

Conferees are welcomed at registration.



Our hosts, the 2000 Conference Committee.



Outgoing President, Bonnie Behm, gets a hug.



1999-00 Council officers.



Team Finland celebrates their victory.

33rd Annual Conference
October 21-24, 2001



SEVEN SPRINGS
MOUNTAIN RESORT

FEATURES

- President's Letter
- 2000 Conference Coverage
- Member Service Awards
- Election Results
- 1999-00 Financial Report
- Early Awareness in Action
- Changes to TAP
- PELA News
- Council Minutes
- Sector and Committee Reports

2000-01 PASFAA EXECUTIVE COUNCIL

OFFICERS

PRESIDENT

Dana Parker
West Chester University of PA
(610) 436-2627
FAX: (610) 436-2574
CG00358
dparker@wcupa.edu

PRESIDENT ELECT

Gary Means
Westmoreland County
Community College
(724) 925-4061
FAX: (724) 925-5802
CG00553
meansga@wccc.westmoreland.cc.pa.us

PAST PRESIDENT

Bonnie Lee Behm
Villanova University
(610) 519-4024
FAX: (610) 519-7599
CG04684
bbehm@villanova.edu

VICE PRESIDENT

Ken Grugel
Clarion University of PA
(814) 393-2315
FAX: (814) 393-2520
CG00273
kgrugel@clarion.edu

TREASURER

Ronald P. Dawson
Philadelphia University
(215) 951-6846
FAX: (215) 951-2907
CG00257
dawsonr@philau.edu

SECRETARY

Suzanne Sparrow
Ursinus College
(610) 409-3600
FAX: (610) 409-3662
CG00771
ssparrow@ursinus.edu

SECTOR REPRESENTATIVES

PUBLIC TWO-YEAR

Donna Wilkoski
Bucks County Community College
(215) 968-8206
FAX: (215) 504-8522
CG00516
wilkoski@bucks.edu

PRIVATE

Ethel Desmarais
Widener University
(610) 499-4660
FAX: (610) 499-4687
CG00784
ethel.m.desmarais@widener.edu

STATE RELATED

George M. Gerhart
Penn State-Shenango Campus
(724) 983-2847
FAX: (724) 983-2820
CG04618
gmg1@psu.edu

SSHE

Jim Zuzack
Slippery Rock University of PA
(724) 738-2219
FAX: (724) 2922
CG00351
james.zuzack@sru.edu

BUSINESS, TRADE & TECHNICAL

Sherry Youtz
Thompson Learning Corporation
(717) 564-4112
FAX: (717) 558-8560
CG00563
syoutz@thompsoninstitute.org

NURSING

Danell Schoemaker
Reading Hosp. School of Nursing
(610) 988-8958
FAX: (610) 988-5245
rhn@fast.net

AT-LARGE

Sally Ann McCrea
Harrisburg Area Community College
(717) 780-2330
FAX: (717) 231-7674
CG01139
samccrea@hacc.edu

INSTITUTIONAL SUPPORT SERVICES

John Southwood
Educaid, a First Union Company
(717) 267-3392
FAX: (717) 267-3089
john_southwood@educaid.com

Editor Excerpts

1. NEWSLETTER EDITORIAL BOARD FOR 2000-01

EDITOR: Joan L. Holleran, PASFAA Newsletter Editor
Financial Aid Office
Kutztown University, P.O. Box 730
Kutztown, PA 19530
(610) 683-4031 or CG00806
Fax (610) 683-1380
e-mail: holleran@kutztown.edu

EDITORIAL BOARD

Brian Blackburn	Patty Hladio	Danell Schoemaker
Alisa DeStefano	Elizabeth McCloud	David Smedley
Dana French	Kathy Myers	Sally Treadwell
Ragan Griffin	Judith Rile	Sherry Youtz

2. PUBLICATION SCHEDULE

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

Spring 2001 issue:	articles due February 15
Summer 2001 issue:	articles due May 15
Fall 2001 issue:	articles due July 15
Winter 2002 issue:	articles due November 15

3. IMPORTANT MESSAGE

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

PASFAA Potpourri

1. MOVING? CHANGING POSITION OR TITLE?

PASFAA membership belongs to the individual and not the institution. All changes in name, address, or title should be submitted to Bonnie Lee Behm, Villanova University, Office of Financial Assistance, 800 Lancaster Ave., Villanova, PA 19085 or bonnie.behm@villanova.edu. The 2000-01 membership list is maintained at Villanova University.

2. 2000-01 PASFAA COMMITTEES

Government RelationsKen Grugel
Membership and ElectionsBonnie Behm
Professional Standards and Training.....Gary Means
Public and Professional InformationSuzanne Sparrow
2001 ConferenceNan Sninsky
Financial Aid TrainingRagan Griffin
Financial Aid Awareness/HotlineJennifer Liedtka
TechnologyGreg Gearhart
Finance and DevelopmentGeorgia Prell

3. MEMBERSHIP IN PASFAA

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

4. LETTERS TO THE EDITOR

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

5. PASFAA HOME PAGE

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

LETTER FROM THE PRESIDENT



Dear PASFAA Colleagues,

At our Conference in Lancaster this past October, I compared involvement in PASFAA with the dance classes my wife and I (and evidently many of you) have taken. I noted that in our first dance class, most of the men present were not what you would call "volunteers" – they were involved only because someone else "encouraged" their participation. But as they returned each week and gradually became more comfortable dancing, many of the reluctant volunteers actually enjoyed the experience.

Dancing is teamwork, a partnership that requires practice (involvement) - and a strong lead. PASFAA is also teamwork – a partnership that works best when members volunteer their time and talent and leadership.

Joining PASFAA is like going to a dance. Are you going to stand around the perimeter, watching the others? Or are you going to dance, to participate? Just like there are many dances (cha-cha, tango, mambo), there are also many ways to join the PASFAA "dance":

- Volunteer for the NASFAA award-winning YMCA program
- Volunteer for the financial aid hotline
- Volunteer to serve on a PASFAA committee
- Run for PASFAA Council office

Won't you come to the dance and encourage your colleagues to join you? PASFAA needs your involvement. Maybe you are like many of the men at dance class, having trouble making that initial step out onto the dance floor. But once you step out, you will find yourself working with financial aid partners, maybe learning a new step or two, and even enjoying yourself.

And here's a free tip for when the music starts and you can't tell what step to dance: If Frank Sinatra is singing, it must be a fox trot.

Sincerely,

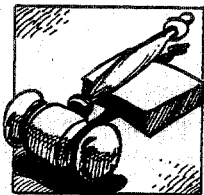
Dana C. Parker

Dana C. Parker
PASFAA President



The 2000-01 PASFAA Council

Submitted by
Bonnie Lee Behm
Past President



Results of the 2000 elections are in and your 2000-01 PASFAA Council stands ready to serve you in the upcoming year. Congratulations to all those who won and thanks to all those who so willingly agreed to run for election.

Your 2000-2001 Council include:

Executive Council

PresidentDana Parker, West Chester University
President-Elect.....Gary Means, Westmoreland County Community College
Past PresidentBonnie Lee Behm, Villanova University
Vice PresidentKen Grugel, Clarion University
Treasurer.....Ron Dawson, Philadelphia University
SecretarySuzanne Sparrow, Ursinus College

Sector Representatives

Public Two-YearDonna Wilkoski, Bucks County Community College
Private.....Ethel Desmarais, Widener University
State RelatedGeorge Gerhart, Penn State - Shenango Campus
SSHE.....Jim Zuzack, Slippery Rock University
Business, Trade & Technical ..Sherry Youtz, Thompson Learning Corporation
NursingDanell Schoemaker, Reading Hospital School of Nursing
At-LargeSally Ann McCrea, Harrisburg Area Community College
Institutional Support ServicesJohn Southwood, Educaid, A First Union Company



(l to r) Gary, Bonnie and Dana - future, past and present presidents.



The new Council was already hard at work at their opening meeting at the conference.

Pass It On – the PASFAA Membership Application

Submitted by
Bonnie Lee Behm
Past President

Tell a friend!



Do you know a friend or colleague who is currently not a PASFAA member? If so, take this opportunity to pass on this newsletter and Membership Application and remind them to join or renew their membership. In our complex, crazy world known as financial aid, it is comforting to know that our association is out there dedicated to providing you and your colleagues with networking and training opportunities to succeed in this profession. Consider the many personal and professional opportunities that the Conference, Spring Training, Financial Aid Hotline, the Teleconference, etc. offer to new and experienced aid administrators and encourage your colleagues to join.

If you are already a member, please check to be sure that the mailing label attached to this newsletter is correct. Should you have any changes either now or in the future, please notify the membership chair via regular mail or email: Bonnie Lee Behm, Villanova University, Office of Financial Assistance, 800 Lancaster Ave., Villanova, PA 19085 or bonnie.behm@villanova.edu.

To our new members – welcome! We hope you will take advantage of the many opportunities our association has to offer. If you have questions, concerns or ideas for programs that we can offer we encourage you to contact your sector representative or any other member of the Executive Council.



2000-2001 PASFAA Membership Application

Name (please print or type) _____
 Title _____
 Institution _____
 Address _____
 City/State/Zip _____
 Telephone # _____ Fax # _____
 Email Address _____
 PHEAA User ID # _____ Ethnicity (optional) _____
 Signature _____

Check the appropriate sector:

<input type="checkbox"/> Two-Year Public	<input type="checkbox"/> Nursing
<input type="checkbox"/> Private (term-based & credit hour)	<input type="checkbox"/> Institutional Support Services
<input type="checkbox"/> SSHE	<input type="checkbox"/> State Related
<input type="checkbox"/> Business Trade & Technical	<input type="checkbox"/> Other, specify _____

Check Membership Type

\$40 Active Membership – Active membership shall be the voting membership and shall be limited to persons responsible for the administration of student financial aid and/or having the authority to award aid representing institutions of post-secondary education located in the Commonwealth of Pennsylvania.

\$38 Associate Membership – Associate Membership shall include the representatives of secondary schools, government agencies, foundations, private and community organizations interested in financial aid matters, and representative of post-secondary educational institutions who do not qualify for Active membership.

\$20 Student Membership – Student membership shall be for and limited to graduate and undergraduate students in post-secondary education.

Return this completed form (or a copy of it) and your check payable to PASFAA to:

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

Past-Pres: Data Base _____ Addendum _____ Directory _____ Newsletter _____ File _____
 Treasurer: Amount Received \$ _____ Date _____ Treasurer's Initials _____



PASFAA Website Adds "Members Only" Section

Submitted by
 Mary Miller
 PASFAA Webmaster

**MEMBERS
 ONLY!**

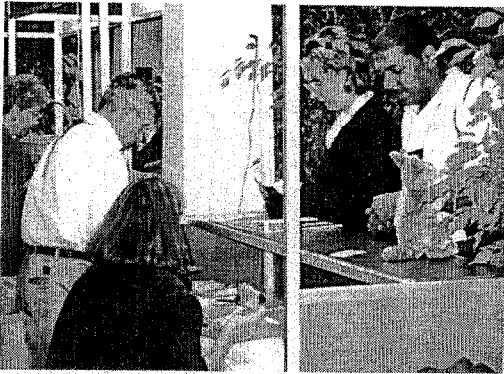
There is now a "members only" section on the PASFAA home page. More specific information about the organization will be available here including photos, membership updates and eventually the membership directory and newsletter.

The user name and password is standard for all members and will remain as listed below for this year. This secure section of the home page is for members only. Please be careful not to leave this information where non-members will see it nor should the user name and password be distributed to non-members.

To access the PASFAA website: (1) Address: www.pasfaa.org, (2) Select: Financial Aid Administrators, (3) Select: Members. To access the secure section: (1) User Name: member, (2) Password: pasfaa2000.



PASFAA Games 2000



Checking in at conference registration.

PASFAA Games 2000 set a new record of 487 conference attendees at the 32nd annual conference held October 15-18 at the Lancaster Host Resort and Conference Center. From the Opening Ceremony to the Closing Ceremony, PASFAA Games 2000 was a cacophony of games, sessions, shopping and just plain fun! The Lancaster Host proved to be a full service conference facility, with an 18-hole championship golf course, driving range, night-lit putting green, miniature golf, indoor swimming and 200 factory outlet stores within one mile of the hotel!

The games began on Sunday, October 15 by sending attendees to some straightforward sessions such as "Customizing Your Desktop" and "Distance Education", then on to the Opening Business meeting complete with a bar and door prizes! At the end of the evening, and keeping with recent tradition, conference attendees were entertained by



Poor Richards and F&M Players, two student groups from Franklin and Marshall College.

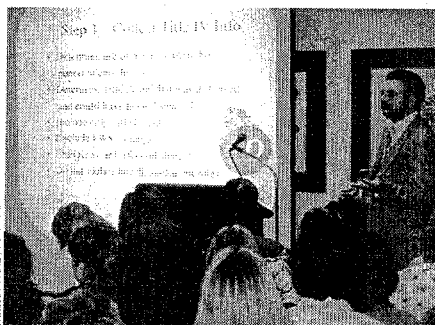
Monday began with sessions on topics such as "NASFAA Standards of Excellence", "Gender Trends", the old favorite, "Withdrawals and Refunds", "Modernization Blueprint" and "Federal Income Tax Returns - Part I and II." On the more lighthearted side of things, Monday also offered sessions such as PELA Bingo and "Why Are You Still Here? - What's Next?" Monday evening was the highlight of the conference with dinner and games in the Expo Center. "Coaches" from Entertainment Consultants led conference attendees through activities such as the



When the music stops. . .



Dana presents the ceremonial gavel to Bonnie as Past President.



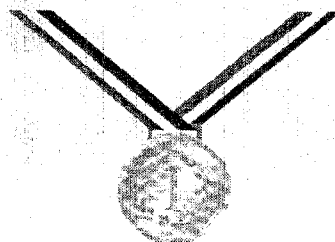
It's the dreaded R2T4!

limbo, the inflatable Olympic course, musical chairs and sack races. The inflatable Olympic course, besides raising the premiums on PASFAA's liability insurance, proved to be the most exciting event of the evening and even boasted a match race between president, Bonnie Behm and her supervisor/past-president, George Walters! (Sorry, George!) The biggest success of the evening, however, was the participation and inclusion of our new conference attendees right alongside PASFAA "regulars" and "graybeards." Welcome to the "first timers" and we invite you to join the ranks of the "regulars" at future PASFAA events.



"Teams" gathered for a meal.

Tuesday got off to more of a tame start with segmented meetings for Guarantor/Services and Computer



PNC ladies dress the part.

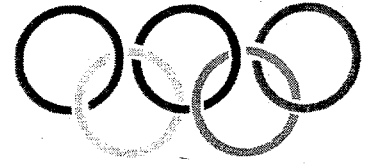
Scores as a Winner!

Submitted by
Barbara Schmitt
2000 Conference Chair



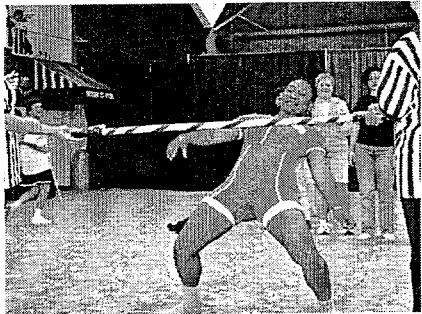
BINGO is spelled PELAI

Users. Other sessions included topics such as "Managing Federal Work Study", "Little Known and Long Forgotten Facts about Student Loans", "GEAR Up" and "Reconsideration vs. Negotiation." The undisputed highlight of Tuesday, however, was the General Session featuring Tim Gard and his "Comic Visions". Tim entertained conference attendees with his unique and comical outlook on stress reduction and humor in the workplace. Along with his inimitable props and free "B's", Tim showed conference attendees how to harness the awesome power of humor in their professional and personal life!



Wednesday, the last day of the conference, informative general sessions were provided by Jeff Baker, from USDE, and Scott Miller, PHEAA's Federal Liaison, along with updates on loans from Brian Lecher, and grants from Mary Beth Kelly, both also from PHEAA.

We would like to extend a big thank you to all of our conference sponsors who supported the lion's share of conference events and activities. Without their support and generosity, much of what we experience at all of our annual conferences would not be possible. In particular, I would like to extend a personal thank you to all of the vendors, sponsors and volunteers who helped make this year's PASFAA Games 2000 a record success!



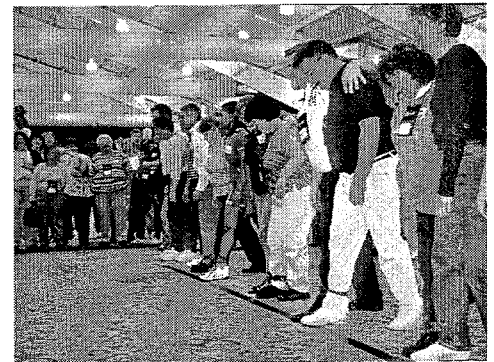
How low can you go?



Opening ceremonies of the games.



Bonnie takes on George . . . and wins!



On your mark. Get set. Go!

PASFAA conference photos throughout this newsletter are courtesy of Bonnie Behm, Tracey Berton, Michael Burke, Mary Miller, and Danell Shoemaker

PASFAA Shows It's Generosity

Submitted by
Kathy Blaisdell
2000 Conference Committee

PASFAA conference attendees showed their giving spirit by donating \$700 worth of toiletries, linens, clothing and miscellaneous materials to the Crispus Attucks Homeless Shelter of Lancaster, PA. Included in the donation were two large (20 gallon) bags of linens, one large bag of undergarments, three large boxes of toiletries, two coats, a few shirts, a bag of food, a bag of children's toys and games, and several PASFAA polar fleece vests. The Shelter sends heartfelt thanks to all those generous souls who brought donations.



And the Awards Go To . . .



Submitted by
Bonnie Lee Behm
Past President

At the annual Membership Luncheon held on October 17, 2000 at the PASFAA Conference, special recognition was awarded to a few of PASFAA's own who have served the organization above and beyond the call of duty. Congratulations to our award recipients and thank you for all your time and talent given on behalf of the organization.

Honorary Life Membership

PASFAA's highest award is given to an individual who has made an outstanding and sustained contribution to student financial aid. This award is not given on an annual basis but rather given only when the association feels that we have a recipient worthy of this significant achievement. This year's recipient, Renee Saleh is only the seventh person in our association's history to receive this honor.

Renee has served PASFAA as a Council Member, Trainer, Vice President and President. Additionally, she has served on various PHEAA committees and has also served EASFAA as Treasurer and President and was a member of NASFAA Council and the NASFAA conference committee. This year PASFAA had the pleasure to present the award to Renee who has blazed the trail before us to make sure that our students and parents are always first and foremost in our minds.



Bonnie Behm, Past President, presented Renee Saleh with the Life Membership Award.

Distinguished Service Award

The Distinguished Service Award is given to individuals who have made significant contributions to PASFAA through leadership, activities, and/or research in financial aid. It recognizes service to our association over a period of professional involvement, and not a single activity.

Our recipient this year, Betty Davis, fit all of these activities and then some. Serving as a Sector Representative, Hotline participant, Presenter, Moderator, Trainer and President of PASFAA, Betty did not just stop at the state level in offering service to our profession. She has served on numerous EASFAA committees as well as having chaired the EASFAA conference. She then found time to provide leadership and guidance at the national level by serving as a Trainer for NASFAA, a member of NASFAA's professional development committee, Finance committee, Governance committee, Awards committee and a member of NASFAA's Board of Directors.



Betty Davis is recognized with the Distinguished Service Award.

This year's recipient is truly distinguished in her service to Pennsylvania and the profession.

President's Award

As PASFAA president, I had the honor of presenting the President's Award to an individual or individuals that have provided exemplary service to the association and assisted me in carrying out the goals of the association. I made the decision to honor not one, but two members, who have served to promote the goals of the association and made my job as president easier.

The first of the awards went to Clarke Paine who has served PASFAA as Chair of the Finance and Development Committee. His contribution in making sure of the fiscal strength of the association was exemplary. Whether it was organizing the committee meetings, laying out the plans to increase vendor and sponsor support, or serving as my diplomat to the lenders and vendors, Clarke made the job look easy. Yet, behind the scenes he was following up on every detail making sure that we were nurturing our vendors and sponsors so that we could continue to grow and offer quality programs for the membership.

The second President's Award was given to Ron Dawson. Ron was honored for his dedication and concern to the fiscal strength of our association through his role as Treasurer. Ron was concerned that the investments in our future were well managed. Throughout the course of the year, Ron made sound financial suggestions to Council to strengthen our fiscal position and lay the groundwork for a healthy future. Not only were our investments his concern, but also the expeditious processing of our reimbursement checks remained high on his agenda.



Clarke Paine (left) and Ron Dawson earned the President's Award.

Emerging Leader Award

Last year, Council voted to present a new award to encourage and recognize those newer members of our association who have demonstrated extraordinary commitment and interest in PASFAA through their ongoing contributions and service to committees or projects. This award is to be given to an individual who has within five years of entering the profession, demonstrated consistent service and potential for leadership in the association.

Our first Emerging Leader Award was presented to Elizabeth McCloud. Elizabeth served our association since 1996, participating in six different committees or volunteer efforts. During this time she served as a faculty member for the Intermediate Summer Institute, a member of the Membership and Elections committee, the Newsletter Editorial Board, coordinator of the Harrisburg site for the Hotline and most recently, she served as the Chair of the Financial Aid Awareness Committee. I was honored to make this presentation, since I believe our recipient will serve as a role model for our newer members to become involved.



Elizabeth McCloud received the first Emerging Leader Award.



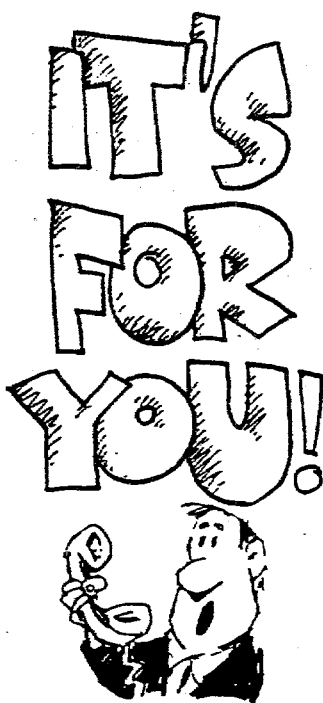
Financial Hotline Fast Approaching

Submitted by
Jennifer Liedtka
Financial Aid Awareness Chair

It is soon time again for our annual PASFAA Financial Aid Hotline. Each year aid administrators like you spend a few hours of their time answering calls on behalf of PASFAA in an effort to assist students and families with their financial aid questions. The phone lines will be open again during the weeks of January 15-19 and January 22-26, 2001 from 5-8 p.m. each evening. We will continue to use the same toll free number, 1-877-9PASFAA, which was established for last year's hotline.

As you may recall, the 2000 Hotline was the first time PASFAA volunteers were able to answer calls from their own offices or homes due to the implementation of the single toll free number and call routing system. Your response to this new set-up was overwhelmingly positive, therefore, we will continue to operate the Hotline in the same manner in 2001. Now all we need are volunteers!

Thanks to those of you who have already signed up at the conference or on one of our PASFAA Activities Volunteer Forms. You will be contacted during December to sign up for a specific date during the two-week Hotline period. We will also be contacting the entire membership during the month of December to fill all of our remaining volunteer spots. Participating in the Hotline will require only three hours of your time – and, you won't even have to travel away from your home or office! If you have questions regarding the event or would like to volunteer, please contact Jen Liedtka at Lebanon Valley College at liedtka@lvc.edu. We are looking forward to a successful 2001 Hotline!



Sign up! 



Award Recipients Express Thanks

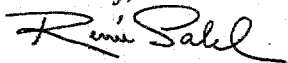
Dear Bonnie:

On October 17, I thought I was going to PASFAA to see colleagues and be mentioned as one of the recent retirees, then I got the surprise of the PASFAA Life Membership Award. It is such an honor to be recognized by colleagues and friends. For this, I thank you and thank PASFAA for giving me something to keep as I leave the profession.

As I look back, I can't help but continue to be proud of PASFAA and its achievements. Seeing many of you flourish professionally and provide outstanding leadership to the association is great. PASFAA is one of the strongest organizations in the EASFAA region thanks to its leaders. During my 30 year career in financial aid, I served PASFAA for over 18 years. I served PHEAA on committees and training for over 15 years. Through all this, I found that it was very rewarding to see students succeed, but most of all it was great getting to know very special colleagues and friends in the profession.

Like most financial aid professionals, I always had a love/hate relationship with the job. When I felt frustrated with the multitude of rules and regulations, communication with professional colleagues was very important. My professional involvement with PASFAA was always very helpful and refreshing. I commend PASFAA leadership for the direction of the association and wish you all the best. Thanks again.

Sincerely,



Renee Saleh, Northampton Community College (Retired)

Dear PASFAA Friends and Colleagues:

The recent honor I received from PASFAA for the Distinguished Service Award will be something I long cherish and remember. I cannot begin to tell you how much I appreciated PASFAA's award and how deeply it affected me – both there and later as I thought about the impact of it all.

All that I do for PASFAA and the other organizations and committees that I serve on is something that I consider important and necessary. The financial aid profession is like no other; the people working in financial aid are different – they are some of the kindest and sincere individuals I have ever known. Our commitment to providing students with funds and access to higher education is something each one of us should be proud of and one that probably provides the most reward.

As I sat and listened to Bonnie begin her presentation, I did not know she was talking about me. In fact, I couldn't imagine which of the many people in the room she was talking about – there were so many dedicated people in attendance. Not until she got very specific did I realize she was talking about me – and then I didn't hear a thing! I've asked Bonnie to send me her notes from that presentation – I want to read what I should have heard at the time! Needless to say, I was speechless – and for those of you who know me, well, that's probably a first. I will always remember that day and the significance this award has made on me both professionally and personally. Thank you all for your kind words and congratulations. The day, the people and the thoughts further enhance my belief that we have chosen a wonderful profession for our life's work. Thanks again.

Betty Davis, Community College of Allegheny County

Dear Bonnie:

Thank you very much for recognizing me by awarding me your President's Award. The plaque is already hung in my office. It will be a constant reminder for me of PASFAA. PASFAA has blessed me with many things through the years and this award is a reminder of those blessings.

Also, this recognizes the Finance and Development Committee. We attempted to improve things for our association and bring fairness to the development efforts. The committee did a great job!

Finally, you were a great president. It was a pleasure to work with you. Again, many thanks.



M. Clarke Paine, Elizabethtown College

Dear Members of PASFAA:

Like many service-oriented individuals, financial aid administrators work long and hard, often in the background and often taking that extra step with the hope of making just a bit more of a difference. Recognition for our work and efforts is encouraging and always appreciated.

In such a spirit, I am very honored to have been awarded the President's Award at this year's conference. I am grateful to Bonnie Behm and all of PASFAA for support, cooperation and encouragement in serving our association as treasurer. Many seem to view the responsibility of treasurer as thankless and something to be avoided. I assure you that my experience has been the opposite. It continues to be a wonderful opportunity to interact with more and more members of PASFAA and to be involved in the growth and betterment of the association. I sincerely encourage everyone to consider volunteering in some capacity within PASFAA. The rewards more than outweigh the time involved.

Sincerely,

Ron Dawson

Ron Dawson, Philadelphia University

Dear Bonnie, Members of PASFAA Council and PASFAA Members:

I am truly honored to be the recipient of the first PASFAA Emerging Leader Award. Over the past five years, it has been my pleasure to become actively involved with PASFAA. The educational support PASFAA provides to its members together with the generous camaraderie of financial aid colleagues have eased and enriched my growth as a financial aid administrator.

From the time that I started working in financial aid, my mentors in this community have encouraged me to investigate the opportunities our association has to offer. While volunteering in PASFAA's activities, I have found that the benefits I receive are far greater than anything I can give back to this superb organization.

Thank you for the wonderful way that you continue to welcome newer members into PASFAA activities. I look forward to many more years working with and getting to know you.

Sincerely,

Elizabeth McCloud

Elizabeth K. McCloud, Elizabethtown College

PHEAA Launches New Design to Website

Submitted by
Kathy Myers
Education Services Group,
PHEAA



Easier navigation and increased functionality are some of the features of PHEAA's enhanced Website (www.pheaa.org). The site, divided into five sections: Student and Parents, Borrowers, Schools, Lenders, and About PHEAA is color coded and indexed for easier navigation. Inside the school section, financial aid administrators can find links to industry news, online tools, and other information designed to save them valuable time.

One major benefit to financial aid administrators is the OneLINK Resource Center, which offers an overview of OneLINK, as well as frequently asked questions and training information for PHEAA's new Financial Aid delivery solution.

More than just information, the PHEAA Website offers various online tools that are helpful for anyone working in the financial aid industry. For example, The PHEAA Document Server can be accessed through the PHEAA Website. The Document Server provides affiliated schools and lenders with immediate access to documents that are often needed for Agency-related programs, such as State Grant Certification Procedures, policy manuals and personnel contact information. Plus, the PHEAA Website is the only place to find Access your Student Aid Profile (ASAP). ASAP gives students and schools complete access to a student's PHEAA administered financial aid records all in one secure report via the Internet.

The PHEAA Website was designed with ease-of-use and simplicity in mind. If you have any questions please contact PHEAA's Education Services Group at 1-800-699-2908 or email PHEAA through the feedback section of the Website.

PHEAA
Creating Access to Education

Pennsylvania Financial Aid Training Program

Submitted by
Ragan Griffin
Training Chair

2000-01 Training Year Kicks Off



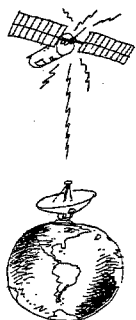
The 2000-01 Training Program kicked off a new year with a two-day Fall Fundamentals Workshop that was held in Lancaster on October 14-15 prior to the PASFAA Conference. Many thanks to Jean Walker and George Walter who served as faculty to the 38 attendees. The Training Program also extends our sincere thanks to Barbara Schmitt for overseeing the arrangements with the Lancaster Host for Saturday and Sunday and to Juli Louttit, chair, and Wendy Dunlap, co-chair who organized the training event.



(l to r) Juli Louttit, Jean Walker and Wendy Dunlap worked with the Fundamentals Workshop. (Missing from photo is George Walter.)

During the annual PASFAA Conference, over 100 members who volunteered in some capacity with either the Training Program or the Guidance Counselor Workshop series were recognized at a luncheon with balloons and small tokens of appreciation. Many thanks to Lisa Kendi and Juli Louttit who organized the volunteer recognition.

In early December, the Training Program presented a series of Business, Trade and Technical seminars that were held at six sites across the Commonwealth. This seminar series is designed to address the specific needs of Business, Trade and Technical schools, many of which have small staff and find it difficult to attend many training events. This year's series focused on such things as: on-line options, web page development, IPEDS, FISAP, MPN, alternative loans, professional judgement and everybody's favorite, withdrawals and return of Title IV funds. The training program would like to acknowledge the following individuals who agreed to share their time and expertise and presented at the various sites: Karen Alderton, Leah Brooks, Nora Downey, Francine Jackson, Kerry Paoletta, Chris Saadi, Nancy Salvage, Teresa Schuck, Cathy Waxter, Colleen Witz and Ellen Zia. Special thanks to Sherry Youtz, chair, and Chris Saadi, co-chair, for all of their hard work in developing this year's B,T & T seminars.



"Future Trends of Financial Aid" is the topic of this year's teleconference, which will air on March 9, 2001. Dr. Jacquelin E. King, Director of Policy Analysis at the American Council on Education, will be the featured demographer who will provide insightful information regarding future trends of the student population and college campuses. Other topics that will be discussed during the teleconference include the US Department of Education's school portal, e-signatures and distance education. Watch your mail for more information regarding how, when and where to access the teleconference broadcast.

Members of the Training Program are always looking for input from the membership for ideas and topics for future training events. Please contact Ragan Griffin, chair, or Randy Harmon, co-chair, if you have any suggestions for upcoming training events.

Government Relations Committee

Who We Are and What We Do

Submitted by
Ken Grugel
PASFAA Vice President

The PASFAA Government Relations Committee serves at the privilege of the membership and the Executive Council to promote positive interaction with Pennsylvania and federal agencies, representatives, and organizations which serve the post-secondary aid needs of PA students and their families. The Committee utilizes all available resources to communicate relevant student aid issues to PASFAA members so that they may be well informed of pending legislation, and in turn, members can respond with their personal or institutional concerns to legislators or government officials.

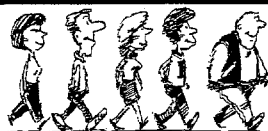
The PASFAA Newsletter and PHEAA e-mail message system are two of the vehicles which are used to inform the membership of issues of concern. If you or your institution have areas of legislative concern which you would like the Government Relations Committee to explore, contact the chair at kgrugel@clarion.edu and the issue will be discussed and reviewed by the Committee in a timely fashion.



This is the second in a series of articles about planning, academically and financially, for a higher education. The first article about early awareness appeared in the Fall 2000 issue.

Early Awareness Outreach – Setting the Ideas in Motion

Submitted by
Patty Hladio
Newsletter Editorial Board



Our role as financial aid officers seems to expand regularly. Not only do we focus on our current students, alumni, and high school prospective students, we are now learning how important it is for us to make a connection with students in their middle school years. Because a college education is becoming a MUST for those who want to get ahead in the 21st century, it is important that we help plant the seed in young children that college is possible, both academically and financially.

Early awareness efforts can take a variety of forms and the good news is that initiating early awareness efforts does not have to be difficult! Some institutions may choose to contribute to early awareness efforts through providing public service announcements, op/ed pieces and advertisements in local media. Others may choose to reach out to middle school students through special campus programs or by partnering with other organizations in the community. Regardless of the manner in which we support and encourage early awareness, our efforts can impact a whole new generation.



Here in our state, we have two excellent examples of early awareness programs that work. One example, from Alvernia College, demonstrates what an individual institution can do to broaden the horizons of middle school students. Another example, the School District of Philadelphia, shows us how school districts, community-based organizations, businesses, and institutions of higher education can team up to make a difference.

"Boot Camp" at Alvernia College is a program which targets fifth through seventh graders. Alvernia's Boot Camp has three main goals: (1) to make the young students aware that college is possible; (2) to encourage them to start thinking now about higher education, and (3) to show them how to prepare for higher education. When students arrive for the day of Boot Camp, they are divided into groups and assigned a "drill sergeant" and then begin their "tour of duty". During their tour, each group stops at designated areas on campus which are designed to put forth a specific message to the students. The final stop is a session with the Financial Aid Director who focuses on topics including setting career goals, planning, good grades, salaries, costs and savings. Alvernia's program, managed through their Admissions Office, works because it is fun for students. They leave campus having been exposed to new sights, sounds, people and with a sense of opportunity. More details on Boot Camp appear in an article authored by Vali Heist and published in the Winter 2000 issue of the NASFAA Student Aid Transcript.



In contrast to programs created and managed at the institutional level, some post-secondary institutions may choose to enter partnerships with local schools and community groups, taking advantage of grants available through the GEAR UP program. GEAR UP (Gaining Early Awareness and Readiness for Undergraduate Programs) is a national initiative to encourage more young people to have high expectations, stay in school, study hard and take the right courses to go to college.

At our recent PASFAA Fall Conference, Mr. Thomas Butler of the School District of Philadelphia, presented a session on the GEAR UP program. In that session, we learned that Philadelphia created a GEAR UP Network of 7 partnerships and provided services to 8,000 students in its first year. These partnerships are based in public schools with each partnership comprised of a neighborhood high school, middle or K-8 schools, colleges and universities and community organizations. While the Philadelphia GEAR UP network already has the involvement of 10 colleges and universities, Mr. Butler explained that they are always seeking more partners in order to serve more students. Financial aid officers have been helpful in supporting outreach efforts by making presentations and talking with parents and students, by providing tutoring opportunities through the America Reads and America Counts programs and by serving as facilitators to help direct the school district to other potential resources available at their colleges and universities.

As you can see, supporting early awareness efforts can take many forms. Whether we can do a little or do a lot, every little bit helps. Resources are plentiful and readily available. Hopefully, we'll find that our actions today will result in a whole new generation of students ready for and excited about higher education.



Visit these websites for more early awareness information:

www.ed.gov/gearup/
www.gearup.org/

www.pheaa.org/schools/ea1
www.CollegetsPossible.org

www.ed.gov/thinkcollege/early/

PASFAA Raises Aid Awareness at PASSCAC College Fairs

Submitted by
Jennifer Liedtka
Financial Aid Awareness Chair



This fall, PASFAA's presence was visible throughout the state as part of an exciting new Financial Aid Awareness initiative. Steps have been taken to develop new ties with PASSCAC (Pennsylvania Association of Secondary School and College Admission Counselors) as PASFAA members and financial aid professionals participated in five regional PASSCAC/NACAC college fairs. At these events our representatives staffed a financial aid table where they distributed numerous information pieces and answered many questions regarding how to pay for college. The fairs offered yet another opportunity for members of our profession to interact with students and their parents in an effort to raise financial aid awareness. We served the community at the following fairs: Delaware County Regional Fair, Northampton Regional Fair, Harrisburg Area Regional Fair, Montgomery County Regional Fair, and the NACAC (National Association of College Admission Counselors) Philadelphia Fair. Sixteen aid administrators willingly gave of their time and shared their knowledge in order to make this effort a successful and meaningful one. Those volunteers included:



Lucille Bavaria
Bonnie Behm
Brian Blackburn
Linda Brittain
Michael Burke
Anita Faust
David Hoy
Patsy Hutchins
Cindy King
Jennifer Liedtka
Connie Minnich
Gizelle Patterson
Kendra Shoemaker
Ray Toole
Eileen Tucker
Mildred Yeakel

Lehigh University
Villanova University
Widener University
Harrisburg Area Community College
Eastern College
Kutztown University
Haverford College
Haverford College
Northampton Community College
Lebanon Valley College
Eastern College
West Chester University
Millersville University
Delaware County Community College
St. Joseph's University
Lehigh University

PASFAA is also scheduled to staff financial aid tables at two spring fairs. Those are the NACAC Fair in Pittsburgh on March 22 and 23, 2001 and the Main Line Regional Fair at Villanova University on May 5, 2001. Anyone willing to participate in these fairs should contact Jen Liedtka at liedtka@lvc.edu before the end of January. We are still looking for volunteers to serve our organization and the students of these areas on these dates.

1999-2000 Annual Financial Report

Submitted by
Ronald Dawson
PASFAA Treasurer



Following is the final report for the 1999-2000 fiscal year ending June 30, 2000. This information is provided to the membership in accordance with the By-Laws, Article III, Section 4. Please note one significant change from prior years. Following the Expenditures, you will now see an item called Unrealized Appreciation/Depreciation. This change moves the "up or down" activity of our investments out of the normal budget areas of receipts and expenditures. Thus the performance of our investments within the past fiscal year is more appropriately and clearly shown.

From the perspective of daily operations, this past fiscal year was a very good year. Our overall income compared to the prior year increased by more than \$16,000 thanks in very large part to the support and generosity of PASFAA's many sponsors. Likewise our expenses were much to our advantage, showing a decrease of near \$20,000 from the previous year.

As a result of our current positive fiscal status, Council has approved a significant contribution to our investments. In August, an investment of \$35,000 was made to our long-term reserves. This investment accelerates our movement toward achieving our investment policy and goal. Two years ago, Council approved the goal of having investments equal to 50% of our operating budget within five years. Our annual operating budget is approximately \$200,000. Our investments as of June 30 totaled \$47,000 (see line items for Prudential Equity Fund and Money Market). Upon the advice of our Prudential representative, a portion of the additional \$35,000 went to further diversification with the opening of a growth fund. Like many of us in our personal finances, PASFAA took a hit this past year in our equity fund (down \$2,600). Diversification will hopefully offer some greater protection to market volatility. Additionally, constant management and monitoring of our checking account funds in very short-term certificates of deposit should also produce more in interest income.

Lastly, in order to facilitate better transition when the office of treasurer changes hands, some minor changes have been made to more quickly allow the new treasurer and president to be added to our bonding insurance policy.

PASFAA TREASURER'S REPORT

JUNE 30, 2000

Submitted by
Ron Dawson
PASFAA Treasurer

BEGINNING CASH BALANCE, June 30, 1999

Checking Account	35,043.33	
Prudential Securities Equity Fund	29,066.29	
Prudential Securities Money Market	<u>19,501.10</u>	
TOTAL CASH BALANCE		83,610.72

RECEIPTS

Membership Dues - Active	20,040.00	
Membership Dues - Associate	6,723.00	
Membership Dues - Student	0.00	
Conference Sponsorship	56,850.00	
Conference Vendors	7,500.00	
Conference Fees	49,405.00	
Directory Sponsorship	10,250.00	
Technology Sponsorship	0.00	
Training Sponsorship	12,000.00	
Hotline Sponsorship	5,000.00	
Training Fees	10,483.00	
Miscellaneous Income	784.19	
Interest Income	4,503.48	
TOTAL RECEIPTS		<u>183,538.67</u>

TOTAL FUNDS

267,149.39

EXPENDITURES

Executive Council	4,103.77	
Government Relations	0.00	
Membership/Elections	1,205.12	
Professional Standards	5,204.62	
Guidance Counselor Workshop	5,612.79	
FA Awareness (ad hoc)	658.06	
Finance/Development (ad hoc)	908.31	
Technology (ad hoc)	2,119.84	
Training (ad hoc)	24,390.63	
Special Projects	227.67	
Hotline	350.43	
Newsletter	15,825.17	
Conference	44,193.51	
Conference Committee	8,619.77	
Future Conference	45.63	
Administrative Travel	3,072.30	
Administrative Expenses	2,783.59	
Professional Service Fees	1,270.00	
Sector Expenses	581.16	
Directory	4,435.09	
Contingency Reserve	175.60	
TOTAL EXPENDITURES		125,783.06

BALANCE (Total Funds minus Expenditures)

141,366.33

Unrealized Appreciation/Depreciation

-2,580.98

BALANCE

138,785.35

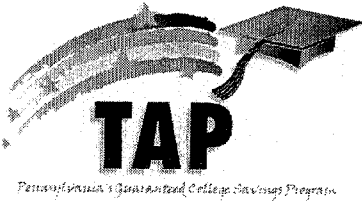
CASH ON HAND, June 30, 2000

Checking Account	91,816.94	
Prudential Securities Equity Fund	26,485.31	
Prudential Securities Money Market	<u>20,483.10</u>	
TOTAL CASH ON HAND		<u>138,785.35</u>

New State Law Changes Financial Aid Eligibility for Students with TAP

Financial Aid Officers Asked to Recalculate Aid

Submitted by
Kathleen McGrath
TAP Bureau Director



Under new state legislation effective August 21, Federal financial aid eligibility has dramatically changed for families with Pennsylvania Tuition Account Program (TAP) accounts. State Treasurer Barbara Hafer is asking financial aid officers to consider the impact of the new law on student's financial aid eligibility for this academic year. If the use of a TAP account (considered under the previous law) would reduce a student's financial aid, the Department is requesting that the financial aid be recalculated (pursuant to the new law) using the TAP account as a parental asset instead of a reduction to cost of attendance or estimated financial assistance.

Beginning with the 2000-01 FAFSA, the Department will advise TAP account owners to report their TAP accounts as a parental asset on the FAFSA.

Section 529 of the federal Internal Revenue Code regulates TAP and other "qualified state tuition programs" or QSTPs. Section 529 recognizes two basic types of QSTPs, "prepaid tuition programs" and "college savings programs." TAP, administered by the Pennsylvania State Treasury, was originally created in 1993 as a "prepaid tuition program," through which families could pre-purchase tomorrow's tuition at today's lower prices. The new law changes the program to a "guaranteed college savings" program, through which contributions made to the account are guaranteed to grow at least at the pace of tuition inflation – and maybe more. The impact of this single change on federal financial aid eligibility is significant.

The U.S. Department of Education directs that the two types of section 529 QSTPs, (prepaid and savings) be treated very differently in determining federal financial aid. The Department has addressed this at pages 1-128 and 1-129 of the 2000-01 Student Financial Aid Handbook, Volume 1: Student Eligibility. Under these guidelines, the amount of a distribution from a section 529 prepaid tuition program must be either used to reduce the cost of attendance or considered estimated financial assistance. A section 529 savings program, however, is to be treated as a parental asset.



State Treasurer, Barbara Hafer, announced major enhancements to the TAP program during a news conference at College Misericordia.

Consequently, because of the change in state law, TAP accounts should now be treated as a parental asset in calculating federal financial aid for a student who is the beneficiary of a TAP account. Now savings held in a TAP account should be treated in the same manner as any other savings held by a parent. This will help families better understand and predict the impact that saving will have on their eligibility for financial aid. It also will avoid the unfortunate circumstance in which some schools had to retroactively reduce previously awarded financial aid upon learning the family was paying through TAP.

There is no change in how TAP accounts are treated for Pennsylvania state financial aid purposes. State law has always specified that any amount in a TAP account cannot be considered when determining eligibility for student aid programs administered by any state agency.

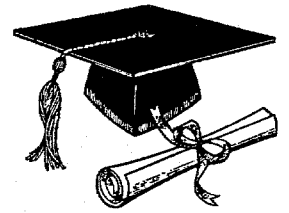
Other key provisions of Act 58:

- Make it possible for TAP accounts to grow in value even faster than tuition inflation.
- Allow families to save for private college expenses, with the TAP Guarantee.
- Permit families to use TAP to save for room, board and other expenses, in addition to tuition.
- Improve refund provisions, allowing families to receive more if they close their accounts.
 - Enable organizations to provide scholarships featuring TAP's benefits.
 - Exempts TAP accounts from state inheritance tax.
 - Enables low-income families to qualify for state matching funds.



Another significant development also further enhances TAP. Through a recent agreement between TAP and more than 130 leading private colleges (22 in Pennsylvania), families can earn guaranteed private college scholarships just by saving through TAP. These schools will grant "tuition rewards" – guaranteed tuition discounts – to students for whom TAP accounts have been established. The tuition rewards earned are 5 percent per year of the amount saved in TAP up to a maximum of \$13,800 or one year's tuition, whichever is less.

Based on these "ambitious and innovative" improvements, America's best known authority on college savings plans has upgraded his rating of Pennsylvania's program to "excellent." Joe Hurley, author of the book, *The Best Way to Save for College*, devised a "Five-Cap Rating" system under which each program is awarded from one to five graduation caps. With the upgrade, TAP is rated a "four cap" or "excellent" program. No other program offers Pennsylvanians a higher rating or can match TAP's state tax and financial aid advantages. Hurley also maintains a web site, www.savingforcollege.com, which monitors development among the nation's state-sponsored college savings plans.



For more information on TAP in general or the impact on financial aid, contact the TAP Bureau Director, Kathleen McGrath at 717-772-5000 or kfmcgrath@tre.state.pa.us.

PELA News

*Submitted by
Kerry Paoletta
National City*



Pennsylvania Education
Lenders Association

It was great seeing everyone again at the PASFAA conference this year! If you attended our session, we hope you found it not only informative, but fun while playing PELA BINGO. Our webmaster, Vince Scalise, has spent a lot of time on our website, www.pelalenders.org. The lender directory and PELA members' alternative loans are currently on the site and are available for viewing. We received some requests about making the site more interactive.

To assist you, Vince has now added an e-mail selection so that you may ask us any questions, or let us know any concerns you may have. These can be about the organization or servicer/guarantor issues. Any messages will be passed on to the Executive Council for a response.

At our last meeting, it was decided that we would increase our annual scholarships that are given away at the conference. Beginning this year, 5 scholarships of \$1000 each were awarded. These scholarships were awarded to schools through a drawing at the final business meeting at the conference. This year's winners were: Bucknell University, Villanova University, Harrisburg Area Community College, York Technical Institute and Westminster Theological Seminary. Schools are to use their own discretion on giving out these awards to their students. PELA will be in touch with the schools so that we may record the names of the recipients at each school. The awards will be given out during the month of December. Congratulations to all the winning schools!



John Southwood (left) and John McKenna prepared to welcome visitors to their booth at the 2000 PASFAA conference.



Visiting the lenders is a PASFAA tradition!

We would again invite our schools to contact any PELA member if you have a concern or problem that needs attention. Your ideas and suggestions are very important to us. If there are any issues, we would enjoy tackling them on your behalf. Please use our website e-mail selection or call any PELA member.

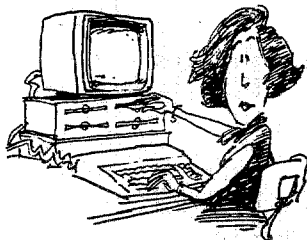


What to Expect from the 2001-02 FAFSA on the Web

Submitted by
Kathleen Gibbons
Nellie Mae

Following a major redesign of the FAFSA in 1999-2000, the 2001-2002 form provides few significant changes outside of overall refinement. The changes are based on feedback from students, parents and financial aid administrators, including seven rounds of testing with students and parents.

Layout and Design



One of the first changes noticeable on the 01-02 paper FAFSA is the masthead redesign. The revised masthead sports a new typeface along with a row of small circles that frame the word, "FAFSA." Other design-related changes pertain to the layout on the first page, where numbers (in circles) have been added to the instructional paragraphs on the left-hand side to encourage sequential reading; and the state aid deadlines are now boxed off in a column on the right. The FAFSA colors for 01-02 are green for the student section and purple for the parent section. Several minor changes have been made to the layout of the form itself. For example, on page 3, additional space is provided for the applicant's first name and street address, and preparer's information is now contained in a separate box on page 6.

One major layout change is the creation of an additional worksheet. For 01-02, Worksheet A collects information about selected untaxed income and benefits, including Earned Income Credit (EIC). Based on results of the Department's testing, EIC was moved to Worksheet A to create more space due to the low volume of respondents who complete the EIC question. Nonetheless, some schools that enroll large numbers of students from low-income families have expressed concern that families will miss the question, which was the reason for moving it previously to a more prominent position on the form. Worksheet B on the 01-02 FAFSA collects information about remaining untaxed income and benefits; and Worksheet C collects income exclusions (including Hope and Lifetime Learning tax credits).

Content Clarification

Several other changes to the 01-02 FAFSA have been made to clarify wording on the form. For example, in Step Three, question 53 has been revised to read: "Will you be working on a master's or doctorate program (such as an MA, MBA, MD, JD or Ph.D.) during the school year 2001-2002?" This wording was changed because participants in the testing group were often confused by the terms, "graduate" and "professional" programs that were used previously. The revised wording yielded the greatest number of correct responses from testers. Other content-related changes include questions 36 and 70 on tax filing status, which now ask respondents to identify whether they have "completed" (01-02) rather than have "filed" (00-01) an IRS income tax return.

Question 35 (formerly question 28 on the 00-01 FAFSA) about conviction for drug offenses also has been reworded. The question now collects a "yes" or "no" response and cautions students not to leave the question blank. A blank response will automatically trigger the FAFSA processor to send a worksheet to the student, with instructions to help the student accurately complete the question. (The worksheet is for the student's use and will not be returned to the processor.)



The 01-02 paper FAFSAs have been available for bulk ordering by schools since October 2000 at www.ifap.ed.gov.



FAFSA on the Web

In its ongoing effort to promote electronic filing, the Department has cited several processing advantages of FAFSA on the Web, including a less than 1% reject rate in 00-01 compared to 7.6% for paper FAFSAs. The Department has developed a promotional tool kit for schools to help spread the good word about FAFSA on the Web that includes brochures, posters, tip sheets and instructions for linking a banner ad from a school's web page.

In addition to current features such as instant submission, electronic signature options and a one-week processing time frame (compared to four weeks for the paper FAFSA), the 01-02 FAFSA on the Web includes several improvements. Most notably, the electronic form has been reduced from two versions to one form-based version, since testing revealed that most web applicants complete a paper FAFSA first before entering data electronically. A Spanish version of FAFSA on the Web also has been added for the upcoming year. The new web application features a revised screen design with tabs for easier navigation and a progress bar illustrating how far along the applicant is in the process. Enhanced status checking allows applicants to view all applicant data and comments, and if applicants provide an e-mail address, they will automatically receive an electronic confirmation when their FAFSA record is processed.

Also new for 01-02, a "shopping cart" approach has been developed for processing electronic corrections. After entering a PIN, the student's FAFSA record will be displayed and the student will mark the fields for correction. The selected fields will then be presented, helping to streamline the corrections process by reducing the amount of click-

throughs. Finally, the start-up schedule for 01-02 electronic application processing has been accelerated, allowing students to complete FAFSA on the Web, Renewal FAFSA, and Corrections on the Web as of January 1, 2001. The Central Processing System will begin processing on January 2, 2001. FAFSA Express, another electronic filing option, will not be available after the 01-02 processing year due to low user volume.

Related 2001-02 Processing Changes

Some related changes have been made to the SAR, ISIR and EDEExpress for 01-02 as well. For example, page 1 of the SAR has been redesigned to more clearly identify where students are in the application process. This page also indicates steps taken by the Department and by the school in processing the student's application. In addition, several comments that are designed for school use only have been eliminated from the SAR, but are retained on the ISIR; and NSLDS history has been condensed.

The 01-02 ISIR contains a few new data elements (such as an additional unsubsidized loan flag for applicants whose parents have been denied a PLUS Loan and for health professions students) and matches (such as a prisoner match with the Social Security Administration). EDEExpress software has several enhancements, including the ability to carry forward setups from the previous year (except fund amounts) and other features related to Pell Grant processing.

A series of Action Letters by the Department (some yet to be published at the time of this writing) provide further guidance for schools on all of the 01-02 application processing changes.



College Bound – Ask the College Experts

*Submitted by
Mary Miller
Regional Manager,
West-PHEAA*

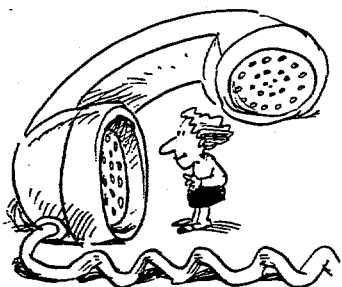


Last minute instructions before the phones started to ring.

KDKA-TV and Mellon Bank sponsored College Bound – Ask the College Experts. This program which aired October 26 from 5 to 9 p.m. was hosted by KDKA-TV's Bill Flanagan. College Bound was designed to offer insight on planning for higher education. A taped segment featuring Jim Popovich, Education Finance Relationship Manager for Financial Aid at Mellon; Jack Joyce, Director of Guidance Services and Manager, Training and Special Projects of the College Board; Mary Miller, Regional Manager, PHEAA; Bill Stahler, Dean of Enrollment, Point Park College; Diane Raybuck, Indiana University of Pennsylvania; Betty Davis, Assistant Dean of Financial Aid, Community College of Allegheny County; and Nan Sninsky, Director of Financial Aid, Washington & Jefferson College, covered information regarding the admissions process, the financial aid

process, and resources available to students. Viewers could call in from 5 to 9 p.m. to seek advice from over 60 admissions and financial aid office representatives from a number of postsecondary institutions located in western Pennsylvania. More than 400 calls were received from students and parents seeking advice on choosing a college, gaining admission, and applying for financial aid.

The following institutions offered their support for the evening: Allegheny College, California University of PA, Carlow College, Carnegie Mellon University, Chatham College, Clarion University of PA, Community College of Allegheny County, Duquesne University, Edinboro University of PA, Indiana University of PA, Mercyhurst College, Penn State - New Kensington, Penn State - McKeesport, Point Park College, Robert Morris College, Seton Hill College, Slippery Rock University of PA, St. Francis College, St. Vincent College, University of Pittsburgh, University of Pittsburgh at Bradford, University of Pittsburgh at Greensburg, University of Pittsburgh at Johnstown, University of Pittsburgh at Titusville, Washington & Jefferson College, Waynesburg College, Westminster College and Westmoreland County Community College.



Callers kept the volunteers busy.

The experience was enjoyable and rewarding for all of those who participated.

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

PASFAA Executive Council Meeting October 18, 2000

Submitted by
Suzanne Sparrow
PASFAA Secretary

Lancaster Host Hotel, Lancaster, PA

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

Excused: Rich Dombrowski

Invited Guests: Jen Liedtka, Greg Gearhart, Georgia Prell, Ragan Griffin, Mary Miller, Barbara Schmitt, Nan Sninsky, and Clarke Paine.

- I. Call to Order – D. Parker called the meeting to order at 7:45 a.m.
- II. Housekeeping
 - A. D. Parker passed a sheet around the table to update any council members addresses.
 - B. Policy and Procedure Manual References
 1. Reimbursement Policy
 - a. R. Dawson stated all committee chairs must sign off on committee member's reimbursement forms.
 - b. The reimbursement rate for mileage is .30/mile. R. Dawson will provide reimbursement forms.
 2. Committee descriptions
 - a. D. Parker will provide all members a copy of committee descriptions.
 - b. D. Parker stated that all council must attend council meetings. Committee chairs may attend but are not required to do so. Committee chairs must provide a report of the committee's activities.
 - C. Letterhead and Envelopes
 1. D. Parker stated that we need to order new stationary with the new PASFAA logo and new council members' names.
 2. B. Behm stated that we would need to purchase a new banner and pins with the new PASFAA logo.
 3. S. Sparrow will work with D. Parker and former secretary, Cindy Haney, in the ordering of new stationary.
- III. Conference Reports
 - A. Conference 2000 – B. Schmitt
 1. B. Schmitt stated the conference had record attendance. She will have an updated report by the December meeting.
 2. B. Schmitt asked if the Lancaster Host Hotel would be a site that we would consider again for a future conference.
 - B. Conference 2001 – N. Sninsky
 1. N. Sninsky nominated two committee members for the 2001 conference committee – L. Kendi and B. Casale. G. Gerhart seconded the nomination. A vote was taken and the nomination was approved.
 2. N. Sninsky requested that the conference committee be increased from 8 to 10 members. R. Dawson stated that the budget could handle the additional 2 members. N. Sninsky will use the volunteer forms to select balance of members. The names of new members will be sent via e-mail to D. Parker for approval.
 3. D. Parker stated that all committee chairs need to respond to all volunteer forms.
- IV. Secretary's Report – B. Behm
 - A. C. Haney electronically distributed the minutes from the June 5, 2000 Council meeting held in Harrisburg, PA. J. Southwood made a motion to approve the minutes. B. Behm seconded the motion. Vote was taken and approved.
 - B. B. Behm stated that electronic vote was taken and the future sites for the following conferences were approved:
 1. 2003 Conference – Seven Springs
 2. 2004 Conference – The Penn Stater
 - C. B. Behm stated that electronic vote was taken and approved for the Distinguished Service Award to be given to Betty Davis.
- V. Treasurer's Report – R. Dawson
 - A. R. Dawson passed out copies of the year end report from our accounting firm, the PASFAA 2000-01 Budget Report dated 9/30/2000 and the PASFAA Treasurer's Report dated 9/30/2000.
 - B. R. Dawson stated that we have approximately 600 members and 2 student members, which is ahead of past years.
 - C. Sponsorship budget was \$93,000. Total sponsorship received was \$97,600.
 - D. R. Dawson motioned to approve the first quarter reports. K. Grugel seconded the motion. Vote taken and all in favor.
- VI. Committee Reports
 - A. Membership and Elections
 1. D. Parker moved that B. Burke be able to destroy ballots from the council election. S. McCrea seconded the motion. Vote was taken and approved.
 - B. Professional Standards and Training Committee – G. Means
 1. All sites for the High School Guidance Counselor workshops are covered. D. Parker will be mailing out binders.
 2. The Emerging Leader Award will continue for future years.
 3. The committee will review the mentor sheets and volunteer form for new members. It was suggested that we add mentoring volunteers just for technology. It is in the discussion stage.

C. Government Relations – K. Grugel

1. K. Grugel advised council of two new committee members: Robert Snyder and Sherry Egley. D. Parker made a motion to add the new members to the committee. D. Shoemaker seconded the motion. Vote was taken and approved.
2. K. Grugel stated that the goal of the committee is to put together a media guide.

D. Public and Professional Information

1. Joan Holleran was not present. D. Parker reported in her absence.
 - a. A reminder was given to all committee chairs and sector reps that they must put reports in each newsletter. The newsletter deadline for the December issue is November 15, 2000.
 - b. M. Miller is looking into putting the newsletter on the web. She will work with the technology committee.

E. Professional Standards and Training – R. Griffin

1. R. Griffin requested approval for 9 committee members for the PS&T. New members are: Judy Carter, Alisa DeStefano, Mary Kay McCaughan, and Ed Cunningham. D. Parker made a motion to approve the new members. S. McCrea seconded the motion. Vote was taken and all approved.
2. G. Gerhart questioned how many members could be on a committee. It was decided that the number depends on the needs of the committee and the available budget.
3. R. Griffin questioned whether there should be a liaison for the training committee with the technology committee. It was decided to review this question at the PASFAA retreat.

F. Financial Aid Awareness – J. Liedtka

1. The PASFAA Hotline will be held January 15-19 and January 22-26 from 5-8 p.m. The telephone number is 1-877-9PASFAA. The answering of calls can be done at home or at the office.
2. The committee will still work closely with PASSCAC at college fairs.
3. J. Liedtka will meet with Tom Butler of the Philadelphia Gear Up program about our assistance. B. Behm stated that she is willing to act as PASFAA's liaison since she lives in the area.

G. Finance and Development – G. Prell

1. C. Paine gave an update on the conference sponsorship, total \$97,600. When all sponsors pay, C. Paine will present a final report at the next council meeting. He stated that there would be something in the next newsletter recognizing the sponsors. J. Southwood stated that we should be able to expect the same support from sponsors in future years.

H. Technology Committee – G. Gearhart

1. G. Gearhart stated that we ordered 4000 Web inserts to be used at workshops. M. Miller is the Web Master. Council needs to provide information to M. Miller to update the home page and the policies and procedures manual.

VII. Updates

A. Sector Reports

1. Public 2 Year – D. Wilkoski
 - a. There was good attendance at the conference meeting. Another meeting is scheduled for November 16 and 17.
2. Nursing Sector – D. Schoemaker
 - a. The meeting at the conference had about 10 people. The sector has a meeting scheduled for November 10.
3. Private 4 Year – E. Desmarais
 - a. The sector meeting at the conference hosted speakers from AICUP with 87 people in attendance. A request for a graduate sector came up at the meeting. This topic will be further discussed at the PASFAA retreat.
4. SSHE – J. Zuzack
 - a. The meeting at the conference had about 30 people. SSHE will have their next meeting in the spring.
5. State Related – G. Gerhart
 - a. The meeting at the conference had about 14 people. The sector may have another meeting to discuss administrative structure and sharing. The sector would like to find a candidate for sector representation next year.
6. Institutional Support Services and PELA – J. Southwood
 - a. PELA will no longer be publishing the PELA directory. It can be found on the PELA web site.
7. Business, Trade and Technical – R. Dombrowski
 - a. B. Behm attended the meeting at the conference in R. Dombrowski's absence. She will bring issues to the retreat.

B. EASFAA

1. They are hosting a Professional Training Workshop on November 8, 2000 at Immaculata College.

C. NASFAA

1. B. Behm gave the \$500 to the Treasurer for the State Award.

VIII. Old Business

A. SLSC Advisory Committee

1. D. Parker will work with V. Heist on getting new members for this committee and report back to council.

VIII. New Business

A. Nominations for Vice-Chairs and 2001 Conference Chair

1. G. Means is working on this and will report to council.

B. 2000-2001 Council Meeting Schedule

1. PASFAA Retreat – November 12-14 at Hershey Lodge.
2. Council Meetings – December 3-4 at Seven Springs, and in Harrisburg on February 4-5, April 1-2, and June 3-4, 2001.

IX. Adjournment

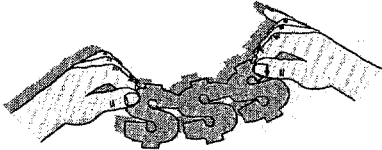
- A. R. Dawson motioned to adjourn the meeting. D. Wilkoski seconded the motion. Vote was taken and the meeting was adjourned at 10:28 a.m.

WASHINGTON UPDATE

Looking Ahead to 2001

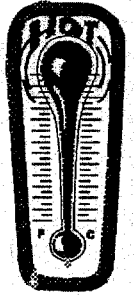
Submitted by
Scott Miller
Federal Relations
Director, PHEAA

I was very hopeful that this article would be a chance to wrap up the activities of the 106th Congress and to celebrate a significant increase in funding for the federal student financial assistance programs. However, the forces of electoral magic have thwarted my best efforts in this regard. Congress is unwilling to finalize the FY 2001 Appropriations process until the Presidential contest is settled and, thus, has recessed until sometime in early December. It is entirely possible, that the decisions that the 106th Congress could not agree to will be left to the new 107th Congress that will convene the first week of January, 2001.



This brings us to the new Congress and its potential impact on federal support for the programs we know and love. Fortunately, most of the Congressional races have been settled and we know something about who will fill the two chambers of the U.S. Capitol in January. As of this date, though, we don't know everything, with a number of important races still too close to call (a term most of us would like never to hear again!) or pending (here's another one of those words) recounts!

What's

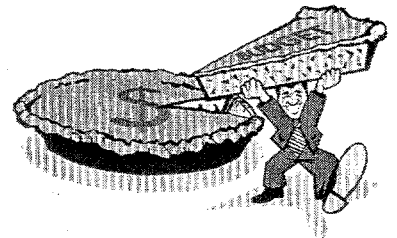


on the Hill?

The Education Leadership in Congress

Let's look at the House of Representatives first. We are relatively sure, at press time, that the Republicans will maintain their leadership of the House, although their margin is likely to be less than the already slim majority they had to work within the 106th Congress. While this might indicate a certain stability in the Congress, the Republicans are confronted with the reality of having to live up to a promise they made when they first assumed the majority in 1994. At that time, House Republicans placed a six-year limit on their committee and subcommittee chairmen. This rule affects a number of committee chairs beginning in 2000, many of whom play a key role in determining the funding levels and rules for student aid and other education programs.

This term limit rule already has had an impact, leading to decisions by the Chair of the House Budget Committee, John Kasich, and the Chair of the Labor/HHS/Education Appropriations Subcommittee, John Porter, not to seek re-election. Howard "Buck" McKeon, chair of the Postsecondary Education and Life-long Learning Subcommittee must leave his post as a result of this term limitation. Rep. McKeon is seeking a seat on the Appropriations Committee and, thus, may not even be a member of the Education Committee in the next Congress. (Members of the Appropriations Committee generally may not serve on other committees.) Most of the other Education Subcommittee chairs are in the same boat and may not retain their chairmanships. And, remember, William Goodling has retired and thus the full Education and the Workforce Committee will be in need of a new chairman.



I am going to resist the temptation to speculate on who the new chairs will be and leave that to a future newsletter article when all the dust has settled. One thing that is relatively sure, however, is that the ranking Democrat on the Education and the Workforce Committee will be George Miller of California. Rep. Miller is a fiery, passionate legislator who has previously shown interest in elementary and secondary education issues, but has not had much direct involvement in higher education legislation. The one exception to that prior statement is on the issue of teacher training. Rep. Miller (no relation, by the way), has been a critic of teacher education programs and standards. It is expected that he will be a champion of this issue as the 107th Congress considers the Reauthorization of the Elementary/Secondary Education Act.

On the Senate side, things are a bit more predictable, although there are questions at press time as to who will be the majority party. Senator Jim Jeffords (R, VT) and Senator Ted Kennedy (D, MA) will continue to lead the Health, Education, Labor and Pensions (HELP) Committee in the next Congress as either chair or ranking member. Sparking some additional interest is the prospect that the junior Senator from New York, Hillary Clinton, will seek a seat on the HELP Committee.

I hope that the above has at least stirred up your curiosity and interest in the coming year's activities in Washington. I will continue to keep you updated – hopefully with more facts and less speculation – in future editions of the PASFAA Newsletter.



A Big THANKS to PASFAA Sponsors

Submitted by
M. Clarke Paine
Finance & Development
Committee Past Chair

The PASFAA Finance and Development Committee and everyone at PASFAA are grateful to our 2000-2001 sponsors listed below. They support PASFAA's activities and projects, indicated on the chart, with their financial support, enthusiasm and assistance.

<i>Sponsorship Category</i>	<i>Sponsorship Level and Sponsors</i>	<i>Conference Sponsor</i>	<i>Directory Sponsor</i>	<i>Spring Training Sponsor</i>	<i>Hotline Sponsor</i>
Platinum	\$8,000+				
	Fleet Bank	✓	✓	✓	✓
	Key Education Resources	✓	✓	✓	
	Mellon Bank	✓		✓	✓
	PNC Bank	✓	✓	✓	✓
	PHEAA	✓	✓	*	*
Gold	\$6,000 – \$7,999				
	Citibank	✓	✓	✓	
	Educaid, First Union	✓	✓		✓
	National City Bank	✓	✓	✓	
	Sallie Mae	✓	✓		✓
Silver	\$4,000 – \$5,999				
	AllFirst Bank	✓	✓		
Bronze	\$3,000 – \$3,999				
	AMS Education Loan Trust	✓		✓	
	Beneficial Savings Bank	✓	✓	✓	
	Chase Manhattan Bank		✓	✓	
	Sun Trust Bank	✓	✓		
	Wells Fargo	✓	✓		✓
General	M&T Bank	✓	✓		
	Nellie Mae	✓	✓		
	USA Group		✓		

"Sponsorship," as listed above, denotes financial support for PASFAA separate from conference vending.

* In-kind support

Professional Standards & Training Committee Reviewed

Submitted by
Gary Means
President-Elect



The status of the Professional Standards and Training (PS&T) Committee is being reviewed at the next Council meeting in December. Some issues came up at the PASFAA retreat, held in November, that may affect the responsibilities of that committee. Currently the committee is made up of the sector representatives and the President-Elect. They deal with such activities as the High School Counselor Workshops, the YMCA Mentor Program, and other special projects, such as the Retirement Recognition Program and Emerging Leader Award.

PUBLIC TWO-YEAR SECTOR

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

It is with great pleasure that I announce to you two new members on the PASFAA Executive Council: Gary Means, Westmoreland County Community College, who is now President-Elect and Sally Ann McCrea, Harrisburg Area Community College, who is now the Representative at Large. Congratulations and good luck to both of you as you assume your new positions. Our sector will be well represented at PASFAA council. We can now all take your concerns to the Executive Council.

The Two-Year Public Sector meeting held at the annual PASFAA conference took place on Monday morning. There were some new people in the crowd so we started by introducing ourselves and then we welcomed all new members. We had 26 members attend the meeting and the discussion was lively, to say the least. We discussed the following topics: Return of Title IV funds, PHEAA state grant, PELL overpayments, and the November meeting specifics. It was recommended to invite Mary Beth Kelly of PHEAA to our November meeting.

Our next meeting is on November 16-17 in Carlisle at the Holiday Inn. The tentative agenda has the following topics: PASFAA Executive Council update, Return of Title IV Funds, Software Issues, State Work-Study, The PA Virtual Community College, Alternative Loans, Plus Loan Advisory Board, OneLINK issues and concerns. Mary Beth Kelly will be our guest speaker on Friday where we plan to address all state grant issues and concerns involving our sector. It should be an informative meeting. I hope that all members can attend.

Remember to volunteer for the Hotline. You can volunteer for the Hotline and work from the convenience of your own home. Volunteers are needed in all areas of the organization, so please get involved. Support YOUR organization.

I encourage all of you to contact me if there are any ideas or concerns that you would like addressed at any future council meetings. Thank you for your support, and for allowing me to serve you in this capacity. I look forward to hearing from you.

SSHE SECTOR

*Submitted by
Jim Zuzack
SSHE Sector
Representative*

Greetings to all! By now the conference held in October in Lancaster seems almost like the distant past. It was an excellent conference with many good informative sessions as well as fun-filled social events. At the conference, we held our SSHE sector meeting. Many topics were discussed including various loan issues, the 'one-stop shop' student services concept, the SSHE refund policy, and others.

Our next meeting will be held in the spring. As always please contact me with any ideas, comments, concerns regarding this upcoming meeting. And, of course, feel free to contact me with any issue you have regarding our sector.

Finally, I would like to officially welcome our colleague at Kutztown back to the front lines. Diane Fegely returned to work in October after a medical leave. We're all glad she continues to do so well with her recovery and it's nice to have her back on the job.

STATE-RELATED SECTOR

*Submitted by
George Gerhart
State-Related
Sector Representative*

I enjoyed meeting so many of you at the annual conference in Lancaster. Our Sector meeting went very well and had some excellent discussion about common interests and concerns. There was a record registration for the conference with a good number of daily commuters.

In my role this year of receiving the Volunteer Forms for the Association, I have not gotten too many from those in our sector. PASFAA needs volunteers to serve on its various committees; and many in our state-related institutions have considerable experience and talent. Please sign up to serve in some way - on the Hotline, at a training event or on the newsletter editorial staff. Those of you in the western part of the state will be needed to help with the conference at Seven Springs next year. Please help when the call goes out.

We on the Executive Council will be quite busy in the next few months determining the long range goals and objectives for PASFAA. In the five years since the last strategic planning effort, the Association has successfully completed a number of initiatives suggested by various members such as additional training opportunities, a two week Hotline, affiliations with and providing assistance to other professional associations such as PASSCAC and PSCA, an improved high school counselors workshop, and a comprehensive and solvent financial plan. We need to hear your suggestions for new or improved programs and services or methods of operating. Please write, call or email me your ideas or concerns.

I trust that you are experiencing a good year and that the flu bug will not visit you during this winter. I'll look forward to seeing you at one or more of our programs when the snow stops flying.

INSTITUTIONAL SUPPORT SERVICES SECTOR

*Submitted by
John Southwood
Institutional Support
Services Sector
Representative*

What an exciting fall PASFAA and PHEAA had. PASFAA recently held its 32nd annual conference in Lancaster which drew a record attendance. Twenty-eight vendors filled Ballrooms A and B offering attendees the opportunity to learn about their products and services and a chance to win lovely prizes. This year vendors contributed in excess of \$90,000 to support PASFAA's 2000-01 projects.

Our PELA members, whose membership is now at 36, contributed five \$1000 scholarships at this year's conference. The winning schools were Bucknell University, Harrisburg Area Community College, Villanova University, Westminster Theological Seminary, and York Technical Institute. PELA plans to offer these scholarships in future years as an expression of their commitment to financial aid in Pennsylvania.

PHEAA rolled out www.pheaamenter.org in September. This online resource offers help to students and their families as they select a college, apply for admission, and plan to finance higher education. PHEAA intends to expand the services available through this website.

PELA President, John McKenna, has been asked to participate in the November PASFAA planning retreat to be held at Hershey Lodge. I hope to share highlights of this retreat in my next report.

INSTITUTIONAL AT-LARGE SECTOR

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

It is so hard to believe that PASFAA 2000 is over and winter is upon us! I want to take this opportunity to introduce myself and encourage anyone who wishes to contact me to do so. I can be reached at 717-780-2336 or at samccrea@hacc.edu.

I am just beginning to settle into my responsibilities as representative to this sector and I know the winter and spring will be busy for all of us, but keep me in mind as things come up and I will do my best to serve you.

BUSINESS, TRADE & TECHNICAL SECTOR

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

Work demands have made it impossible for Rich Dombrowski to continue as the BT&T sector representative. Congratulations and thank you to Sherry Youtz, Thompson Learning Corporation, who has agreed to step into the vacant position. Sherry has been approved by Council to fill this position and will serve in this role until the 2001 conference. BT&T sector members are invited to contact Sherry for issues or concerns that she can take to PASFAA Council.

NURSING SECTOR

*Submitted by
Danell Schoemaker
Nursing Sector
Representative*

Greetings to everyone! I hope your office has begun to settle down now that the first term, semester, trimester, etc. is almost over and the holidays are upon us. As for those of you that are involved with recruiting, I hope you have been able to breathe a sigh of relief from all the travel and talking. I was happy to see those of you who attended the Fall Conference held at the Lancaster Host Resort. It was a great conference with a record number of attendees. We are certainly lucky to have an organization which supports our needs the way PASFAA does. For anyone who was unable to attend and wishes to have any handouts that were collected, please contact me.

Thank you to Joyce Calamia for hosting our Fall Northeast Region/Sector meeting at Abington Hospital School of Nursing. It was great meeting some new people and we missed those of you who could not join us. We would love to hear a report from the group that met in the Western part of the state during the fall. I would be more than willing to share copies of the minutes from our meeting. Please know that anyone who wishes to join any of these meetings may contact me for the appropriate place and time of the next meeting. They are a wonderful means of networking with people who are more than willing to share their knowledge and new ideas.

Exciting plans are being made for the upcoming Spring Training sessions to be held in Pittsburgh and Valley Forge. I am planning to be at both sessions and will be conducting a workshop on the "one person office." I have received numerous requests for a workshop covering the issues being faced by those of us who are a one person show. PLEASE provide me any topic which you would like to see addressed or if you could provide me any unique materials which you use at your office. I am hoping that by attending both the Pittsburgh and Valley Forge Training, we may be able to meet as a larger sector in each area.

Thank you for helping me get through my first year as the Nursing Sector Representative and I look forward to representing you during this year as well. Please feel free to contact me if you need my help in any way.

PRIVATE SECTOR

*Submitted by
Ethel Desmarais
Private Sector
Representative*

Hello everyone! Our private sector meeting was held during the PASFAA conference at the Lancaster Host on October 16, 2000. Despite the early hour, approximately 87 members attended the meeting. Great turnout!

Our guest speakers were Dr. Don Francis, President, and Ms. Mary Young, Director of Government Relations, of the Association of Independent College and Universities in Pennsylvania (AICUP). Don explained that AICUP is a statewide Association that "...serves, promote and enhances private higher education in Pennsylvania." For their over 80 member institutions, the Association provides a unified voice for public policy, a center for higher education research, and a vehicle for fundraising. AICUP has worked primarily with our university and college presidents, but Don and Mary invited a partnership of financial aid officers. They want to hear our concerns and reactions to state and legislative issues that concern financial aid in order to help influence legislation in the best interest of students and families seeking private education in Pennsylvania.

As the Director of Government Relations, Mary Young worked with PASFAA leaders, Bonnie Behm, Bill Burke and Vali Heist, last year to help make significant improvements in the Governor's Program for New Economy Technology Grants. Looking toward 2000-2001, Mary itemized some of AICUP's legislative agenda which includes increasing the Pennsylvania State Grants and matching funds by 10%; increasing the new Economy Technology Grants to \$5,000 per student; and increasing the Higher Education Graduation Initiative from the current level of \$6 million to \$10 million.

During open discussion, the members brought up several issues concerning the Pennsylvania State Grant, including the state grant formula, the distribution of grant funds by sector, and the merits of the trial extension deadline for new applicants this year. I asked for volunteers to form a smaller task group to examine some of our private sector's concerns about the Pennsylvania State Grant program. Several persons indicated a willingness to serve. I am trying to arrange a meeting at the AICUP Harrisburg office in late January, and will be in contact with those that expressed interest. I'll keep you posted.

Another topic in open discussion was whether the private sector should continue in its present state or if we should separate into regional groups. The consensus of the group was that we present a stronger voice as we exist than we could in any other configuration. Sounds good to me!

Finally, I distributed a survey about whether or not to hold an additional private sector meeting this year. About a third of the attendees completed the survey. The results were mixed, and did not provide a mandate. I continue to welcome your input, and hope to continue to hear from you. You may reach me at Ethel.M.Desmarais@widener.edu or by calling 610-499-4660.



FROM THE EDITOR'S DESK

The new PASFAA logo makes its first appearance in the newsletter with this issue. Thanks to the Financial Aid Awareness Committee and PHEAA for designing PASFAA's newest emblem. The PASFAA tagline, "Funding Tomorrow's Dreams," appears in the logo as a reminder of our commitment to help students find resources to meet the costs of higher education. PASFAA continues to strive to be at the forefront of serving the financial aid community so that we may do our jobs better and in turn, serve our students better. To quote Martha Stewart, "It's a good thing."

Joan L. Holleran

Joan L. Holleran

PASFAA Newsletter Editor

PASFAA BULLETIN BOARD



**By
Members**

Congratulations to **Betsy Stiles**, Alvernia College, and husband, Ron, whose new arrival, Peter James, was born on April 30. Baby Peter joins big brothers Samuel Douglas, 4, and Joseph Scott, 3.

Best wishes to **Christina Zeher**, University of Pittsburgh at Bradford, and James Marrone on their September 16 wedding.

Happy retirement to **John McKeown**, Kutztown University, who hung up his financial aid hat on October 5 after 13 years in financial aid. John tells us his wife has a "honey do" list waiting for him.

Wedding bells rang for **Sally Whiteman**, PNC Bank, who married Ken Treadwell on October 28. The new Mr. and Mrs. Treadwell enjoyed a Hawaiian honeymoon.

PASFAA bids a fond farewell to **Vali Heist**, Alvernia College, who will leave financial aid after 18 years to be the Director of Policy, Planning and Institutional Assessment at Alvernia.

And baby makes three! **Elizabeth McCloud**, Elizabethtown College, and husband, Jeff, welcomed their first child, Nathaniel Keene, on September 23.

Dana French, National City Bank, and husband, Jack, became parents of Jordan Alexandra who arrived October 23 at 12:50 am at 7 lbs. 5 oz. and 18 inches long.

Jeffrey Gordon is the new financial aid director at Conemaugh Valley Hospital School of Nursing. Jeff and his wife also celebrated the birth of Kyle Jeffrey on October 11, weighing in at 6 lbs. 11 oz.

Michael Bertonaschi, formerly at Chatham College and most recently with Phillips Financial Aid Services, has joined Nellie Mae as a regional account executive for PA.

Chris Pesotski, Widener University, and his wife, Tricia Lee, are the proud parents of their first child, John William Lee-Pesotski born June 26.

Jennifer Liedtka, formerly at Millersville University, is now the Associate Director of Financial Aid at Lebanon Valley College. Jen also earned an MBA from Lebanon Valley in May.

Condolences to **David Smedley**, Valley Forge Military Academy & College, whose mother passed away in November.

Chip Woodward, formerly at Central Penn College, is the new financial aid director at Berks Technical Institute.

Sherry Youtz, Thompson Learning Corporation, has replaced Rich Dombrowski as the Business, Trade and Technical Sector Representative.

Temple University announces that its Harrisburg campus moved to Strawberry Square in downtown Harrisburg. Phone and fax numbers remain the same.



**About
Members**

A New Look for PASFAA

Submitted by
Bonnie Lee Behm
Past President

As you may have noticed, the PASFAA logo is sporting a new look. Thanks to Keith New and the marketing and public relations staff from PHEAA and input from the Financial Aid Awareness committee, PASFAA has updated its image. The new logo really has two versions: one that incorporates our new tagline, "Funding Tomorrow's Dreams" and one without. Both show a more modern, up-to-date look. Over the year, look for our transition to this new logo.

EASFAA Report

Submitted by
Ruth Cramer
EASFAA Liaison



EASFAA Council met November 5-7, 2000 at the Boston Park Plaza Hotel, site of the 2002 conference. Council voted to survey current members in an effort to assess the value of membership and related services, as well as to ascertain why more people do not join EASFAA or participate in more EASFAA-sponsored activities. Look for a survey within the next several months which will be available at EASFAA's website: www.easfaa.org.

Several EASFAA members, including Bonnie Lee Behm, PASFAA's Past-President, participated in a Public Inquiry Contractor (PIC) conference call in September. They learned that operators on the 1-800-4FED AID lines receive extensive preliminary and ongoing training, testing, and monitoring, undoubtedly more than our own front line staff. As in our own offices, it appears that some callers to the PIC hear what they want to hear, not what they are told. For example, PIC operators are careful to refer families to the FAO's at their schools instead of making blanket statements regarding a college's ability to make professional judgment changes. PIC contact persons were open to additional dialog, and several financial aid administrators who participated in the conference call expressed willingness to assist with future training.

At the federal level, EASFAA members are urged to access, review, and respond to the newest version of the Department of Education's modernization blueprint (sfablueprint.ed.gov). Look for an upcoming Dear Colleague Letter in Q&A format addressing R2T4 issues.

The next EASFAA Council meeting will be held on February 4-6, 2001. Please contact Ruth Cramer, your EASFAA Liaison, with any concerns or issues at (717) 245-1308 or at cramer@dickinson.edu.

PASFAA Conference 2001 Planning Begins

Submitted by
Nan Sninsky
2001 Conference Chair

With the Olympic flame barely extinguished after PASFAA Games 2000, your Conference Committee colleagues are already gearing up for 2001. We all have much to look forward to this fall. After a break of several years, PASFAA returns to Seven Springs Mountain Resort for our usual combination of important work and great fun.

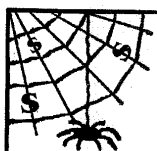
The Seven Springs staff members are enthusiastically planning to host us again. Whether it's your first visit or not, you're sure to find activities of interest. The Alpine Slide, woodland walks, golf, arcade center, exercise room and tennis are just a sample of the "mountains of fun" available. Plus, using the feedback that we have already received, the Committee will be scheduling productive and useful conference sessions. You still have a chance to share your ideas and you may even want to lead a session this year. To volunteer your presentation talents or to make suggestions, please contact any 2001 Conference Committee member (listed below). Thank you!



2001 Conference Committee Members:

Nan Sninsky, Chair	Washington & Jefferson College
Leah Brooks	Allfirst Bank
Betty Casale	Carnegie Mellon University
Sheree Fetcho	Waynesburg College
Cindy Haney	Montgomery County Community College
Lisa Kendi	National City Bank
Sherry Proper	Allegheny College
Matthew Scruggs	Point Park College
Nancy Skobel	California University of PA
Patty Zink	Washington Hospital School of Nursing

nsninsky@washjeff.edu
leah.s.brooks@allfirst.com
casale+@andrew.cmu.edu
sfetcho@waynesburg.edu
chaney@admin.mc3.edu
lkendi@a1usa.net
sproper@admin.alleg.edu
mscruggs@ppc.edu
skobel@cup.edu
nurschol@pulsenet.com



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

Activity Almanac

March 9, 2001
(tentative date)

**Teleconference – "Future Trends of
Higher Education"**

April 2001
April 4
April 11

Spring Training Seminars
Holiday Inn, Monroeville
Hilton, Valley Forge

May 19-23, 2001

EASFAA 2001 Conference, Baltimore, MD

June 11-15, 2001

**Don Raley Institute (New Aid
Administrators), Dickinson College**

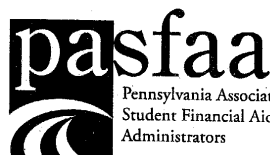
June 13-15, 2001

**Intermediate Summer Institute,
Dickinson College, Carlisle**

July 22-25, 2001

NASFAA 2001 Conference, Nashville, TN

October 21-24, 2001 PASFAA 2001 Conference, Seven Springs



Pennsylvania Association of
Student Financial Aid
Administrators

650 PASFAA Newsletter

**Financial Aid Office
Kutztown University
Kutztown, PA 19530**

