engage Congressional staff in detailed and meaningful discussions. All



Rep. Paul Kanjorski (D-PA) introduces a bill which would authorize the U.S. Dept. of Treasury and the Federal Home Loan Banks to invest in student loans.
(Reprinted with permission.)

members of the group contributed and, I can tell you from my follow up conversations, that all of them impressed the Congressional staff with their knowledge, their passion, and their commitment to students. You should be proud of how well your profession and your association were represented in D.C.!



PASFAA members with legislative aide Jennifer Castagna (front, second from left) in Sen. Specter's conference room during their trip to Washington in May.

PASFAA President-Elect Attends NASFAA Leadership Conference

Submitted by
Greg Gearhart
President-Elect



The NASFAA Leadership Conference is an annual program designed primarily for individuals in leadership positions, or about to assume such positions, in state and regional financial aid associations. This year's conference, held in Washington D.C., convened on March 9 when approximately 90 current and aspiring leaders from all around the country gathered to learn how to better run their associations. The conference consisted of sessions on planning and organization, fiscal fitness, mentoring, volunteerism, communications, and advocacy.



President-Elect Greg Gearhart outside the NASFAA offices.

One highlight of the conference was the opportunity to meet the new NASFAA President, Dr. Philip Day, who had only been on the job about a week. In speaking with us, Dr. Day emphasized that one of his main goals is to reassert NASFAA's role as a leader in national financial aid issues. He is also very concerned about helping the community of financial aid administrators to do the same by building better bridges between NASFAA and the financial aid community.

Attendees were also privileged to have a presentation by Michael Goldstein and Sheldon Steinbach, attorneys from Dow Lohnes PLLC, NASFAA's legal counsel. Many financial aid administrators are familiar with Mr. Goldstein from his past frequent contributions to FINAID-L. Their session explored examples of acceptable and likely unacceptable interactions between lenders and associations, the goal

being to identify practices that would survive the scrutiny of such entities as the New York Attorney General's office.

After two session-packed days, Tuesday morning saw most of us head off to Capitol Hill for visits with our Congressional representatives, taking along the financial aid talking points provided by NASFAA. I was able to spend some time talking with Representative Todd Platts and his education aide. The conference ended back at the conference hotel with a midday debriefing on the Hill visits, and then goodbyes among all the new friends and acquaintances who were now headed back home to put into practice everything they had learned.



Dr. Philip Day, CEO and President of NASFAA, met with NASFAA Leadership Conference participants.
(AP photo, reprinted with permission.)

Government Relations Committee Makes Annual Visit to DC

Submitted by
Mary Ellen Duffy
Vice President

On May 13-14, PASFAA President Dwight Horsey, Past President Mary Kosin, President-Elect Greg Gearhart, Government Relations Committee members Bernard McCree, Ray Toole, Mary Ellen Duffy and Scott Miller traveled to Washington, DC to visit the Pennsylvania delegation on Capitol Hill. With Reauthorization looming and student lending near crisis, we wanted to make as many visits as possible and show a strong PASFAA presence so we invited Bill Burke, Ethel Desmarais, Jamie Kosh, Thelma Ross and Donna Wilkoski to join us. As always, Scott did an amazing job planning our itinerary and scheduling meetings with key education figures.



This year, the group agreed to travel to DC early on Tuesday, which enabled us to have meetings on both days unlike in years past when meetings were held on a single day. This proved to be a very successful initiative. We were able to meet with representatives of nearly two-thirds of the PA delegation by separating into two teams.

At each visit, we provided an overview of who PASFAA is and how our association's activities focus on training and outreach. We reinforced our role as trusted advisors to students and their families. Naturally, we spent quite a bit of time discussing the current lending situation and the Ensuring Continued Access to Student Loans Act of 2008 (H.R. 5715), which had just passed the week prior to our visit. We also discussed private loan reform, federal fund appropriations, FAFSA simplification and the TEACH Grant.



Bennett Reed (second from left), legislative assistant to Rep. Jason Altmire, welcomes the group outside of Congressman Altmire's office.

Tuesday's team visits were with Bibiana Boerio, chief of staff for Rep. Joe Sestak; Bennett Reed, legislative assistant for Rep. Jason Altmire; Seth Frotman, legislative director and Gwen Camp, legislative assistant for Rep. Patrick Murphy; Kristin Dini, legislative assistant for Rep. Charlie Dent; Kelly Lavin, legislative assistant for Rep. Phil English; and Betsy Christian, legislative assistant for Rep. Joseph Pitts.



The group meets with Seth Frotman, (second from left), legislation director for Rep. Patrick Murphy, and Gwen Camp (third from right), legislative assistant for Rep. Murphy.

Both teams met in the Hart Senate Office visit for a meeting with Jennifer Castagna, appropriations director for Sen. Arlen Specter. Jen provided us with an excellent overview of the appropriations process and the politics involved in the process. We then traveled across the city and were treated to a brief rest in Scott Miller's Washington office and debriefed from the day's meetings.



Thelma Ross (right) makes a point to Jennifer Castagna, appropriations director for Sen. Arlen Specter.

Wednesday morning began with continental breakfast at the NASFAA office. We had an inspirational meeting with Dr. Philip Day, NASFAA president, Joan Crissman, executive VP of NASFAA, and Larry Zaglaniczny, NASFAA director of congressional relations. Dr. Day shared with us his vision for NASFAA – the emphasis should always be on students first. He sees the upcoming change in our nation's leadership as an opportunity for NASFAA to be "out in front, laying the track" for new legislation and initiatives, rather than being left behind when "the train leaves the station." He would like to see federal grant programs move away from merit based programs that end up hurting the students who need money the most. Dr. Day, Joan and Larry all agreed that they are there to serve PASFAA and other associations. In Dr. Day's words, "If we can carry the water for you, then we will."



Inside the office of Congressman Tim Holden with his legislative assistant, Courtney Williams (far right).

It was then back to the "Hill" to visit with Sarah Cohen, legislative aide for Rep. Allyson Schwartz; Courtney Williams, legislative assistant for Rep. Tim Holden; Anne Fultz, legislative director for Rep. Jim Gerlach; Laura Ainsman, legislative aide to Representative Mike Doyle; Morgan Jones from Rep. Tim Murphy's office; Elizabeth King,



The PASFAA delegation meets with Joan Crissman (front row, second from left), executive VP of NASFAA, and Dr. Philip Day (front row, fourth from left), president and CEO of NASFAA, at NASFAA headquarters.

legislative assistant for Rep. Chaka Fattah; and Noel Holmes from Rep. John Murtha's office.



Thanks to Scott Miller (in front of U.S. Capitol) for once again orchestrating the Government Relations Committee visit to the Hill.

We ate lunch in the cafeteria in the Rayburn House Building and went upstairs to meet with Sally Stroup, staff director to Rep. Howard P. (Buck) McKeon, Republican of California, ranking member of the House Committee on Education and Labor. Sally shared an update on the Reauthorization of the Higher Education Act, including some sneak peeks at the present drafts of the conference report. Sally's impressive biography (she recently spent four years as Assistant Secretary for Postsecondary Education, U.S. Education Department) and exuberant personality make her a very entertaining and informative person to visit.



Elizabeth King (center), legislative assistant for Rep. Chaka Fattah, meets with some of the PA group.

All in all, it was an extremely exciting, enlightening and productive trip. We returned to Pennsylvania exhausted, yet feeling like we had made further strides in strengthening PASFAA's relationship with our legislators.

Technology Committee at Work on Electronic Initiatives

*Submitted by
Heidi Hunter Goldsworthy & Michael DeGroft, Co-chairs
Technology & Electronic Initiative Committee*

On March 19, Brian Blackburn resigned his position as chair of this committee and recommended to President Dwight Horsey that Heidi Hunter Goldsworthy and Michael DeGroft take over as co-chairs. Both Heidi and Michael agreed to the task. Since that time, Heidi and Michael have completed the committee budget for 2008-09 and held a meeting on April 28 in Donegal. The Tech Committee has been charged with two electronic initiatives for this year – electronic training and conversion of the PASFAA newsletter to an electronic format.



Patty Hladio volunteered to begin writing the first version of the first part of the electronic PASFAA training. This work was distributed to the committee members for discussion and necessary changes. At our April meeting, we were able to create a model that we felt was best for the PASFAA training. Patty is putting the information into the recommended format and Michael is researching the Quiz software in terms of costs, flexibility, and usefulness.

On May 6, members of the committee as well as the new newsletter editor had a conference call with a representative from ATAC to discuss the conversion of the newsletter to an electronic format. The committee is continuing work on creating a format for the electronic newsletter. The Committee will be launching examples of the PASFAA training as well as the new electronic newsletter format at the annual PASFAA conference in October.

The Web Resource Guide has been completed and printed for the new year. The committee is discussing the changes necessary for the Web Resource Guide to an electronic format in the future.

The Tech Committee is also asking for volunteers to participate on the committee for 2008-09. Individuals that are interested can fill out a volunteer form on the PASFAA website. Members that have any questions about what all is involved with being on the committee may contact Michael DeGroft at degroft@stevenscollege.edu or Heidi Hunter Goldsworthy at heidi@hunterfinancialaid.com.

The Tech Committee would like to acknowledge the work that Brian Blackburn put into this committee and wishes him well in his future endeavors.



President Dwight Horsey (second from left) presides over the April 21 Council meeting held at AES.



Members of the Private Sector meet in the East following Spring Training on April 2.



Private Sector members from the West meet after Spring Training on April 10.

ED Clarifies Regulations on Preferred Lender Lists and Affiliated Lenders

Submitted by
Keri Neidig
Newsletter Committee



On May 9, 2008 the Department of Education issued a new Dear Colleague letter (GEN-08-06) signed by Assistant Secretary for Postsecondary Education Diane Auer Jones. The letter provides updated guidance concerning the final regulations governing preferred lender lists and affiliated lenders, published on November 1, 2007. The new regulations go into effect on July 1, 2008.

In the Dear Colleague Letter, Jones reiterated the value of a preferred lender list “when the list reflects the school's unbiased research to identify lenders providing the best combination of services and benefits to borrowers at that school,” a preferred lender list “can be an effective tool to help families looking for federal student loans.”

These statements reaffirm what higher education institutions and families have long known – properly researched and constructed lender lists are a vital tool that financial aid administrators can use when counseling families about student loans. So, what does the new guidance mean for schools?



1. A preferred lender list should have a minimum of three unaffiliated lenders on the preferred lender list – additional affiliated lenders are allowed.

Under the Department's new clarifying guidance, the final regulations published on Nov. 1, 2007, only “require that at least three lenders on a school's preferred lender list must be unaffiliated with each other regardless of the number of lenders on that list” (emphasis added). For example, if a school has a preferred lender list with six lenders, only three need to be unaffiliated.



While not a requirement, the Department encourages schools to identify, as part of their preferred lender list disclosures, any affiliations among the lenders on the institution's preferred lender list.

Under the Nov. 1, 2007 final regulations, “affiliation” for purposes of a preferred lender list is limited to affiliates that are under common ownership and control. The Department does not interpret the lender affiliation provision to include entities that are involved in post-disbursement activities, which a school has no ability to monitor or control.

2. A minimum of three unaffiliated lenders on the preferred lender list may not always be possible.

Although schools may create compliant lender lists with at least three unaffiliated FFELP lenders, the Department recognizes that one or more of these lenders may later decide to discontinue making FFELP loans to that school's students and parents. In determining school regulatory compliance in such cases (over which the school has no control), the Department has said it will grant special consideration, at least until July 1, 2009.



3. Schools may provide students with a comprehensive list of lenders.

Instead of a preferred lender list, higher education institutions may opt to provide a comprehensive list of lenders that (1) have made FFELP loans to their students or parents over a time period determined by the school and (2) have indicated they will continue to make such loans. For example, the past time period could cover the last three to five years. For an institution that uses this option:

- It **must make clear that it is not endorsing these lenders** and that students can choose any lender that will provide loans to them.
- It should **not provide any additional information** about the lender. For example, providing the percentage of the school's loans made by each lender is not permissible. Also, the school **must provide a clear statement that borrowers can choose any FFELP lender**.



A copy of the Department's letter is available at: <http://ifap.ed.gov/dpcletters/GEN0806.html>. Schools that have questions on the issues discussed in this letter are encouraged to contact Pamela Moran by email at pamela.moran@ed.gov or by phone at (202) 502-7732.

When the Lender Is a Borrower: How Education Lenders Get Funds to Make Loans

Submitted by
Keri Neidig
Newsletter Committee



Unless you have a degree in finance, the current credit market upheaval – and how it impacts the student loan marketplace – may be a confusing topic. Barry Feierstein, executive vice president of Sallie Mae and author of this article, explains. In a nutshell, since the money that students borrow to pay their tuition bill is needed up front (i.e., today) and the repayment of those loans is spread out over many years, student loan providers themselves must borrow funds from the capital markets. The overall financial goal of education lenders is to meet the needs of students by ensuring a stable, predictable source of funds in any interest rate environment.

Like other consumer loan providers who usually do not keep loans on their books for years, education lenders sell the loans into a trust, which sells securities (also known as asset-backed securities or ABS) to investors. This process, called securitization, provides lenders with the original principal balance of the loans plus an upfront return on the investment, thus enabling them to make new loans. The investors who purchase the ABS are paid back over time by the payments of principal and interest on the underlying student loans. In other words, instead of having a lender's resources tied up for many years and waiting for the payments from individual borrowers, this process allows lenders to continually put money right back into creating new loans for new students.

