

PASFAA

NEWSLETTER

PENNSYLVANIA ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS

VOLUME XVIII

AUGUST 1985

NUMBER 5

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SPECIAL PRE-CONFERENCE/ ELECTION EDITION

FROM THE PRESIDENT:

Dear PASFAA Members:

I am pleased to comment on this special pre-conference/election edition of our Newsletter.

Please carefully consider our slate of candidates and participate in the election process in Pittsburgh. Thanks to all who nominated candidates and to those who were willing to be considered.

I was pleased to note our strong PASFAA support for the visits to members of Congress during the NASFAA Conference. Gordy Bateman fortified us with well-prepared and organized materials he distributed prior to our visit.

In this issue you will find a summary of the training activities sponsored by the Pennsylvania Aid Administrators Training Program (PAATP) during 1984-85. If you wish to be considered for future faculty or committee vacancies, you are invited to forward a letter of interest. Those interested in learning more about training activities are invited to an information meeting to be held at the 1985 conference.

If your temperature hasn't already escalated after receiving the July 26th NPRM on verification proposals, this edition's article should get a reaction. I encourage you to forward your comments to Fred Sellers at the Department of Education by the deadline.

Mary Miller and her conference planning committee are working very hard on our behalf to complete details on the 1985 conference. Registration materials should be in your hands and we encourage prompt response. See you in Pittsburgh!

Respectfully,



Barry McCarty, President

ELECTION SLATE SET

by Art Switzer, Villanova University

The slate of candidates has been set for the upcoming PASFAA election. More than 126 valid nominations were received and tallied by the nomination and election committee on Tuesday, July 23.

<u>POSITION</u>	<u>NAME TITLE INSTITUTION</u>	<u>POSITION</u>	<u>NAME TITLE INSTITUTION</u>
President Elect	William A. Irwin Director of Financial Aid Lock Haven University	Private 4-Year	Vali G. Heist Financial Aid Officer Alvernia College
	Richard McCracken Director of Financial Aid Community College of Philadelphia		Patricia Loughran Director of Financial Aid St. Francis College
Treasurer	Rachel Lohman Director of Financial Aid Wilkes College		John A. Pergolin Director of Financial Aid St. Joseph's College
Council: Public 2-Year	Betty L. Davis Director of Financial Aid Community College of Allegheny County--South	State-Related	John Morris Director of Financial Aid Temple University
	Nancy Y. Meyer Assistant Director of F.A. Bucks County Community College	State-Owned	Kenneth Brandt Director of Financial Aid Edinboro University
Private 2-Year	Lucretia Hill Coordinator of Financial Aid Keystone Junior College		Thomas Lyons Director of Financial Aid Bloomsburg University
Nursing	Rosemary Sweeny Administrative Assistant Lankenau Hospital School of Nursing	Proprietary	Frederick E. Wilson Director of Student Services Gordon Phillips School of Beauty Culture

According to PASFAA Constitution and By-Laws, only active members may nominate and vote. For sector representatives (council), nominations and votes must come from active members within that specific sector.

Voting will take place during the 1985 Conference. The double envelope system of balloting will be used. Ballots will be color-coded by sector and placed in the Conference packets of all active members. A ballot box will be placed at the registration desk.

Candidates have been requested to supply a resume which will be posted on a bulletin board at the Conference registration desk for review by the membership. The candidates will also be introduced at the first business session. The nomination and election committee will meet prior to the final business meeting to count the ballots so the new officers and council persons can be announced in that session.

PAATP TRAINING REACHES MANY

Faculty and committees sought

by PAATP Planning and
Program Development Committee

1984-85 was truly an outstanding year for financial aid training in Pennsylvania. The Pennsylvania Aid Administrators Training Program (PAATP) mounted fourteen different Training Programs reaching approximately 5400 participants. Forty seven financial aid professionals from throughout the Commonwealth plus numerous members of the PHEAA staff in Harrisburg and the indispensable PHEAA Regional Directors went above and beyond their regular job descriptions to make the Training Program possible. The professional financial aid community owes the many people who planned training syllabi, prepared instructional material, arranged meeting sights, conducted training sessions, and analyzed evaluation a large debt of thanks for their efforts.

The 1984-85 PAATP Planning and Program Development Committee consisted of Chairman Art James, William Boyd, Milosh Mamula, Barry McCarty, Don Raley, and Renee Saleh working with two important PHEAA administrators, Barbara Williams and Deborah Guild. The Committee outlined the year's activities, established sub-committees for planning the details of each training program, and appointed faculty members from a list of the individuals who submitted a written notification of interest in serving in the Training Program. This committee will meet again in August to establish broad calendar specifications and submit recommendations to

PHEAA for 1985-86 PAATP activities.

PASFAA members should anticipate the receipt of information regarding three important PAATP matters early in the fall. A training needs assessment survey document will be distributed because a thorough and systematic request for identification of the training needs of Pennsylvania's aid community has not been conducted recently. Therefore, PASFAA members are asked to be thinking about the training needs they perceive for themselves and their financial aid colleagues.

PASFAA members interested in serving or continuing to serve as PAATP committee or faculty members are encouraged to apply for participation. A letter of interest should be sent to:

PHEAA/PAATP
660 Boas Street
Harrisburg, PA 17102-1398

and should include: name, title, institution name and address, education and employment history, teaching and/or training experience, and other related professional activities. Future committee and faculty positions will be filled from the pool of applicants.

(See PAATP, Page 7)

Counterpoint: WHERE SHOULD GSL CUTS BE MADE?

by George Walter, LaSalle University

In light of the recently approved congressional compromise on the FY86 federal budget, and specifically the effect that this budget, if passed, will have on the Guaranteed Student Loan Program, some consideration must be given as to where savings in the GSL program may be realized.

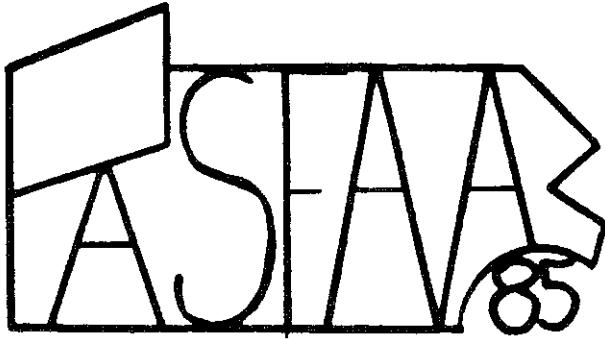
In the May 1985 issue of the PASFAA Newsletter, Juanita Reichel, Student Loan Officer of Marine Bank, submitted an article entitled, 'From the Lender's Perspective...' In that article, Ms. Reichel assesses the GSL program, its importance to students, and the effects that changes to the current regulations may have on the attractiveness of the program to lenders such as her institution.

In assessing the current GSL program, a private and state schools' participation in and reliance on the program is presented. The point is then made that, if the President's original budget proposal were to be enacted, it would, '...not necessarily move students from private to state schools.' In

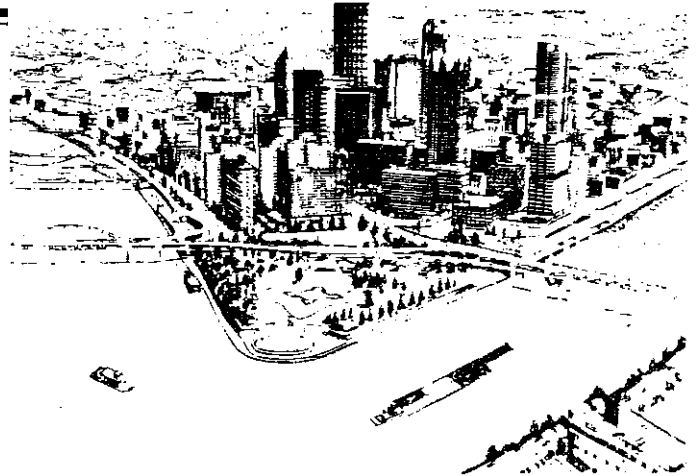
light of the statistics provided by PHEAA regarding the impact that the original budget would have on our institutions' GSL recipients, it would appear that Ms. Reichel's assessment of the probable outcome may be erroneous. Any decrease in financial assistance to students, especially one as drastic as a loss of \$2500 per year is bound to have an effect on an individual's election of a postsecondary educational institution. Furthermore, it is not a safe assumption that Pell and PHEAA eligibility would be affected in a like fashion.

Since it is unfair to attempt to realize the savings in the GSL program by cutting back on the student's ability to borrow, lenders and guaranteeing agencies must be asked to tighten their belts for the sake of the individuals who so desperately need these funds to pursue their education. In addition, schools must step up their efforts to eliminate abuse and ensure that, through prompt communications with the lenders and guarantors, timely repayment by borrowers is accomplished.

CONFERENCE '85 TIME TO REGISTER!



by Mary Andrews Miller, Indiana
University of Pennsylvania



The PASFAA '85 Conference Committee has been working diligently on the PASFAA 17th Annual Conference to be held September 29-October 2, 1985 at the Sheraton Hotel at Station Square. We have organized a fun and exciting Conference starting off with a 9-midnight cruise with a DJ and dancing aboard the *Gateway Riverbelle*.

We also have two exciting keynote speakers who will address our membership on Monday and Tuesday. The first is the Honorable William F. Goodling, a member of the U.S. House Committee on Education and Labor. The second is Kenneth R. Reeher, Executive Director of PHEAA.

The concurrent sessions throughout the conference are diverse, so whether you are a new aid officer, a 'veteran' aid officer, a lender, or other, you should find an interesting session for you.

In addition to PASFAA's own Fun Run, the 'The Great Race' of Pittsburgh will be held on Sunday, September 29, 1985 beginning at 9:00 a.m. The distance is 10K and they are expecting over 10,000 participants this year. The registration deadline is September 11, 1985 and the entrance fee is \$7. If you are interested in participating in 'The Great Race,' please

send your name and address to Rich Esposito, Director of Financial Aid, Pittsburgh Beauty Academy, 415 Smithfield Street, Pittsburgh, PA 15222, or call (412)471-0270 for an application.

For you sports fans, the Pittsburgh Steelers will be playing a home game Monday night against Cincinnati. This game will be televised. For sports and non-sports fans, we will be having a 'Tailgate' party in Mr. C's Lounge in the Sheraton Hotel Monday evening.

We will be selling long sleeve T-shirts with the PASFAA '85 Conference logo at the registration table. These will be sold on a first-come, first-serve basis.

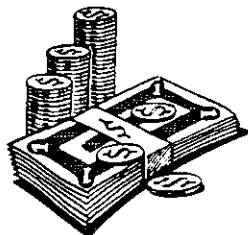
The Conference mailing has taken place, so if you did not receive this mailing, or if you need additional packets, please contact Mary Miller at (412)357-2218 or through terminal TMJ6.

Those of you who attended last year's conference and retained your name tag, please bring it with you to this year's conference.

We hope to see all of you at the 17th Annual Conference!

The Lighter Side...

submitted by Gordon Bateman, Elizabethtown College



FINANCIAL AID FEES

- | | |
|----------------------------------|-------------|
| 1) ANSWERS: | \$1.00 |
| 2) ANSWERS THAT REQUIRE THOUGHT: | \$2.00 |
| 3) CORRECT ANSWERS: | \$3.00 |
| 4) DUMB LOOKS: | STILL FREE! |

EXECUTIVE COUNCIL NOTES

Council last met on June 3 at the PHEAA Board Room, Harrisburg. Council will next meet on Sunday, September 29 at 12:30 p.m., Sheraton Station Square, Pittsburgh, prior to the annual conference.

NASFAA CONFERENCE ATTRACTS RECORD CROWD

by Sheila Angst, Albright College

More than 60 Pennsylvanians joined the 1400 financial aid administrators from around the country at the 11th annual NASFAA Conference in Washington D.C. **July 28-31**. Attendees listened to several legislators and Department of Education officials throughout the four-day meeting and had the opportunity to visit congressmen on Capitol Hill.

Among the keynoters at the J.W. Marriott facility were Senator Robert C. Byrd and Representatives Augustus F. Hawkins and William F. Goodling. All with close ties to education and various committees in Washington, the three urged aid administrators to make their feelings known on federal budget proposals, reauthorization and ED regulations.

A major interest to overflow crowds were a variety of concurrent sessions including Pell Validation and the new verification NPRM. ED officials urged aid administrators, who will be working on stricter Pell Validation for 1985-86, to be certain to comment by the September 24, 1985 deadline on the proposed 1986-87 verification procedures which are similarly based.

MEMBERSHIP INFORMATION

by Sheila Angst, Albright College

Registration materials for the upcoming PASFAA conference include membership and dues information. Those unable to attend the conference may renew membership or join the organization for the 1985-86 year by submitting the materials enclosed.

PASFAA membership directories will be made available as soon as possible after the conference. It is important that each membership form include your correct, complete and clear information since that document will be used to generate the membership listing and directory and newsletter mailings.

This would be a good time to review your entry in the current directory and make any appropriate changes to your entry on the new membership form. It is also a good time to consider joining PASFAA and extending membership to other aid professionals on your staff. Lenders, too, are encouraged to join, and membership in that sector has grown dramatically this past year.

PROPOSED RULES FOR VERIFICATION ISSUED

by Bill Irwin, Lock Haven University

On July 26, 1985, the U.S. Department of Education issued the long-awaited proposed rules on verification of the Campus-based and Guaranteed Student Loan, as well as the Pell Grant. 'Verification' is 'validation' by another name. The rules are proposed for implementation with the 1986-87 academic year. It goes without saying that they would have an impact on the work load of financial aid offices.

The PASFAA Government Relations Committee will be preparing a response to this NPRM. However, it is an issue of importance to all of us. All aid administrators are urged to study the proposed rules and to send in responses of their own. The number of responses received in Washington has an effect on the way the Department reacts to them. Comments should include not only the verification requirements but also the reference made to institutional error and 'quality control.'

Comments are due by September 24, 1985. This is not exactly a slack time in most offices, but it is important that a large number of us make the effort. Please send copies of any response you make to Renee Saleh, Chairman of the Government Relations Committee or to Bill Irwin, who works on responses to NPRM's for the committee.

EASFAA FORUMS PLANNED

The Eastern Association of Student Financial Aid Administrators has announced its 1985 Forum schedule with five locations throughout the region. Under the direction of Irv Bodofsky, SUNY Upstate Medical Center, the forums will provide aid administrators with information about two important topics that may change the direction of student aid for the future, namely validation and institutional quality control, and the reauthorization of the Higher Education Act.

The format of the Forums has been organized to provide an update on the current status of these topics and to solicit discussion of the implications these may hold for students, schools and financial aid administrators. The proceedings of each Forum will assist the EASFAA council in voicing concerns to federal officials. Cost will be a nominal \$15 fee to cover registration and lunch. In Pennsylvania the Forum will be October 23 at Chatham College's Eddy Theatre, with other Forums scheduled October 9 in Massachusetts and Maryland, October 14 in Syracuse and October 21 in New York City.

Deadline for receipt of registration is one week prior to the date of the forum you will attend. For further information contact Irv Bodofsky.



photo courtesy of PHEAA

1985 PAATP SUMMER INSTITUTE PARTICIPANTS take a short breather between busy sessions to pose on the steps of the Weis Center, Dickinson College. Many participants in the week-long July program are already PASFAA members and many are expected to attend the upcoming Conference.

PROFESSIONAL OPPORTUNITY

AMI, a financial aid consulting firm is looking for experienced financial aid professionals to work on a part-time basis. Individuals must have 3-5 years of financial aid administrative experience and have knowledge of federal reports, internal audits, budget projections, accounting, clock hour systems, or computers. Ideal position for those on a leave of absence, maternity leave, retired, or seeking a supplemental income source. Relocation not required. Call or send resume to:

Richard Solomon, President
Academic Management Inc.
P.O. Box 717
Millburn, New Jersey 07041
(201) 379-1818

POSITION OPENING

Applications are now being accepted for the position of assistant director of financial aid at LaSalle University. Requirements include bachelor's degree, three years' experience in financial aid, knowledge of title IV programs, supervisory and counseling experience. Interested individuals are asked to submit their resumes and salary requirements no later than September 6, 1985 to:

George J. Walter, Director of Financial Aid
LaSalle University
20th Street and Olney Avenue
Philadelphia, PA 19141

VISITS TO CAPITOL HILL: TIMELY AND EFFECTIVE

submitted by Gordon Bateman,
Elizabethtown College



On Tuesday, July 30, 1985 as part of the NASFAA Conference held in Washington, D.C., many financial aid officers from Pennsylvania had the opportunity to visit Capitol Hill and lobby with their legislators on behalf of student aid. The Pennsylvania delegation had scheduled meetings with all twenty-three House members and both Senators. If a particular Representative or Senator was not available, then a staff educational aid was seen.

Reports back from all those who participated in this organized effort found it to be extremely worthwhile, timely, and effective. We were fortunate with the timing in that our personal visits occurred within forty-eight hours of the final vote on the passage of the budget.

Despite the fact that we are unsure at this moment the total plan for student aid in the newly passed budget, we feel certain that our timely visits did have an **impact** on support for student financial aid.

Following the appointments, a reception was held in the Longworth Building late in the day giving NASFAA conferees a chance at informally discussing student aid concerns with their legislators or legislature assistants.

Gordon Bateman, legislative network coordinator, wishes to express his deep appreciation to all his colleagues who worked so hard on making this project a success. It was indeed a team-effort across Pennsylvania that blended together public, private, and proprietary schools in support of a common cause--namely student financial assistance.

Another important outcome of the NASFAA Conference was the NPRM on Verification Procedures for Campus-Based Aid. