



## President's Greetings

**Kenneth Grugel, PASFAA President**

Dear PASFAA Family:

Here we are half way through 2011 and still waiting to see what will happen for the fall semester. This past spring we saw the PELL Grant go up and down like a rollercoaster, the elimination of ACG and SMART Grants, and a reduction in SEOG's. Year round PELL was in, then out, then in...A very difficult way to run a major industry and try to keep the public informed at the same time. Our Governor threatened to decrease support to our state-owned and state-related universities by 52%. The largest projected educational cut back in the country. Yes, it was a difficult spring to be a

financial aid administrator; and as I previously said, we are only half way through the calendar year!

On a much sunnier note we had a tremendous turn out for our annual Spring Training programs with over 300 in attendance, and positive feedback from our Don Raley Institute. In April, our Presidents received a letter from William J. Taggart, Chief Operating Officer for the U.S. Department of Education, informing them what a vital role we play on campus and encouraged them to supply us with an adequate number of qualified staff. Nice, unsolicited PR. But as I have said, we are only half way through the year.

This fall we will provide the PASFAA membership with our last four day conference for a few years as we move to a new conference and training model in 2012. The conference committee has done an outstanding job to make our stay in Pittsburgh both educational and entertaining, with a few surprises thrown in for fun. But, it's only half way through the year. Let's wait patiently to see what the second half of the year brings.

Enjoy the SUNNY days ahead!  
 Remember - WE ARE FAMILY!

Respectfully submitted,

Ken

## The Calm Before the Storm

**Scott Miller, Director of Federal Relations, AES/PHEAA**

As you will note, this version of my quarterly federal update is a bit shorter than usual. That is because the U.S. Congress has been a bit short on action these days, especially with regard to the student aid programs.

Just to review the bidding:

Congress has completed work on the FY 2011 budget, allowing the Department of Education to finalize the Pell Grant payment schedule, based on a \$5,550 maximum Pell Grant, and provide schools with their Campus Based funding allocations for the 2011-12 academic year.

That leaves Congress with two hurdles to clear before we will know those numbers for the 2012-13 academic year. First, Congress must deal, one way or another, with the impending breach of the government's debt ceiling (i.e., the Treasury Department's borrowing limit). While conventional wisdom was that the debt ceiling would be reached right around now, some fiscal sleight of hand has stretched that date out to August 2nd - coincidentally, just prior to the start of Congress's summer recess. It is very clear that an increase in the debt ceiling must be tied to some serious spending reductions in order to win Congressional approval. It is expected that a package of cuts of more than \$1 trillion over a five or 10 year period will be required to round up the needed votes. Talks to develop this package are being led by Vice President Joe Biden. Almost every aspect of federal spending, with the exception of Social Security, seems to be on the table and subject to reductions. No details, however, have emerged as of yet from these discussions.

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*The Calm Before the Storm... (continued from page 1)*

The second hurdle will be the FY 2012 federal budget (the budget that begins October 1, 2011 and funds student aid for the 2012-13 academic year). There has been some preliminary work on FY 2012, including the passage of a House budget plan drafted by Budget Committee Chairman Paul Ryan (D, WI). This package has gained particular notoriety for its proposal to reengineer Medicare, but also included some serious cuts to the Pell Grant and other student aid programs. However, the real work on setting funding levels for individual programs for FY 2012 is not likely to get underway until the debt ceiling issue is resolved.

Thus, as I indicated above, there is little in the way of concrete information to report.

This lull in Congressional action presents an opportunity for you to remind your Members of Congress and Senators

of the importance of the Pell Grant and other student aid programs, not to mention TRIO and GearUp. We know, for example, that the President's proposal to curtail interest subsidies on Stafford Loans for graduate students is being considered seriously and there is even talk of expanding it to undergraduate students. We also know that the Pell Grant Program is going to face increased pressure as it continues to be plagued by funding shortfalls due to increasing demand. Funding for all these programs will be competing with hundreds of other federal programs and interests for slices of a shrinking federal pie. If we do not make our case to Congress, we risk being perceived as a constituency that can be pushed aside in favor of others who are more vocal - yes, sometimes the squeaky wheel does get the grease.

## Government Relations Committee (GRC)

**Linda M. Anderson, Vice President and Chair, PASFAA**

Looking back at the most recent few months, we all have experienced significant regulatory and legislative changes which will impact us, our colleges and universities, and our students now and in many years to come. The drivers of these changes, at the institutional state and federal levels are: transparency, accountability, and fiscal responsiveness to address budget deficits, to insure that we continue to provide a quality educational experience. It is a continuous reminder of the plethora of changes which financial aid professionals have experienced in the past 4 years, (7 packages of new regulations) and the continuous responsiveness and adaptability required of all financial aid professionals:

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A brief summary of the most significant changes are:

1. The passage of the Department of Defense and Full Year Continuing Appropriations Act 2011 (P.L.112-10) enacted on April 15, 2011:

- a. Funds federal government through the remainder of the fiscal year.
- b. The maximum Pell Grant of \$5550 was preserved.
- c. The crossover regulation was lifted for the Summer 2011 period.
- d. FSEOG was cut by \$20M.
- e. .2% cut to all other ED Programs across the board.
- f. LEAP and Byrd Scholarships were eliminated.
- g. \$25M was cut from the TRIO Programs.
- h. \$20M was cut from the GEAR UP Programs.
- i. \$1.6M was cut from the Jacob Javits Fellowships.

2. Clarification that schools that were scheduled to receive the base guarantee only, should not see a reduction in their 2011-12 CB funding allocations; schools that receive a "fair share" amount may see reductions. Our revised CB funding allocations are expected during the week of May 9.

3. Continued clarification of the Program Integrity Rules of October 29, 2010, Final Rules, regarding distance programs and state authorizations: Recent clarification from The State Higher Education Executive Officers (SHEEO) and the National Center for Higher Education Management Systems (NCHEMS) will produce a compendium of state laws to assist institutions with compliance efforts related to new state authorization regulations, and produce a directory of agencies and individuals responsible for implementing those laws. Also, the Department of Education announced that it will not limit Title IV student eligibility or establish repayment liabilities for distance activities undertaken before July 1 2014, as long as the school is making good faith efforts to meet state authorization requirements. We are appreciative of NASFAA's role in this initiative and SHEEO's efforts to assist us.

4. Continued focus on the implementation of the Gainful Employment rules, and impact on our students, educational programs offered, and colleges and universities.

5. Budget Focus in the state of PA and many of our colleges, as we address Pennsylvania's fiscal budget deficit of \$4B. We are fortunate that PHEAA remains a valued partner of PASFAA and all of its members, understanding the importance of its many programs and especially the PA Grant Program, on enrollment, and persistence to degree completion.

6. Implementation of the new VA Post 9-11 Veteran's Education Assistance Improvements Act. Some of these regulations take effect August 1 and others on October 1, 2011. They impact the formula used to determine the eligible tuition and fee payment benefit calculation, at private schools, capping the maximum at \$17,500. At some schools, this change in formula may impact the student's YR eligibility, depending upon the school's level of Yellow Ribbon commitment.

Looking forward, we will need to concentrate our efforts on the following:

1. The increase of the national debt ceiling and its impact on the continued funding levels for our higher education programs.

2. FY12 Budget proposals from the Administration, the House and the Senate: We will work with our Congressional representatives and others, to provide sufficient educational funding to ensure a sustainable financial position, to strengthen education and the workforce.

3. Continued Advocacy efforts of PASFAA, EASFAA, NASFAA, our legislators, and our students, in support of programs, understanding that compromises will have to occur. NASFAA communicates to schools via the NASFAA Advocate. NASFAA has recently created the Save Student Aid Face book page and the Take Action Page, both of which can be found under the Special Initiatives tab at the top of the page.

4. Student access, affordability, progress to degree completion, and the minimization of overall student debt burden, are critical initiatives and justifications to retain programs which continue to help our students and our schools achieve these objectives.

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*Government Relations Committee... (continued from page 3)*

I am fortunate to have a talented and committed Government Relations Committee. We remain focused on all of these initiatives, and student advocacy. In the coming months, along with several PASFAA members, I am planning to visit The Hill, to ensure PASFAA's continued visibility with our congressional representatives, in support of our financial aid programs and students.

This year will continue to be a challenging one for all of us. I invite you to send me your comments and questions, proposals and ideas.

## Spotlight: Mary Miller Retirement

**Colleen Coudriet, Member, Newsletter Committee**

Although it's been said that "life begins at retirement," this adage certainly cannot apply to PHEAA's Mary Miller, who retired from a dynamic, 33-year financial aid career on April 15, 2011. Those who have known Mary professionally throughout her vocation undoubtedly have also found her personally to be an ally, enthusiast, friend and fun-lover. It's been a wonderful life thus far and here's how it has played out...

Diving into the financial aid world in 1978, Mary accepted a position as Assistant Director of Financial Aid at the University of Pittsburgh where she handled Pell Grant processing and counseled students/parents. In 1979, Mary became Director of Financial Aid at Mt. Aloysius Junior College. There she coordinated all aid resources available to students, was chief-in-charge of financial aid reports, forms and procedures, and also supervised/trained financial aid staff in addition to student workers.

In 1981, Mary began a lengthy tenure at her alma mater, Indiana University of PA, when she became Associate Director of Financial Aid. Her duties were expanded to include: management of the automated financial aid database system, coordination of the financial aid process for the Learning Center, oversight for academic scholarship programs, supervision of office personnel, consultation with students/parents, representation of the financial aid office on university committees.

Slippery Rock University of PA was next to benefit from Mary's expertise, as she joined the college in 1994 in the role of Director of Financial Aid. Along with many of the duties she performed in previous positions, Mary now was responsible for developing a policies and procedures manual, managing the technological advancement of the financial aid office - including hardware/software upgrades and the design/maintenance of the financial aid office homepage, as well as providing statistical analysis and reports showing financial aid trends to aid in recruitment and retention.

AES/PHEAA came calling in 1998, as Mary was hired to manage the Education Services Group. In her ESG position, she championed the services and products of the agency through site visits and training, developed/conducted workshops for financial aid administrators, represented the agency at all regional events regarding student financial aid for postsecondary institutions, participated in local, state, regional, and national meetings and conferences, assisted in the development, design and distribution of

agency marketing materials, worked to evaluate/direct the expansion of the agency's products, and created detailed reports addressing the impact of agency programs/projects toward the agency's goals and objectives.

In 2007, PHEAA elevated Mary to the position of Vice President, Pennsylvania School Services. In this capacity, she was charged with providing oversight for the administration/promotion of goals, objectives, programs, products and services to secondary and postsecondary schools, legislative and community groups. Additionally, she managed the PA School Services Access Partners throughout the Commonwealth, served as an advisor to senior management on issues related to secondary and postsecondary schools, participated in meetings with other state agencies and organizations related to outreach and/or financial aid matters, served as the liaison to the executive leadership of PASFAA, conducted presentations/training at state, regional, and national conferences, created/monitored the annual operating budget for PA School Services, and developed workshops for counselors representing secondary and middle schools, as well as civic and community organizations.

As if all that weren't enough to yield a wonderful life, Mary also participated in countless professional volunteer activities and has been the recipient of numerous awards related to that service. In support of the National Association of Student Financial Aid Administrators (NASFAA), Mary has chaired the Training Committee and worked on the Leadership and Professional Development, Conference and Membership Services committees. She was honored as a member of the Leadership and Professional Development Committee, earning the Committee of the Year Award in 2004. Holding membership in the Eastern Association of Student Financial Aid Administrators (EASFAA), Mary chaired the Electronic Initiatives and Conference committees, and earned accolades in the President's Award and Committee of the Year Award, both in 2004. Here at home, Mary has served PASFAA as president, vice president and treasurer. She has been a member of the Finance and Development, Technology, Federal Relations, Conference and Leadership Development committees. Additionally, Mary has chaired the Conference Committee and the PA Financial Aid Training (PFAT) Program

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*Spotlight: Mary Miller Retirement... (continued from page 4)*

and been the webmaster of PASFAA.org. She also received the PASFAA Distinguished Service Award in 1996.

When asked about her greatest professional accomplishments, Mary indicated that her service in PASFAA produced most of those moments. "I believe I held every (PASFAA) office except for secretary. This provided me with the experience to serve in leadership roles in EASFAA and NASFAA," she noted. "I have so many fond PASFAA memories. The most memorable occurred at the annual PASFAA conference during the year in which I was selected as the recipient of the Distinguished Service Award. I almost didn't attend the dinner to receive this surprise recognition because of an incident on the golf course. Golfers beware: It doesn't matter if you are behind a tree when Vince Racculia is on the course, (as) he can thread a golf ball through anything and manage to hit a body part -- in this instance it was (my) elbow...ouch!"

While Mary holds that particular PASFAA conference in high esteem, her friend and colleague Bill Burke of the University of Scranton mentions this one, "One memory I'll never shake was Mary playing polkas on an accordion at a PASFAA conference." Bill continued, "Gosh, so many great memories with Mary. I met Mary at my first PASFAA conference 30 years ago. She was already active in PASFAA activities. That's how I'll always picture Mary: wholeheartedly involved in all aspects of financial aid -- PASFAA, EASFAA, NASFAA and PHEAA. She wore many hats, all of them perfect fits."

Chris Zuzack of PHEAA, another of Mary's close friends, pointed to this memory, "Mary Miller went all out whenever she chaired the EASFAA conference in Providence, RI in 2004. No detail was too small to attract her attention. She even managed to have one of her staff members dress up in a red lobster costume and walk through the conference attendees! This certainly put a smile on everyone's face and we all had a great time with it." Chris added, "Mary's dedication to financial aid is phenomenal! Never one to shirk away from a commitment, Mary came to a financial aid training program coordination meeting when she was nine months pregnant with her first child. We were all on the ready, in case the baby decided to come early, but Mary went on about her business in getting the meeting's agenda completed. Thank goodness the baby (Marisa) waited until a more opportune time to come forward."

Fellow AES retiree and pal Rachael Lohman shared this, "I met Mary for the first time in 1981 at the PASFAA conference. I knew even meeting her for the first time that there was something special about her. I cannot think of anyone more dedicated to our profession and to helping others be successful. Through the years I especially loved working with Mary as a trainer or presenter. She knows how to keep her audience engaged, to have fun with them, and to teach -- all at the same time."

With so many colleagues expressing their appreciation for Mary's years of service, she is quick to acknowledge the importance of mentors and financial aid associates.

"There are so many that have influenced my professional life. Fred Joseph, Bill Srsic, Jeanne Lynott, Frank Dutkovich, and Vince Racculia all served as mentors. Colleagues who have become life-long friends as well as my trusted advisors include Helen Nunn, Jan Napiltonia, George Walter, Rachael Lohman, and Chris Zuzack," Mary noted. "And, I can't forget my husband Ken. Without him, I would not have been able to accomplish so much throughout my career. I am sure his knowledge of financial aid and higher education is something he hadn't planned as part of the 'I do' of our marriage."

When invited to address her lessons learned in financial aid, Mary replied, "Keep the focus on the students. It is so easy to get mired in regulations, policies, procedures, etc., all of which are important, but secondary to meeting the needs of the students who seek financial aid assistance. Also, find a good balance between your personal and professional life."

Mary offered the following advice for those that are new to financial aid, "This can be an overwhelming profession; however, it constantly changes in such a way to keep the position interesting as well as challenging. Become involved in campus committees and PASFAA, EASFAA, and NASFAA committees. I have met so many people and visited so many places throughout the country because of my involvement in these organizations."

"No one aspires to be a financial aid professional when they 'grow up'. We are in this profession for a reason," Mary pointed out. "We are a dedicated group of individuals who care about people, including staff, students, and families. How lucky I have been to get to know so many of you. Thank you for all of your support over the years, well wishes on my retirement, and all that you do to help students and families."

So, it seems one volume of Mary's wonderful life has been put on the shelf. Without question, there will be more to follow. Akin to George Bailey in Frank Capra's classic film *It's a Wonderful Life*, Mary Miller has touched so many people and truly made a difference. Fortunately, we don't have to imagine what life in the financial aid community would've been like without Mary to appreciate her contributions; we can revisit our memories frequently and strive to carry on in her likeness.



***All in the family: daughters Andrea and Marisa with Mary and husband Ken***  
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*Spotlight: Mary Miller Retirement... (continued from page 5)*



**Helen Nunn, Chris Zuzack, Mary**



**Mary at an ESG Christmas Party**



**Chris Zuzack incognito with Mary**



**Mary giving Zoo Speech at EASFAA**



**Mary and Ken Reeher**

**Mary Miller's résumé at a glance**

*Education and Work Experience*

May 1977	B.S. Elementary Education, Indiana University of PA
July 1978	M.A. Student Personnel Services/Higher Ed, IUP
1978-1979	Assistant Director of FA, University of Pittsburgh
1979-1981	Director of FA, Mount Aloysius Junior College
1981-1994	Associate Director of FA, Indiana University of PA
1994-1998	Director of FA, Slippery Rock University of PA
1998-2007	Manager - Education Services Group, AES/PHEAA
2007-2011	Vice President - PA School Services, PHEAA

*Professional Volunteer Involvement*

NASFAA	Committee Member & Chair - Training Committee Member - Leadership/Professional Development; Conference; Membership Recipient - Committee of the Year (2004) Award
EASFAA	Committee Chair - Electronic Initiatives; Conference Recipient - Committee of the Year (2004) Award Recipient - President's Award (2004)
PASFAA	Committee Member - Conference Committee Member - Finance/Development; Technology; Federal Relations; Conference; Leadership Development Webmaster (1993-2003) Committee Chair - Conference Chair - PA Financial Aid Training (PFAT) Program Officer Roles - President; Vice President; Treasurer Recipient - Distinguished Service Award (1996)

## Spring Training Wrap Up

Jim Zuzack, Chair, Spring Training Committee



The Colorful World of Financial Aid was explored at the PFAT Spring Training held at two locations in April 2011. The many volunteers involved made this one day mini-conference a big success. The first training session was held at the Four Points by Sheraton in Mars, PA on April 5, 2011. A repeat session was held at the Holiday Inn Harrisburg/Hershey on April 12, 2011. It was well attended with approximately 300 participants representing all sectors of PASFAA.

Those in attendance were able to explore topics relevant to their daily operations in breakout sessions such as Pell Grant Processing, Alternative Loan Delivery Systems, Cost of Attendance, Navigating COD, NSLDS Reports as well as others. Two general sessions explored Direct Lending and presented up to the minute updates from the Department of Education (ED), PHEAA State Grant and Special Programs, and PHEAA's PA School Services as well as some notes from the Washington scene.

We did have a scare for the east site training. You may recall that at the time a federal government shutdown was a very real possibility. Had there been a shutdown, our ED trainers for the east site, Annmarie Weisman and Barbara Davis, would not have been permitted to present their information to us. It was not until the Saturday prior to the training date that we learned that the shutdown was averted

and our trainers would be there for us. We had a contingency plan, but luckily we did not have to use it.

There is much work involved in planning and executing such an event as Spring Training. I would like to thank my committee for all their hard work in putting it all together. The Spring Training Committee members were:

- Michael Bertonaschi, Seton Hill University
- Sue Bloom, University of Pittsburgh at Titusville
- Marijo E Elias, King's College
- Tracey L Richards, Montgomery County Community College
- Amanda Scheler, PNC Bank
- Heather N Shalley, Fedloan Servicing
- Christianne M Sukitsch, Gannon University
- Chair: Jim Zuzack, Duquesne University

A big thank you goes to PHEAA for providing laptops and projectors for use at both sites and for the printing of all training materials. In particular, thank you Danielle Fasick of PHEAA's PA School Services for all her help with committee meetings, printed materials, and presentation equipment. Also, thank you to Tracy Peirce and Henry Chance (prior to his retirement), also from PA School Services.

Finally, Spring Training, of course, cannot take place without those who volunteer their time and expertise by presenting the sessions. A very special thank you goes to all the presenters, many of whom presented at both sites, as well as the session moderators.

Thank you again to all the volunteers who made Spring Training possible. We can look forward to another successful training event in 2012.

## PFAT - Don Raley Institute

Colleen Coudriet, Chair, Don Raley Institute Committee

With only weeks until the commencement of the 2011 Don Raley Institute (DRI), the committee is diligently tweaking the instructional modules that will be presented to fledgling financial aid professionals from June 13-16 on the beautiful Dickinson College campus in Carlisle, PA. Seasoned financial aid experts Cathy Poesz of Messiah College, Matt Stokan of Waynesburg University, Jim Theeuwes of Lock Haven University of PA, and Doug Vore of Montgomery County Community College will act as faculty throughout the week. Special guest presenters will include David Racculia of AES, Sandy Schmelz of PHEAA, Deb Woodcock of Lancaster County Career and Technology Center, and Don Raley. Helping to coordinate DRI and providing exceptional production support are Danielle Fasick and Denise Warholc of PHEAA. While the four-day institute will offer intensive didactic situations, there will also be ample opportunities for networking, entertainment, and recreation. For additional details on DRI 2011 and registration information, please visit [http://www.pasfaa.org/docs/toc\\_training.html](http://www.pasfaa.org/docs/toc_training.html) or contact Colleen Coudriet of DuBois Business College, DRI Chair, at [coudrietcf@dbccollege.edu](mailto:coudrietcf@dbccollege.edu) or (814) 371-6920.



## Justin Draeger: The Man behind the Position

Christopher Mowl, Member, Newsletter Committee

I remember the first time I saw Justin Draeger speak. It was via a NASFAA web conference in early 2010. Many of you may have had the same reaction I did when I muttered to myself these exact words: "Wow, he's...young." Several months later in May of 2010, NASFAA would tap this young gun as their new President and CEO.

NASFAA, or the National Association of Financial Aid Administrators, is the largest postsecondary education association with institutional membership in Washington, D.C. They provide an incredible amount of support to both students and financial aid offices in terms of training, lobbying, and performing regulatory analysis at the national level. Amidst the flood of change in our industry, NASFAA has been a strong ally as many navigate through new and wonderful lands, like Direct Loans, the Net Price Calculator, and the regulation of the Private Loan industry. Many of us were fortunate to see NASFAA's Justin Draeger on the last day of the 2010 PASFAA Conference in Lancaster. In his speech he spoke to us about "being an advocate to both students and families." It was a great reminder of why many of us do the job we do, to provide an outstanding service to the students and families we represent. I came away from his speech both inspired and with a desire to learn more about Justin Draeger. On a dreary and rainy Tuesday morning, I had the opportunity to speak to Mr. Draeger by telephone. I could immediately tell how the conversation would go, because when I said "Mr. Draeger, this is Christopher Mowl from PASFAA" his immediate reaction was "Please, call me Justin."

He was born in Toledo, Ohio, coming from a hard working, blue collar family. Turns out Justin Draeger got into financial aid the way many of us did, he fell into the job. Married young and in College, he said "I had two choices: I could be a DJ, or I could work in a financial aid office." From there he worked his way up, serving financial aid as a counselor and eventually a director. He moved on to become a regulatory analyst at a state guarantee agency before ultimately taking a position with NASFAA in 2006. He was selected to serve as NASFAA's President and CEO in May of 2010. In his spare time he enjoys yoga, and is an avid racquetball player. Spare time is a tough commodity though, considering his position. NASFAA maintains its headquarters in Washington D.C.

I asked Draeger if he ever felt intimidated because of his youth while holding such a prominent position. He replied "What some people view as a weakness, you should embrace as strength." He continued by saying "Youth can mean vitality, energy, and excitement." With his time in Washington, I wondered who might be the most prominent member of government he enjoyed meeting the most. True to his blue collar roots, he answered "Honestly Chris, a lot of legends live in D.C., but I enjoy my time with the workers. The Congressional staffers, the people with the Department of ED, financial aid workers. That's where the real relationships



**Justin Draeger and Ken Grugel, PASFAA President at the 2010 PASFAA conference**

are formed."

Many PASFAA members agree that Justin Draeger has been a tremendous supporter of financial aid and will continue this great work and support as President of NASFAA. AES/PHEAA Director of Federal Relations Scott Miller says "Justin has worked for many years advocating for student aid and other programs that help students and parents meet the costs of postsecondary education. I've had the pleasure of working with Justin and have always been impressed by his intellect, his communications skills, and his sincerity. Justin is applying these skills with vigor and dedication in his role as NASFAA President and as an advocate for its members." Mary Ellen Duffy, Past President and Director of Financial Aid at Albright College, says "Justin is a dedicated student aid advocate. He understands not only our struggles, but also those of the students we serve and the government serving them."

In these turbulent times, everything - including education - is subject to the government chopping- block. It is extremely important, if not essential, to have strong and capable supporters such as Justin Draeger and NASFAA. Finally, when asked what Draeger would say if speaking to financial aid staff nationally, he answered quickly: "Two things: First, students need your voice. Financial Aid Administrators have the education, the tools, and the knowledge to speak effectively on the students' behalf. And secondly, thank you, because I'm sure you don't hear it enough."



## 2011 Conference Update

**Kim Adamson, Chair, Conference Committee**

### **2011 PASFAA Conference - Station Square Sheraton, Pittsburgh, PA October 23-26, 2011**

Planning for the Annual PASFAA Conference is well underway. We are looking forward to seeing you at this educational, fabulous and fun "A Family PASFAA".

On Monday night interested participants will be treated to a complementary PASFAA Family River Cruise. It is an alternative to Dinner on your Own and you will be asked to sign up for the cruise as part of your registration. First timer commuters will be invited to be our guest for the event. And don't forget that we will also be offering a conference buddy to any first timer who would like one.

We have selected Ronald McDonald House as our charity and will have the charity walk and raffles as our fund raisers. There will be a special Chinese Auction on the PASFAA Family River Cruise to also support our fund raising endeavors.

We need you to assist in offering the very best session schedule possible. Please volunteer in our next Call for Sessions. We need your help to provide a variety of levels of training on various subjects. Outside experts, including representatives from the Department of Education will enhance our session offerings.

Debra Cross will be presenting a session on professional deportment. Her enthusiasm and knowledge will point us in the right direction with regard to professionalism – in appearance and manner – at our institutions.

We will have the honor and pleasure of seeing Megan McClean, NASFAA's Managing Director of Policy and Advocacy, the EASFAA President- Elect, Rich Heath, as well as our PASFAA favorites, Greg Martin and Scott Miller. We are working with several more interesting and influential members of our profession in hope that they are able to join us.

You will not want to miss our Key Note Speaker, Mary Jane Saras, Vice President of Leadership Development at Creative Energy Options. She has agreed to host a session, which you will find helpful in navigating the culture of the "office family". She has donated a book on her topic to PASFAA that will be raffled to a lucky attendee.

Stay tuned for more breaking news in the next issue of the PASFAA Post and via blast emails!



## NASFAA Leadership Conference

**Linda Anderson, Vice President, PASFAA**

**Heidi Hunter-Goldsworthy, President Elect, PASFAA**

### **NASFAA LEADERSHIP CONFERENCE**

**March 6 – 8, 2011 Washington, DC**

Both Linda Anderson, Vice President and Heidi Hunter-Goldsworthy, President-Elect attended NASFAA Leadership training this year. The conference is designed to provide newly-elected State and Regional Association leadership with the tools needed to effectively govern their associations. Topics of discussion included defining the association, effective communication, financial management, outreach, student advocacy initiatives, long range strategic planning and team building.

Much discussion occurred on the waning financial support of business partners, lower levels of volunteerism by members and the rapidly changing industry that we represent.

We felt that PASFAA is in a very strong position for the future based on these discussions.

We also had the opportunity to visit the NASFAA Office and its staff. NASFAA's staff, with the leadership of Justin Draegger, NASFAA President, is very focused on the continued growth of all regional associations in concert with

NASFAA. Its focus is to enable a strengthened organizational infrastructure, to support Student Advocacy Initiatives.

The Conference was capped off with a Policy, Advocacy and Legislative Update provided by both NASFAA staff and FSA leaders such as Jeff Baker.

Our second day was dedicated to Capitol Hill Visits. Linda, Heidi and Scott Miller visited two Pennsylvania Legislative Offices of Congressmen Todd Platts and Charles Dent. Both visits focused on the major Pell changes proposed by HR1. Linda and Heidi presented data collected from PA Schools concerning the impact of these changes and written student testimonials on the personal impact of funding losses.

We would like to thank Executive Council for the opportunity to attend and recommend that other Council members take advantage of this opportunity in the future.

We highly recommend that other Executive Council Members, as authorized by the PASFAA President, participate in this important and extremely relevant Leadership Training Initiative, to further advance the Leadership Initiatives of PASFAA.

*[continued on page 10](#)*

*NASFAA Leadership Conference... (continued from page 9)*

***Megan McClean, NASFAA Managing Director of Policy and Federal Relations, and Heidi Hunter at the NASFAA Office***



***Justin Draeger, NASFAA President, and Linda Anderson***



***Heidi Hunter, Linda Anderson, Dr. Laurie Wolf, NASFAA Chair***

## **Real Life Heroes Sow Magic Seeds**

**Mary Jo Phillips, Member, Newsletter Committee**

Don't spend your money on the latest Harry Potter flick! For your summer enjoyment, here's a little tale about heroes, financial aid and magic seeds.

Once upon a time, in the Commonwealth of Pennsylvania, there lived a University called Kutztown. The University could do many wonderful things, but it needed a constant supply of young adult minds to do even better things. Many of the young minds the University was interested in dwelt in the surrounding towns and villages and attended the local schools. Some of the minds had only one parent at home, some had different backgrounds and ethnicities than the other minds who lived at the University, some lived in scary neighborhoods, and many had financial limitations; but for whatever reasons, many of these young minds believed that they could never enter kingdoms known as universities.

In the University, there lived a Financial Aid Office where the financial aid heroes of our tale were busy all day long sowing and reaping data. While they worked, they dreamed. They dreamed of planting seeds in young minds through early intervention. "If you plant the seed early enough, you might make a difference along the way," was their credo.

Since they lived in a world of research, the financial aid folks had lots of evidence\* that breaking the spell of discouragement would be the first step to unlocking the keys of the kingdom of college for the young minds.

*continued on page 11*



*Real Life Heroes Sow Magic Seeds... (continued from page 10)*

In the book of knowledge (known as research), it showed that college enrollment decisions, access to college, and success in college are all tied to aspirations, support, and academic preparation. Statistically, students of color, students from low-income families, and students whose parents don't have college experience are less likely to attend, persist, and to graduate from college because they lack these key foundations. The grim reality is that students like these, without the appropriate math and reading skills by eighth grade, are unlikely candidates for college.

The difference between a disadvantaged student succeeding in college or not can be as simple as the intervention of one person - a mentor or a role model, the book of knowledge says. Similarly, the difference between parents and their students believing that college is financially impossible and believing that college is an option is often simply learning of the existence of financial aid.

Preliminary research also suggests that participation in an early intervention program can help ameliorate disadvantaged students' ability to attend college.

Knowing all this helped our heroes determine that fifth grade was a good age to start an early awareness program. At that age, students are not too young to absorb the concept of college, and at the same time, negative messages are not so ingrained.

One of the former staff members in the Financial Aid Office at KU suggested that they "adopt" a local school where young minds studied, to grow research into reality. The suggestion took root, and Lauer's Park Elementary School in nearby Reading was duly selected for adoption. The F.A. staffers reasoning was thus: K.U. already had a connection with Lauer's Park - they formerly sent student teachers there. Under the principal's dedication, Lauer's Park Elementary School was an oasis in a neighborhood filled with crime and violence. Many of the children at the school had never ventured outside of their own neighborhood, and therefore had limited knowledge of opportunities beyond that neighborhood. If you plant the seed early enough...

Luckily, F.A. staffer Joan Holleran was a teacher in a previous kingdom. Already familiar with planting seeds, Joan was chosen to work a little magic. She was to create a spellbinding plan to promote the possibility of higher education for families who, without intervention, would most likely not consider going to college as an option.

Joan dug through mountains of literature on early awareness programs for children and ended up creating both a student and a parent program from a compilation of materials that continues to evolve today... "Nothing was exactly what I wanted to do, but putting bits and pieces together gave us a good start," Joan said. "I focused on career exploration, education, and finances." Joan's eventual program design was for an academic year-long series of hands-on workshops to be presented to the fifth-graders by Financial Aid Office staff members. Hour-long activities

*continued on page 12*



*Learning about plant and animal species under the microscope in the biology lab during the campus visit to Kutztown University in 2008-09*



*The 2009-10 group in front of the Golden Bear statue in KU's South Dining Hall*



*Dynasty and Genesis write how they will make college a reality for them, during the 2010-11 group's visit to the KU campus for the closing program*



*Real Life Heroes Sow Magic Seeds... (continued from page 11)*



**Kutztown University's mascot, Avalanche, greets (left to right) Amir, Daylon, and Luis when the Lauer's Park students and parents arrived at Kutztown University for a campus visit in December 2010**



**Stefan explains how to build a paper airplane to his mother in an exercise that illustrates how with more information, time, and experience you can be better prepared to go to college**



**Jonathan and his mother holding her certificate of appreciation with a seal showing perfect attendance for the parent sessions**

and meetings were also to be scheduled from September to May for parents. The "College Can Be a Reality" program would include two field trips to the KU campus, and a visit to a cultural event on campus. Handouts, workbooks, audiovisuals, and other materials were carefully chosen or prepared for fifth grade minds. F.A. team members also made available written materials in Spanish for parents with language barriers. Certificates of completion were readied to be given to students and parents at the end of the program.

"The major goal of the program is for the students to go on to some form of higher education...to the form of higher education that will best prepare them for the world of work." Joan says.

"To get there, we have to plant, nurture, and grow the seeds of self-esteem, communication skills, high academic standards, strong work ethics, motivation to stay in school, and positive attitudes about their ability to enter college."

With the blessing of the former director of Financial Aid, Anita Faust, and KU's upper level administration; along with the support of Lauer's Park Elementary School principal Gordon Hoodak and his fifth grade teachers and guidance counselor, the next task was to choose participants. Lauer's Park's guidance counselor and teachers selected about 30 students who they believed had the potential to succeed in college to participate in the program.

The program year starts in early September with a mandatory joint student/parent session to introduce the program and confirm the parents' commitment to participate. It includes a popular paper airplane exercise that serves as an analogy to illustrate how having time, information, and experience can lead to successfully preparing for college.

The student component begins in September with a discussion of "Who Am I?" October's journey is "An Adventure in Learning." In November, students learn "How to Get There From Here," and in December, they come to the Kutztown University campus with their parents for a full day of hands-on experiences. January's lesson is "Matching Your Career to You," and in February, the students figure out "How Can College Help Me?" In March, students learn that "The Right College is Out There and It's Affordable Too!" And in early April, they discover that "If It's a Career, It's Here." The program concludes in late April with the students' and parents' final visit to KU for a grand finale and awards presentation.

The parents' start their sessions in October learning that "Education is the Pathway to Opportunity." In November, they examine "The Cost of College and How to Pay for It." In December, parents join their students for a day long visit to the KU campus. The January session looks at how "College Admission is not a Lottery and How Parent Involvement Influences Enrollment." February follows with "Charting a Challenging High School Experience" and the March session is a review of the whole year with a spirited competition called "20 Questions."

*continued on page 13*



*Real Life Heroes Sow Magic Seeds... (continued from page 12)*

And the rest, as they say, is history. "Thanks to the commitment of the Financial Aid Office staff and the continued support from the KU administration and the elementary school principal," Joan adds. The magical community outreach program just wrapped up its sixth successful year with approximately 175 students having gone through the program since its inception. "We have several parents who have had a couple of their children in the program over the years. That tells us it's worth it," Joan explains. "All parents want their kids to have it better than they did. We show the parents and the students...that college can be a reality for any child who is prepared."

Joan's fellow magician gardeners are Financial Aid staffers Claudia DeLong, Maggie Monet, and Lisa Schroeder, who as a team present the program to students and parents, and also assist in evaluating it annually and revamping it when necessary. Financial Aid Director Bernard McCree is a staunch supporter, and funding for the program has been incorporated into KU's annual budget.

"We didn't have the time to do this, and we have even less now, but we've made (the program) a part of our office's workload," Joan explains. "Those of us doing the program hands-on have seen the change it makes in the student and parents over the course of a year's time. We're (all) committed to it."

"I think we better serve our underrepresented populations on campus having been a part of this program," Joan concludes. "When you work with students and their parents as intimately as we have in this program, you have an understanding of where they came from and what challenges they brought to school with them."

In the real, non-fairy tale world, the Financial Aid Office would maintain a connection to the students as they move on to higher education, Joan says, but adds that this goal has yet to be reached, due to limited human and financial resources.

The happy ending is that the seeds so carefully planted are flourishing as the young minds are moving through middle school to high school. And since the magical gardeners at KU have developed such expertise with seedlings, they hope that other gardeners in other kingdoms will want to grow those seeds as well.

*\*Editor's note*

*While we have presented this as somewhat of a fairy tale, the Kutztown University "College Can Be a Reality" program design is actually based on solid research from respected authorities. All copyrighted materials are used with permission. Joan Holleran is currently an Associate Director of Financial Aid at Kutztown University.*

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## Balancing the Budget and Reaching Out to the “Family”

Joan Holleran, Chair, Finance and Development Committee

In his role as the current PASFAA President, Ken Grugel adopted a theme of family for his year in office. The Finance & Development Committee can certainly relate to that concept as F&D responsibilities are to balance the PASFAA “family” budget, manage the “family’s” investments, and solicit support from our extended PASFAA family of business partners.

Spring is typically a busy time for F&D and this year proved no exception. F&D met in early March with Jennifer Buehler of Wells Fargo Advisors to review the status of the association’s investments. She advised repositioning some bond holdings to short term floating rate funds and to add dividend yielding stocks to PASFAA’s relatively conservative portfolio. Jennifer presented her recommendations to Council when she attended that meeting as well and Council subsequently approved her recommendations.

Late May, F&D convened again to work on the annual budget for 2011-12 in preparation for submission to Council at its June meeting. Thanks to recovering investments, the cautious spending this past year of our varied committees and the return of generous support from current and new business partners, we were able to deliver a balanced budget to Council for their review and approval.

F&D also experienced a change in our committee family when committee member, Mary Miller, retired in April. Mary’s retirement created a vacancy on the committee which we were able to fill when Council approved Dan Wray for the open slot. We thank Mary for her loyal service to PASFAA, to F&D, and to the financial aid profession in a career that spanned more than 30 years.

The business partner link of the PASFAA website continues to be available for prospective and returning business partners to make their selections from the new package and a la carte options. Ben Brudnock, F&D Chair Designee, is responsible for the solicitation process this year and has been contacting current and new business partners inviting them to review all that the extended package plans offer. We are especially pleased that some of our former business partners are committing to support that will bring them back to the PASFAA “family.” We are grateful to the support that our business partners provide in helping to fund PASFAA’s professional development training, advocacy for higher education, and educating the public on the financial aid process.

Thanks to the 2010-11 PASFAA business partners listed below:

AidCalc	iHELP
Citibank	Nelnet
Citizens Bank	Overture Technologies
Discover Student Loans	PHEAA
Edfinancial Services	PNC Bank Education Lending

Sallie Mae
StudentAid.com
SunTrust Education Loans
USA Funds
Wells Fargo Education Finance Services



**Balancing the budget at March 25th meeting**

## PASFAA Council in a Minute

Carolyn A. Julian, PASFAA Secretary

Greetings PASFAA membership. Welcome to the new PASFAA Council in a Minute. This column will give highlights of Executive Council minutes; and the entire PASFAA Executive Council minutes can be viewed at PASFAA.org.

Our last meeting at PHEAA proved to be somewhat challenging. Early in the morning on

April 18th a break in the main water supply for the city of Harrisburg occurred and most of the city, including PHEAA, was closed or would be closing by 10 am - our meeting time. Council forged ahead with limited amenities, actually none, and managed to address most of the agenda before we

needed to leave at 11:30. The most important agenda item was a surprise baby shower for Melissa Wisniewski. Congratulations to Mr. & Mrs. Wisniewski, the Stork will be delivering a baby boy in the very near future.

Highlights of the meeting included updates by Linda Anderson, Vice President and Chair of Government Relations Committee. Linda and Heidi Hunter Goldsworthy

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***PASFAA Council in a Minute... (continued from page 14)***

attended the NASFAA Conference in Washington, D.C. on March 6-8, 2011. While there, along with Scott Miller, they visited congressmen Todd Platts and Charles Dents.

Kim Adamson, Chair of the 2011 PASFAA Conference gave updates on the committee's progress and the charity for this year is Ronald McDonald House. Mark your calendar for October 23rd-26th, 2011 at Sheraton Station Square, Pittsburgh, PA.

Keri Neidig, PASFAA Post Editor, reminds us the next issue will run early June 2011 and articles are due by Friday, May 16, 2011.

Gary Means, Chair of PFAT, reported Spring Training held in the east and west was very successful. Jim Zuzack, Chair of Spring Training reported 143 attendees in the west and 151 for the east. Jim and his committee deserve a round of applause for a job well done.

Joan Holleran, Chair of Finance and Development reported the committee is fine tuning the PASFAA budget for next year. Jennifer Buehler, Wells Fargo Advisors, stopped by to give Council an update on our investments.

David Pearlman, Chair of Financial Aid Awareness reported all the college fairs were a success and "PASFAA on the phone" will be revisited for continuation this next year. The Education Office of the Mayor of Philadelphia is reaching out to PASFAA for more partnership opportunities.

Brian Blackburn, Chair of Technology and Electronic Initiatives, is busy researching companies to scan our historical photos. Heidi Hunter-Goldsworthy has asked the committee to research and make recommendations to hold at least one Council Meeting electronically.

Ken Shutter, Institutional Support Services; Melissa Wisniewski, Two-Year Sector Rep; and Dorothy Body, PASSHE Sector Rep gave highlights of their respective meetings with updates on 2011 Conference, Net Price Calculator, ESL Course Work, Making Work Pay Credit, Special Programs and discussion on the current economic times, the uncertainty of proposed changes and how we, as aid professionals, will deal with the most challenging award year.

Greg Gearhart, EASFAA State Representative, reminded everyone the 2011 EASFAA conference will be held May 15-18, 2011 at the Sheraton Society Hill Hotel in Philadelphia, PA. Our Emerging Leader is Cheryl DePaolis; DFA at Pittsburgh Theological Seminary has agreed to represent PASFAA at the EASFAA conference.

I hope you have enjoyed PASFAA Council in a Minute and remember to visit the PASFAA website for a full reading of the PASFAA Council minutes. Until the next issue of the PASFAA Post, have a great summer.

## Financial Aid Awareness Update

### **David Pearlman, Chair, Financial Aid Awareness Committee**

The Northeast and Mainline Regional College Fairs were a resounding success because of the following volunteers. Volunteering for the Northeast Regional College Fair held at the Woodlands Inn & Resort in Wilkes-Barre on April 11 was:

Mary Kosin  
Ann Gallagher  
Ellen McGuire  
Joe Alaimo  
Cathy Caffrey  
Rich Yazinski



***Assisting students during the morning session of the Northeast College Fair Mary Kosin, Luzerne County Community College (center) Ann Gallagher (University of Scranton) standing next to Mary and Ellen McGuire (Commonwealth Medical College) on the far right.***

Volunteering for the Mainline Regional College Fair held at Villanova University on April 12 was:

Marykay Klara  
Drisana Garlington-Rodriguez

Many thanks to all of the volunteers who helped during the 2010/11 college fair season. We will start all over again in the fall. Please watch for opportunities to volunteer and consider volunteering for the rewarding experience of sharing your knowledge with students exploring post-secondary educational opportunities.



***Cathy Caffrey and Rich Yazinski help out during the evening session***

## State Related Sector Report

### Joni Trovato, Sector Representative

This has been another exciting and trying year to say the least, but we have made it through. No matter what rules and regulations are thrown at us we know we will do everything we can to help our students and advocate in their best interest. Financial Aid can be a thankless job, but remember it is a noble profession and you all do it so well! Treat yourself this summer by relaxing on a nice vacation!



The State-Related Sector Representative position is up for election this year. PASFAA members can nominate themselves

or a colleague. If you wish to nominate a colleague, please talk with that person beforehand in order to get their approval to be nominated. Then complete the Board Nomination Form ([http://pasfaa.org/docs/toc\\_onlineforms.html](http://pasfaa.org/docs/toc_onlineforms.html)) and submit it to Mary Ellen Duffy at [duffy@ALB.EDU](mailto:duffy@ALB.EDU). Get involved and see everything that PASFAA has to offer!!

Our next council meeting is June 6th so if you have any questions, concerns or ideas, please contact me at (814)269-7198 or at [jtrovato@pitt.edu](mailto:jtrovato@pitt.edu).

## Private Sector Report

### Matt Stokan, Sector Representative

For most people, summer means warm weather, swimming pools, speedos, bikinis, vacations, barbecues, libations, fun and relaxation. Unfortunately, in the financial aid world, it means packaging, loans, phone calls, emails, texts, questions and more than a few complaints. If I had a nickel for every "Is that all there is?" I guarantee that I would have enough money to fund everyone! Better yet, if I had a nickel for every "You're not off for the summer too?" I would have retired long ago!

In spite of this, I hope everyone has a nice, safe and uneventful summer. More importantly, I hope that you have the chance

to take some time for yourself, to relax, laugh, enjoy and re-energize yourself! Before you know it, the PASFAA Conference will be upon us. Speaking of which, while you are lounging poolside, I would ask that you give serious consideration to becoming the PASFAA Private Sector Representative. Both the pay and requirements are minimal, but the rewards are invaluable! If you are interested, please contact me as soon as possible at [mstokan@waynesburg.edu](mailto:mstokan@waynesburg.edu).

Have a great summer!

## Two Year Sector Report

### Melissa Wisniewski, Sector Representative

It was great to see so many of you at our Spring meeting in March. We had great discussion on so many hot topics.

On Thursday we meet with staff from PHEAA and received relevant updates and announcements. We meet with Lauren Swett from FedLoan Servicing to review some default prevention options that are available to our sector.

Greg Martin was able to join us on Friday to answer many questions. We discussed Net Price Calculator regulations,

making work pay credit, ESL course work, year round Pell and many other topics.

Don't forget about upcoming training opportunities. Registration for Don Raley institute is now available. The training is being held June 13-16 at Dickinson College in Carlisle PA. Also mark your calendar for the Fall conference in Station Square, October 23-26, 2011. I hope you all have a wonderful summer...see you in the Fall.

## PASSHE Sector Report

### Dorothy Body, Sector Representative

The PASSHE Sector held its annual spring meeting April 28 and 29, 2011 at the Ramada Inn Conference Center at State College. As usual, we had much to discuss. Representatives from the Chancellor's Office, Lois Johnson and Georgia Prell, provided updates from the State System Office. Information as it was known at the time was shared

regarding the budget outlook. This was of immediate concern since tuition adjustments are contingent on the State budget. Other discussion items included revised System policies, the shared approach of addressing set up for the Net Price

*continued on page 17*



### *PASSHE Sector Report... (continued from page 16)*

Calculator, financial aid data and reporting concerns, and the recent update to the PASSHE website. A follow up discussion on the latest regarding Distance Education was another hot topic.

Our group had independent discussion that covered a range of topics which included private loans, gainful employment, and the Yellow Ribbon program. Chris Zuzak joined us to share the latest information from PHEAA which included the welcome news of the revised State Grant estimates (which turned out to be better than previously estimated).

The PASSHE sector would also like to recognize Ms. Judith (Judy) Viveralli, associate director for financial aid at Edinboro University of PA. Judy retired after twenty-five years of service. Her contributions were many and we will miss her.

We still have the unfinished business of selecting a new sector representative for the upcoming year. As dedicated financial aid professionals, someone will be in place to serve our sector and our state association.

## ISS Sector Report

### Ken Shutter, Sector Representative

Greetings ISS Sector! We have been busily preparing for the upcoming October conference and have attended and supported this years' Spring Training as strongly as ever. Thanks to all ISS Sector folks who volunteered to help make Spring Training a big success!

If you are providing your time and talent to the association please make sure you fill out a volunteer form. You can find the form at [PASFAA.org](http://PASFAA.org).

Remember, PASFAA needs you and is searching for your professional volunteerism. Let's keep our associate strong!! Get involved!

It has been my pleasure to serve as the Institutional Support Services Sector Representative these past few years. Participating as part of PASFAA Council has been truly rewarding. I am proud to have been part of such a unique Association and will always look back upon my time as Sector Representative fondly. I would like to extend my thanks to all the members of PASFAA Council **and to all of**

**you** for providing the support and guidance necessary to keep our Association strong and vibrant.

My last Council meeting will be at the annual conference in Pittsburgh, October 2011.

We are looking forward to welcoming the new ISS Sector Representative at the Pittsburgh conference.

The rewards of being part of such a robust and well respected Association by serving as your Sector Representative are unparalleled.

It has been my honor to serve this Sector and I know PASFAA will remain strong and continue to provide the very best support to the Pennsylvania student financial aid community in the future.

If you have any issues you would like brought to the attention of PASFAA Council, please do not hesitate to contact me directly at 717-720-3551.

Have a fantastic summer...see you in Pittsburgh!

## Nursing Sector Report

### Patty Zink, Sector Representative

Hello to everyone! Summer is finally here and we are all busy wrapping up 2010-2011 and preparing for the upcoming 2011-12 award year. We are also getting ready to implement new regulations that go into effect July 1st! The nursing sector in the Western side of the state met on April 27th and discussed issues such as gainful employment, new program integrity rules, transition from FAS to EDEExpress and EDConnect and also had an update from Julie Salem,

our Regional Manager from PHEAA. I hope to have a meeting in the East in the near future.

I hope everyone has an enjoyable summer! Mark your calendars for the PASFAA Conference to be held October 23-26 at the Pittsburgh Sheraton – Station Square. If you have any issues, concerns or news that you would like to share with the rest of the sector, please feel free to contact me at [pzink@washingtonhospital.org](mailto:pzink@washingtonhospital.org) or 724-223-3167.



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## PASFAA Bulletin Board

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### ***Job Changes/Promotions – Congratulations to all!***

**Mary Miller**, has retired from PHEAA after more than 33 years of working in the financial aid industry, thirteen of which had been at PHEAA. We hope you enjoy Mary's spotlight found in this Summer 2011 Post!

Congratulations to **Greg Gearhart** of Messiah College - January 6th marked his 25th anniversary working in the Messiah Financial Aid Office.

Congratulations to **Pam Burns** of Sallie Mae on the recent celebration of her 20th year at the company.

**Dan Wray** has accepted a position with the PHEAA PA School Services organization, Southwest Central Region.

### ***Births***

While the eagle eye of the PASFAA Post is sometimes closed, we take the opportunity to congratulate new grandfather, **Dan Wray** on the not-so-recent births of two grandchildren. James Craig Wray was born to Captain and Mrs. Robert Wray of Manassas, Virginia May 2009. Isaac Lee Gadley was born to Mr. and Mrs. Eric Gadley of Claysburg, PA May 2010

### ***Obituaries***

It is with deep sadness that we report the passing of Jimmie McCree of Virginia Beach, VA. Jimmie, father of **Bernard McCree**, Kutztown University, passed away on April 29, 2011. His memorial service was held May 13, 2011 in Norfolk, VA.

### ***Events***

17 FAA's from Philadelphia University, Montgomery County Community College, Drexel University, Arcadia University and Immaculata University attended the 1st of the new **Philadelphia Area Aid Administrators** Happy Hour on April 15th. A 2nd Happy Hour is being planned this summer.