The ABS market has traditionally been very efficient because loans made under FFELP are guaranteed by the federal government and thereby offer a predictable and lower risk to investors than other types of consumer loans. But the sub-prime mortgage crisis has hurt the ABS market, making it difficult for many lenders, including education lenders, to get the funds they need to make student loans. Education lenders also use the secondary market to raise funds. Most banks, for example, sell their loans to other non-bank education lenders. By tapping the secondary market, banks are able to free up the funds they need to make new loans. This process has also been impacted by the sub-prime mortgage crisis as a growing number of education lenders have had difficulty refinancing their holdings to free up money to buy additional loans.



In theory, the sub-prime mortgage crisis should have had little effect on student loans. But investors' fear of purchasing mortgage-backed securities has spread to a general fear of all ABS, even those guaranteed by the federal government whose value is not in question. The result is that as demand for ABS has dropped, education lenders have had to offer much higher premiums to investors to encourage them to buy even a limited amount of securities. And that has resulted in dramatically higher borrowing costs.

At the same time, education finance companies have seen their rates of return on federal loans dramatically reduced by recent legislation. In 2007, Congress cut the Special Allowance Payment (SAP) paid to FFELP lenders, reduced the guarantee provided by the federal government in cases of default, and increased the lender-paid origination fees. Student loan providers have felt the pinch of severe legislative cuts and a turbulent credit market. More than one-third of the top 100 FFELP originators have left the student loan program, and lenders that accounted for nearly all FFELP consolidation volume have stopped making new consolidation loans, which will mean the Direct Loan program will need to pick up over \$30 billion in dislocated consolidation loan volume, according to Department of Education estimates. An injection of capital into the student loan marketplace has also been favored by leading policymakers and representatives for college and university financial aid professionals.



At an April 15 hearing, Sen. Christopher Dodd (D-CT), chairman of the U.S. Senate Banking Committee, urged government action, stating, "If the Fed and the Treasury can commit \$30 billion of taxpayer dollars to enable the takeover of Bear Stearns by JP Morgan Chase, then surely they can step in to enable working families to achieve their dream of a college education for their kids." NASFAA President Philip R. Day, Jr. stated in an April 11 letter to members that "the lack of liquidity in the credit markets threatens to create a widespread FFELP loan access problem."

On May 7, President Bush signed into law the "Ensuring Continued Access to Student Loans Act of 2008," which provides the Department of Education (ED), at no cost to taxpayers, the flexibility to implement a comprehensive, equitable solution to the credit crunch in the student loan capital markets. Lenders have delivered a clear message about the need for a government solution to solve the liquidity situation facing student loan originators and are optimistic that ED will detail its plan as expeditiously as the Congress moved this legislation to avoid disruptions that could impact college enrollment for the upcoming academic year.



This occasional series recognizes the achievements and commitment of financial aid professionals whose modest dedication we gratefully acknowledge..

She Lets Her Voice be Heard

featuring
"Quiet Hero" Ethel Desmarais

Submitted by
 El McClelland
 Newsletter Committee

Anyone who meets Ethel might say that she is soft-spoken and reserved – a calming influence in the financial aid waters. She is! But still waters run deep. She has much experience and a lot to be proud of over her career as a financial aid professional.



Ethel Desmarais (left) in her Bryn Mawr College office with Senior Assistant Director of Financial Aid,

Bill Burke, Director of Financial Aid at the University of Scranton offers, "Ethel is one of the most dedicated colleagues I know. One of my earliest recollections of her is when I served on the PASFAA Government Relations Committee in the mid-'80s. The NASFAA conference was in Washington and a Hill Lobby Day was planned. At the general briefing before we marched to the Hill, I sat next to Ethel who at the time was at Widener University that had campuses in Pennsylvania and Delaware. Ethel not only made visits to her Pennsylvania delegates, but also to Senator Biden and the Delaware Representatives. I was impressed with her that day and have been on many other occasions. Ethel is never outspoken, but rather speaks softly and always with reason and discernment."

Ethel was born and raised in Milton, Massachusetts. Her family vacationed in New Hampshire during the summers and moved there when she was a senior in high school. She received her B.S. in English Education from Plymouth State College in New Hampshire (now Plymouth State University.) She did her graduate work at the University of New Hampshire in Durham where she earned an M.Ed. in Student Personnel Services and Counseling. Ethel is also certified as a guidance counselor in Pennsylvania.

To think that this accomplished and respected director of financial aid began her employment career grading eggs on a poultry farm in New Hampshire! She also worked as a bank teller. Her first professional job was as an Employment Counselor for Penobscot Consortium, Bangor, Maine. So, how did she get started in financial aid? During her counseling internship, she was reading the Dictionary of Occupational Titles where she identified working in financial aid as a career that could combine both her counseling and banking experience. She enjoyed the finance part of banking so when she moved to Maine, she applied for an opening in the Financial Aid Office at the University of Maine at Orono and was there four years.

Ethel and her husband Michael moved to the Philadelphia area and she worked for two years at Widener-Delaware Campus, which at the time included Brandywine College and Delaware Law School. She was named Director at Widener University where she spent almost 18 years. Throughout her tenure there, Robert Bruce had been President. When he retired, she thought that it would be a good time to make a career move. She learned of a director opening at Bryn Mawr and got the job. The two institutions could not be more different. She has been at Bryn Mawr for six years now. A new President starts July 1, but this time she's staying put.

Ethel is grateful to mentors she has had over the years, particularly Burt Batty and all of the staff at the University of Maine who served as her first professional mentors. Ethel credits Burt with a wonderful knack for hiring people and putting together a team. He taught her a lot about the importance of staff chemistry and autonomy.



Ethel Desmarais

Larry Kucharczuk, who was the Director of Financial Aid at Widener University when she started, is also a mentor of Ethel's. Larry was a born teacher, and his perspective was always creative and innovative. He read every regulation with a twinkle in his eye and taught her that what the regulations did not say was as important as what they did say.



Ethel (second from right) with other invited PASFAA members at the second PASFAA planning retreat in November 2000.



Ethel (front center) serves as the Private Sector Representative and is pictured with other members of PASFAA's 2001-02 Executive Council.



Although she prefers to call herself Ethel's financial aid "sister," Laura Talbot, Director of Aid at Swarthmore, has also been a very important mentor to her. Her generous and gentle heart provided Ethel with tremendous support and encouragement when she made the transition from Widener to Bryn Mawr. Ethel is impressed with Laura's knowledge of need analysis and ability to express herself as a professional. Laura's apt to sing her responses to her questions when she leaves her a voice mail message and makes Ethel laugh when she needs it.

What Ethel enjoys most about her job is first, her staff and colleagues at Bryn Mawr. She has the pleasure of working with staff she describes as dedicated, intelligent, creative people that care deeply about the work they do. Second, the students at Bryn Mawr are remarkable young women. She is constantly amazed at the broadness of their interest areas and the length of their resumé's.

There have been many changes in aid over the span of Ethel's career. Most notable that Ethel recalls that early in her financial aid career, eligibility for aid was determined using Uniform Methodology, the BEOG index and Guaranteed Student Loan tables. The BEOG index and Uniform Methodology morphed into the Congressional Methodology and eventually became Federal Methodology. Uniform Methodology evolved into the multiple options available under Institutional Methodology, and now there's the 569 need analysis consensus and Harvard's new methodology for middle income parents.



Ethel and her daughter, Jenna, and husband, Michael, together at the NASFAA conference in New Orleans in 2002.

Verification originally existed only for BEOG recipients. Schools actually received Perkins FCC and students signed single year promissory notes. There was no Direct Lending option, and schools were the lenders of last resort in the old FSL program. It appears that what goes around really does come around.

Instead of stand-alone systems and the PHEAA terminal, Ethel learned the joy of integrated software system implementation. Once a rudiment of the financial aid profession, manual need analysis is no longer a required skill. The transition from a paper process to mostly electronic and advent of e-mail and instant communication is incredible. Ethel says they used to file paper FISAPS, complete paper financial aid transcripts for every transfer student, read paper NPRMS and route the paper NASFAA Newsletter throughout the office. Challenges abound in financial aid, and right now one of Ethel's greatest challenges is concern about how our profession can return to a need analysis system that would be more universally applied; one that could even be perceived as a fair assessment of ability to pay by middle income parents.

Being a mother is Ethel's greatest joy. She and Michael, her husband of 32 years, have one daughter, Jenna, and their personal lives have revolved around her many activities. Jenna will be attending Smith College this fall to major in engineering. Many of you may know Jenna as she's probably been to more NASFAA conferences than most financial aid professionals!

Ethel finds time to be involved in professional organizations and has held several offices. During the two years she worked on the Widener Delaware campus, she was active in the DE-DC-MD Financial Aid Association, and was Delaware State Chairperson. She was the Private Sector Representative on the PASFAA Council and is currently on the CSS Middle States Advisory Board. She's been on the PASFAA Government Relations Committee, the Finance & Development Committee and has been a presenter for numerous Counselor Workshops and various college fairs.



Ethel Desmarais today at Bryn Mawr College.

Recently, a Bryn Mawr graduate shared with Ethel what she felt she had learned over the past four years, words that Ethel found inspiring. The young woman said, "I have learned that I have a responsibility to let my voice be heard. I don't need to know everything about a particular topic to have an opinion as long as I express myself in a non-judgmental way, and I am open to learning from others." To the new financial aid professional, Ethel suggests that you have a responsibility to let your voice be heard. Ethel certainly does in her own gentle way. Many thanks to Ethel Desmarais, a PASFAA quiet hero.



Ethel joins the Government Relations Committee lobbying trip to Capitol Hill in May 2008.

This continues the occasional series of "After Five Fun Facts about Financial Aid Folks" where we look at the unique "after five" activities of members of our profession.

Planes, Trains, and Automobiles (Motorcycles Too!)

Submitted by
Kathy Gates and Elena McClelland
Newsletter Committee

We thought it would be fun to see how many PASFAA members had an interest in a transportation theme. Did you know that **Mary Ellen Duffy**, Director of Financial Aid at Albright College, is related to Amelia Earhart? No kidding. Amelia was Mary Ellen's grandfather's cousin. Mary Ellen claims that she too loves to fly and had considered at one point to take up piloting but bad eye sight prevented her from following in cousin Amelia's footsteps.



Mary Ellen Duffy

It is interesting how much trivia surrounds this topic. For example, do you know how long it took Charles Lindbergh to fly his plane, "The Spirit of St. Louis," from Long Island to Paris? Do you know the names of the two actors who starred in the 1987 movie, *Planes, Trains, & Automobiles*? Do you know when the first Harley-Davidson was built and how it got its name? Do you know what car was the first to be mass-produced and when? (Answers can be found at the end of the article.)

If we have piqued your interest in hearing more about PASFAA members' experiences with planes, trains and automobiles (as well as motorcycles), read on to learn about your colleagues connections to these modes of transportation.

Megan Porta, Account Executive from Key Bank, has a lifelong history with airplanes. She is a few hours short of obtaining her pilot's license. Her interest began when her father had his own eight-seater Cessna. She remembers that she was eight years old the first time she flew and it was as far as Arkansas. As a result of her love of flying, she has taken up skydiving. She has done practice jumps three times and hopes to do a solo jump within the next year.



Megan Porta

Ron Dawson, Associate Director of Financial Aid at Philadelphia University, and his family have ridden so many old tourist trains throughout the country that they lost count. Ron says they have ridden tourist trains through Pennsylvania, Maine, New Hampshire, Vermont, Connecticut, New York, New Jersey, Delaware, West Virginia, Maryland, North Carolina, Tennessee, Colorado and New Mexico. They love all kinds of trains and have rented a caboose several times for birthday parties. For a number of years, Ron celebrated his birthday with lunch on the train in Strasburg, Lancaster County. He also has a collection of model trains at home of various gauges – N, HO, O (Lionel) and G model trains.



Greg Gearhart

February 4, 2008 was a momentous day for **Greg Gearhart**, Director of Financial Aid at Messiah College. For the first time in his 48 years, he sold a car that he had originally purchased. Since 1978, he and his wife have owned 10 vehicles and that doesn't include his motorcycles. Three of the vehicles are antiques in various states of restoration. His children drive two of the vehicles and one is a "lawn ornament." Greg jokes that they qualify as the local rednecks – at least when it comes to how many cars they have parked in front of their house. He says he is working on getting rid of a few of the nine he has left, but it's hard to say goodbye to old friends. If anyone is looking for a 1978 Oldsmobile Omega or a 1993 Chevy conversion van, call Greg. That would bring his count down to seven and make his wife (and neighbors) happier.



Ron Dawson with wife Cathy.



Rick Heckman

Rick Heckman, Senior Associate Director at Dickinson College, has always loved those old cars with chrome-plated bumpers from the 1950's and early 60's. A few years ago he purchased a 1990 Mazda Miata in bad shape. He has slowly been making repairs to it and is financing the cost of the repairs by selling his old toys (mostly cars and trucks) on eBay with his daughter's help. The Miata may not be a classic, but it looks pretty good now and is fun to drive.

Former PASFAA member, **David Smedley**, says he has always enjoyed traveling by train. His love for trains may stem from his grandfather who was a conductor

on the old PTC in Philadelphia. These days, David says his position takes him all over the East coast and he gets there often by train. He says he has gained quite a bit of familiarity with the New York City subway system too, which is good since he will be living in NYC after his October marriage.



David Smedley

John Schodowski
with his son, Esteban.

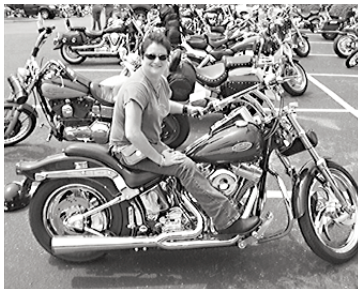
John Schodowski, Financial Aid/Records Officer at Reading Area Community College, says his love of trains started when he was just a boy. It began with his grandfather's fascination of model trains that were always set up in his basement at Christmas time. He says he spent many hours building scenery, running the trains and changing the tracks with his grandfather. John says he also loved to watch freight trains roll in the train station two blocks from his home. As a young boy he made friends with the local railroad workers who would let him ride along with them. As he grew older, he began to photograph trains and railroad equipment in scenic locations. Now, his real enjoyment is watching his 21-month-old son, Esteban, when he sees the "choo-choos!"

Bill Kellaris, Director of Financial Aid at Philadelphia Biblical University, has long been interested in old cars. He regularly attends the "Cars at Carlisle" and Hershey car shows and swap meets. He claims that he doesn't currently own a classic old car of his own, but soon his 1992 Oldsmobile will be through the "just an old car stage" and ready to begin its second life as an "antique."

Lisa Kendi, Sales Manager for AFC, drives, flies and boats, but her true love is her 2000 Harley-Davidson Softail Custom. This lucky gal cashed in her \$100 Pennsylvania daily number lottery ticket winnings on Labor Day 1999 for the bike and has added her own customized updates. Lisa traveled in May by her Harley to Myrtle Beach to attend the annual Bike Week. Billed as the third largest bike event in the country with over 100,000 in attendance, bikers from all over the world participate in various events including custom bike exhibits, celebrity shows, and major concerts. Lisa says she has also attended the Daytona Bikefest, the second largest bikefest in the country held in October each year and has a great time meeting fellow bikers.



Bill Kellaris



Lisa Kendi

Mike Nolan, Assistant Vice President of AES Education Services Group, gave up motorcycling when his first child was born in 1976. But 31 years later, his son ordered a Harley for delivery upon his return from Iraq and after watching the movie *Wild Hogs*, Mike tried to convince his wife that he "needed" a bike by compromising that she could get another cat. (Rumor has it that Mike really dislikes cats.) Well, **Karin** got her cat, named it Harley and handed the little ball of fur to Mike and said, "Here's your Harley." All kidding aside, he purchased his Harley sight unseen except for some small pictures on eBay. He and Karin now enjoy rides on the bike. But what about Harley, the cat? Mike says, "We bought him his own leather cap and when he sees Mike or Karin getting ready to put it on his little head, he 'gets his motor running' just like a true Harley!"

Joe Alaimo, Assistant Director of Financial Aid at Luzerne Community College, used to watch the 1970's television show, *CHiPs*, and dream of someday riding his own bike. His first bike was a 1985 Kawasaki LTD 550. When he and his wife started a family, Joe put biking on the back burner. But in 2001, he bought his current motorcycle, a 2001 Kawasaki Vulcan Classic. Joe says he belongs to the Southern Cruisers Riding Club. An officer from the club encouraged Joe to take the advanced safety course and for the past three years, he is a certified rider coach providing safety training to new and seasoned riders. More than a few of us have arrived at PASFAA conferences, training programs and college fairs with Joe pulling in next to us on his bike.

Thanks to everyone for sharing their stories. Now see how many answers you have correct to the trivia questions:

- It took Charles Lindbergh 33.5 hours to fly from Roosevelt Field, Long Island to Le Bourget, outside Paris in 1927.
- The two actors in the hilarious 1987 movie, *Planes, Trains & Automobiles*, were Steve Martin and John Candy.
- In 1901, three brothers, Arthur, William, and Walter Davidson, along with their friend William Harley, came up with an idea to make a bicycle motorized.
- And the "Model-T" was the first car to be mass-produced. Henry Ford introduced the assembly line in December 1908.



Joe Alaimo (seated) with David Pearlman

Mike Nolan, Karin Right-Nolan,
and "Harley"

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

Past President's Club

featuring

Ron Shunk, PASFAA President 1993-94

Submitted by
Kathy Gates
Newsletter Committee

Most of you remember Ron Shunk as the Director of Financial Aid at Gettysburg College since his career there spanned over 21 years. However, Ron's career actually spans over five decades starting in 1969 as the Director of Financial Aid at MacMurray College in Jacksonville, Illinois.

Ron was "born and raised" in Bellwood, a little town between Altoona and State College. He earned his bachelor's degree in English with a Psychology minor and a master's degree in Higher Education Administration-Student Personnel, both from Penn State University.

Ron said "I remember I got my first financial aid job because I got out of the shower to answer the telephone." He was hired at MacMurray College as the Director of Financial Aid with no prior financial aid knowledge. Ron says, "I was hired as director and learned by baptism under fire by reading manuals and calling state and federal offices." He returned to Pennsylvania in the fall of 1970 as Director of Financial Aid at Juniata College and for the next six years served in several positions such as Associate Dean of Students, Director of Placement, and Foreign Students and Veterans Advisor. From there, Ron went to Waynesburg College for another six years as Director of Financial Aid and then Dean of Admissions and Financial Aid.



Ron Shunk



Michael Herschok (standing), then President and CEO of PHEAA, pokes a little good-natured fun at PASFAA President Ron Shunk (far left) at the 1994 PASFAA conference.

Ron is a Civil War history buff and was thrilled when he saw the opening for the Director of Financial Aid at Gettysburg College. At Gettysburg, he served as the Director of Financial Aid for 19 years and as the Assistant Director of Institutional Analysis and Financial Aid Consultant for another two years. Coworker Jean Stone remembers Ron was a great boss to work for. His office was located on a different floor than the rest of the Financial Aid Office and, according to Jean, "Ron would literally check in on us several times a day." Jean said she started working with Ron in 1987 with no financial aid experience. When Associate Director Carol Grumbine passed away suddenly in 1989, they hired two other young inexperienced staff, Bryan Zerbe and Tracy Hefelfinger. Jean said, "It was a great team; we all learned so much from Ron's training and experiences." And she said, "Ron always had a good story to tell."

Anyone who knows Ron will agree that he always has a good story to tell because Ron seems to know everyone, and everyone enjoys talking to Ron because of his friendly and easy manner. Another former PASFAA past president, Don Raley, comments, "Ron has a wonderful ability to remember the names of people he meets. He has great people skills." Ron also has a great sense of humor. And he has so many interests and hobbies. Did you know that Ron loves autos and auto racing, weather (amateur meteorology), collecting sports memorabilia, as well as Civil War history? He had the opportunity to drive a NASCAR race car at the Richmond International Raceway. And because of his love of weather, Jean Stone remembers everyone at Gettysburg College would call Ron for a weather report. For 15 years Ron was responsible for reporting weather conditions in the Gettysburg area to WHTM-27 in Harrisburg before they got their computer connections.



Ron presents Don Raley with the Distinguished Service Award at the 1994 conference.

Ron was asked how did he come to serve as PASFAA president in 1993-94. Ron comments, "Ron Laszewski, then at Bucknell University, had been a past president prior to Betty Davis. He was working on nominations and because I had served on PASFAA Council, he thought I would be a good candidate." Ron says, "He more or less indicated that it was my turn, so I agreed to run." Ron said being PASFAA President gave him the opportunity to meet so many people he may not have met otherwise. He also enjoyed serving as the EASFAA representative. In addition, Ron has served as PASFAA/PAATP presenter and planning committee member, as faculty for the Intermediate Training at the Summer Institute, and as the Private Sector representative on

PASFAA Council. As President-elect, he also had the responsibility of coordinating the Guidance Counselor workshops.

Ron's advice to young aid professionals who want to further their careers is simple. Have a long-range goal, but concentrate on giving 100% to the short-range because if you do the short range correctly, the long range will probably take care of itself. And be prepared for the opportunity that arises. When asked what Ron thought was the most challenging and the most rewarding aspects of

**SUCCESS
STORY.**



Hershey characters put Ron in the center of their fun at the 1994 PASFAA conference.



Ron joins past presidents for their annual group photo at the 1994 conference in Hershey.

Hood College until the position is filled.)

Thank you, Ron, for sharing your experiences with us and for allowing us to honor your 39 years in financial aid as one of PASFAA's past presidents.

financial aid, he replied, "Keeping up with the changes year to year and the growing amount of consumerism by parents and students. The most rewarding is and always has been making a difference in individual student's lives." Ron commented that he recently got feedback from a student he had helped 20 years ago.

Ron is currently the Director of Financial Aid at Hood College in Frederick, Maryland and has been there for the past four years. Ron and his wife Barbara are looking forward to Ron's retirement so they can spend more time with their daughter Reagan and three grandchildren, Anais, Caleb and Sammy whom Ron says are "three of his favorite people." (Ron officially retired April 30 but continues to consult with



Ron joins several other past PASFAA presidents at the 35th anniversary celebration at Seven Springs in 2003.

Finance & Development Focuses on PASFAA's Mission and Vision

Submitted by
Ginny Kopko, Chair
Finance & Development Committee

The year 2008 has been out of the ordinary for the Finance and Development Committee. CCRAA and new codes of conduct challenged and changed the way PASFAA and the Finance and Development Committee conducted business. As my year as chair nears the end, I want to thank all of the committee members that worked hard to solicit funds, review investments and strategize to balance our budget. The unprecedented events that unfolded required a unique capacity to adapt and stay focused on PASFAA's mission. I truly believe we have been successful in our efforts and in creating sound recommendations for Council. I am encouraged by PASFAA's energy and vision for the future.



Special thanks to Ruth Cramer, Chair-Designee, for her efforts with the solicitation process, to Tonya Anthony, Treasurer, for being an invaluable resource, to Chris Zuzack for doing a great job preparing our minutes and to Greg Gearhart, President-Elect, for his historical perspective.

Last but not least, I want to thank all of PASFAA's business partners who continue to support the mission of PASFAA as exhibitors and advertisers. We look forward to another successful year as we provide for professional development of our members, advocate access to post-secondary education and educate the public on financial aid and funding opportunities.



We would like to offer our most sincere thanks to all of our 2007 PASFAA sponsors and vendors. Your continued support and partnership with PASFAA has enabled the association 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.

American Education Services, Academic Finance Corporation (AFC), Beneficial Savings Bank, Campus Door, Inc., Chase Education Finance, Citibank, Edamerica, Key Bank/Key Education Resources, M&T Bank Education Lending, National City, New Jersey Higher Education Student Assistance Authority, NextStudent, PNC Bank, Student Loan Xpress, SunTrust Educational Loans, TERI, USA Funds, Wachovia Education Finance, Wells Fargo Educational Financial Services



PASSHE Sector members at their meeting April 24 at the Ramada Inn in State College.



The central PA regional aid group, RAID, meet May 30 at Elizabethtown College.



The Public Two-Year Sector meets May 1-2 at HACC-Lancaster.

PUBLIC TWO-YEAR SECTOR

*Submitted by
Annette T. Kelly
Public Two-Year
Sector Representative*

Hello Everyone. First I want to start off by thanking all of you for making my first year as Sector Representative a joy. We have had wonderful attendance at our meetings which always provides for an interesting and informative day. I think as a group we should be very proud of ourselves for our networking abilities. Anytime a message or questions went out, you all were there with answers or suggestions. As we face a time of uncertainty and new challenges in our quest to provide for our students and parents, I know that I can count on all of you to provide your knowledge and support.

Now, a few words to those who have been unable to attend. Your thoughts and suggestions are just as important to the sector so please feel free to send me any questions or concerns and I will forward it to the group as a whole. This is part of what makes our group successful. I hope to see many of you at the conference in October and if you are new to the conference, please make sure that you attend our meeting so that we can get to know you. New faces have new ideas and that is what this association is all about.

INSTITUTIONAL AT-LARGE SECTOR

*Submitted by
MaryKay Klara
Institutional At-Large
Sector Representative*

As this issue goes to press, 73 PASFAA members have volunteered to assist PASFAA during the 2008-09 period. You are to be commended! And thank you to those who came out last year to volunteer on a committee, stuff packets, prepare mailings, moderate a conference session, or stand behind a table at a college fair. You're the lifeline of our great association. I am in the process of coordinating the list of volunteers according to your interests from the Volunteer Forms that were submitted. The lists will be sent to committee chairs who may contact you. Be sure that your volunteering is okay with your supervisor. Sometimes people get so excited at the chance to serve our organization only to find out that their supervisor has other plans and must decline the invitation to serve. And if you are contacted and invited to serve, please respond quickly to the phone call or e-mail.

My term of office will end in October. The At-Large position coordinates the association's master volunteer list as well as serves as a member of the Membership and Governance Committee. As my time in this role comes to a close, I thank the many of you who have stepped forward to volunteer for membership on PASFAA's committees for next year.

PRIVATE SECTOR

*Submitted by
Linda W. Ebel
Private Sector
Representative*

Hello, Private Sector Members! Life comes at you fast – to quote one of my daughter's favorite television ads. How very profound! Another year has ended and the 2008-09 begins. Thanks to all who were able to stay for the private sector meeting "experiment" that we had in the East and the West. What a great opportunity for me to meet with some wonderful professionals who participated in an exciting exchange of ideas. The loan assurance letter that came out of Messiah College was shared with others. Let's keep that same type of discussion at our next sector meeting in October.

Hopefully all are ready to start with the new loan limits under H.R. 5715. Never a dull moment in the financial aid world. We can handle this!

Remember to mark your calendars for the 2008 PASFAA Conference. I know that Cheryl DePaolis and her committee are working hard to make it enjoyable and a great learning experience for all. I'll look forward to seeing you all there.

If you have any concerns that I should bring to PASFAA Council, please let me know. Contact me at (412) 268-8377 or at ebel@andrew.cmu.edu.

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
Lisa A. Kendi
Institutional Support
Services Sector
Representative*

Hello ISS sector members! I must admit this spring was not a happy time for many lenders, guarantors and servicers within the student loan industry. We have had to say goodbye to many of our fellow colleagues and companies departing from the lending industry. The new regulations and the impact of the credit crisis has become a very serious matter to all including borrowers, schools, guarantors, lenders and servicers. All of these factors led to the ISS meeting being cancelled this past April and only time will tell what the future will hold for this industry.

The ISS sector meeting will be held at the annual PASFAA conference this fall at the Penn Stater. We should have much to discuss at this meeting including the continued credit crisis, Slate Act, the future of FFELP lending and the new H.R. 5715. I look forward to seeing all of you there. If you have any questions or concerns, please contact me via email at l.kendi@afclending.com or by phone (301) 387-4130 so that I can address the ISS members or PASFAA Council. Have a wonderful summer!

NURSING SECTOR

*Submitted by
Connie L. Hake
Nursing Sector
Representative*

Hello Nursing Sector group. These past few months have been such a whirlwind for a lot of us – either lenders leaving the business and/or selecting which schools they now want to lend to. Notice I did say schools and not students. Trying to keep a minimum of three lenders on a preferred lender list is very difficult to do. If anything, our students will be experts on completing MPN's. Through this we must continue to communicate with each other. I will continue to e-mail you any updates on what is happening in the industry as well as our organization. Also, feel free to e-mail me with any concerns that you want presented to PASFAA Council. You may also want to volunteer and become an active member of PASFAA. What better way for you to have your voices heard.

We had a great sector meeting for the East/Central folks at AES/PHEAA. There was a lot of great information and updates. Thanks to Kathy Gates and her staff for coordinating the meeting for us. The West also had a sector meeting which I could not attend. After reviewing the agenda, it looked like it was a very successful meeting. Many thanks to all who coordinated that meeting. Keep up the good work and have a great summer.

PA STATE SYSTEM of HIGHER EDUCATION SECTOR

*Submitted by
Diane G. Fegely
PASSHE Sector
Representative*

Greetings PASSHE Sector Members. Well are your heads spinning from all the recent changes to FFEL and the crazy requirements of the TEACH grant? I attended the Federal Updates last week and I think I'm shell shocked.

The April Sector meeting proved to be a very good exchange of information and ideas among the members of the 14 State System schools. I appreciate the excellent attendance and everyone's willingness to share their thoughts and concerns about the new regulations that have been dropped at our feet. The meeting was held on April 24-25 at the Ramada Inn and Conference Center at State College. We had 26 members for the meetings. "Mr Financial Aid," Bill Irwin joined us for dinner and discussions. The group heard from Lois Johnson of the Chancellor's Office on important issues such as tuition increases, SSHE program updates and other news from Harrisburg.

For the PASFAA Conference in October, each sector is being asked to create a Charity Basket to raffle at the conference. I will be in touch with everyone with more details and asking for ideas. See you in October. Have a great summer. Relax every chance you get.

BUSINESS, TRADE & TECHNICAL SECTOR

*Submitted by
Debra A. Woodcock
Business, Trade
& Technical
Sector Representative*

Hello to all BT&T Sector Members! I hope that everyone is doing well and are managing to hang in there during these crazy times. I know that it's been quite crazy in my office, not only with the upcoming fall classes but with all of the lender changes that have been going on. Hopefully, by the time you read this most of the lender changes have been made and things have settled down a bit.

As we wind up to kick off our fall classes, don't forget to mark your calendar for October 12 - 15 for this year's PASFAA conference. This year's passage leads us to The Penn Stater in State College where the celebration of PASFAA's Amazing Journey will take place! Come and join your fellow members in celebrating PASFAA's 40th anniversary. The conference committee has been very busy making all the arrangements and hope to see all of you there.

Let's get the chain of communication within our sector going across the state. Just as we network with others from our sector at conferences and workshops, we have the ability to network year round through the PASFAA system. If there is anything you would like to share with your fellow sector members or any questions you may have, please forward an e-mail to me at dwoodcock@lcctc.org and I will send it to all of our members. As always, if you have any concerns or issues, please get them to me by either calling me at (717) 464-7054 or e-mailing me.

STATE-RELATED SECTOR

*Submitted by
Brandi S. Darr
State-Related
Sector Representative*

"Amazing Journey" is this year's conference theme. And, hasn't our profession been just that – an amazing journey. Whether you have been in the financial aid field four weeks or 40 years, you have witnessed change. At times, we have struggled with the changes mandated upon us. But, one constant has been our professional organization, PASFAA. PASFAA is people. PASFAA is YOU.

My last email highlighted what is happening within PASFAA:

- Leadership Development Training: October 11-12
- Sector Charity Basket Raffle Challenge
- PASFAA Conference: October 12-15
- Volunteer Form
- New Generation Committee

I hope you will consider taking advantage of some or of all of what PASFAA has to offer you. Enjoy your summer.



From the Editor's Desk

It is election time again for PASFAA and as you cast your vote for the candidates who will fill open offices, it is fitting to also send them a hearty thanks for their willingness to serve our Association especially during these tumultuous times.

Throughout this issue is evidence of the commitment and pride PASFAA shows in stepping up to ensure the continuation of student aid programs and to support those of us responsible to administer them. The annual Government Relations Committee trek in May to Capitol Hill had our PASFAA delegation talking one-to-one with key legislative aides and NASFAA staff about financial aid issues at the forefront of Congressional activity. Our president-elect, Greg Gearhart, participated in the NASFAA Leadership Conference in March to prepare for the role and the challenges he will certainly face in the coming year. The Financial Aid Awareness Committee wrapped up another successful season of college fairs and financial aid nights, and the Teleconference and Spring Training provided essential and timely training on hot topics in the field. Thanks to all of you.

Joan L. Holleran

Joan L. Holleran
PASFAA Newsletter Editor

PASFAA Bulletin Board



By Members

Peter D'Annibale, Shippensburg University, welcomed his second grandchild, Petra Christina D'Annibale on February 22.

Condolences to **Julianne Louttit**, Butler County Community College whose brother, Vince Hall, passed away unexpectedly April 6. Condolences also to **Cheryl DePaolis**, Pittsburgh Theological Seminary, whose father-in-law passed away and to **Judy McKenna**, Wachovia Bank, whose mother passed away April 16.

Stacey Adams, Citibank, and **Matt Williard**, formerly with AES/PHEAA and now with ECMC, announce their engagement and upcoming wedding on August 8, 2008.

Charles Scheetz, Alvernia College, married Jennifer on March 15.

Condolences to **Robin Kaffine**, Mansfield University, whose husband Karl passed away on April 15 after a long battle with cancer.

Congratulations to new mom, **Shannon Stump**, PNC bank, who gave birth to Pierce Xavier Songer in April. The new arrival weighed 9 lbs. 9 oz. and was 20.5 inches long.

Kristen Grey is the new Financial Aid Director at YTI Career Institute-Lancaster campus. She was previously an advisor at the York school.

Condolences to **Janice Contino**, AES, whose husband, Douglas Aldridge, died on April 15 in an automobile accident.

Stacy Hopkins, formerly with Key Bank, is now an Assistant Director in the Financial Aid Office at IUP.

Kathleen Smith, formerly with PHEAA and now President of the Education Finance Council, was presented with EASFAA's lifetime membership award at the conference in May.

Christina Ward, King's College, is leaving to work in the Financial Aid Office at the University of Miami.

Megan Porta, formerly with TERI, has accepted a position at Key Bank as an Account Executive.

Woo Cheng, Villanova University, is now the System Coordinator for Financial Assistance.

M. Clarke Paine, formerly with Sallie Mae, accepted the Director of Financial Aid position at Franklin & Marshall College.

Jodi Brock, Valley Forge Christian College, is leaving to be with her husband who will be pursuing a Masters of Business Administration at Regent University.

Brian Blackburn, formerly with M&T Bank, accepted the Assistant Director of Financial Aid position at Philadelphia University.

Judy Leedy, AES/PHEAA, hung up her PA State Grant hat and retired June 13.

Kathy Gates, AES/PHEAA, retired June 27 after 29 years at the Agency, most recently as the Central PA Regional Manager.



About Members

EASFAA Conference 2008

Submitted by
Mary Kosin
Past President



PASFAA members enjoy a morning break at the EASFAA conference in May.



(l to r) Sherry Proper, Mary Miller, Barbara Schmitt, Chris Zuzack, and Rachael Lohman.



Lenny Slemmer, Reading Hospital School of Nursing, in the vendor area.

The beautiful port city of Portland, Maine was the location for this year's EASFAA Conference. The conference committee planned an exciting and informative conference. The agenda was packed with timely and relevant topics such as Developing a Preferred Lender List, Direct Loan 101 and a roundtable discussion on the current lending crisis. We also had the pleasure of welcoming Mr. Michael Bennett, NASFAA Chair, and Dr. Philip R. Day, Jr., the President of NASFAA. Dr. Day provided updates from the Hill and NASFAA's efforts to assist schools and lenders during this very volatile time in the industry. His message was well received and attendees appreciated NASFAA's work on our behalf.

The Multicultural Diversity Committee secured Dr. Eric Abercrombie as a guest speaker for the conference. He provided many words of wisdom as well as life experiences as an African-American male in the south.

The conference committee also provided for some much needed levity in the form of comedian, Bob Marley, who kept us laughing for over an hour – what a perfect stress reliever. We also had the opportunity to take a bus trip to Freeport, Maine, home of many, many outlet stores for your shopping pleasure. (I did my share to support the Portland economy!)

If you attended the EASFAA conference, please take the time to complete the online evaluation form. If you did not, it's not too early to start thinking about next year's conference to be held in Washington, DC.

Photos courtesy of Gary Means, Mary Miller, and Chris Zuzack.



Cheri Kramer and Gary Means at the AES booth.



(l to r) Bob Thorn, Diana Svetlovics, Rachael Lohman, and Bill Irwin.

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

Submitted by
Tammi Tosti
Newsletter Committee

Thanks to Kathy Shephard at Central Penn College for these gems:



A staff member called to inform a student that he had missed the state grant deadline. A very important note: this same student received a packet, two postcards and two phone calls to remind him of the May 1 deadline. His claim was that it was our fault that he was late because we did not indicate what time zone!

A mom that we talked to 11 times in one day (yes, we were counting) called again. We had been calling her since August and it is now the end of September. She said, "Geez, if I would have known financial aid was this important, I would have returned your calls a lot earlier."

A student who was planning to come back to finish his program decided not to come back after all. He wrote, "Not ready to start yet and I want to use my hunting license for this season."

Coming Events:

July – Aug 2008

July 15 **PA State Grant Certification Procedures Workshops**
 LaSalle University, Philadelphia
 July 29 AES/PHEAA, Harrisburg
 July 31 Luzerne County Community College, Nanticoke
 August 6 AES/PHEAA, Harrisburg
 August 12 ITT Technical Institute, Monroeville

Aug – Nov, 2008

August 21 **AES Fall Workshops**
 AES/PHEAA, Harrisburg (for lenders)
 September 18 AES/PHEAA, Harrisburg
 September 23 Four Points by Sheraton Pittsburgh North, Cranberry
 September 24 Holiday Inn, Monroeville
 September 25 Ramada Inn, Altoona
 October 1 Best Western Genetti Hotel, Wilkes-Barre
 October 2 Holiday Inn Lehigh Valley, Fogelsville
 October 7 Drexelbrook Conference Center, Drexel Hill
 October 8 Harry's Savoy Grill, Wilmington, DE
 November 19 University of Charleston, Charleston, W VA
 November 20 Ramada Inn, Morgantown, W VA

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October 12-15, 2008

Oct 11-12 **PASFAA 2008 Conference, The Penn Stater, State College**
 Oct 11-12 Fundamentals Workshop, prior to PASFAA Conference
 Oct 11-12 Leadership Development Training, prior to PASFAA Conference

Oct – Dec, 2008

Oct 28-31 **Federal Student Aid Conferences**
 Dec 2-5 Hyatt Regency Dallas, Dallas, TX
 Paris Las Vegas, Las Vegas, NV

November 2008

Counselor Workshops

December 2008

BT&T Workshops

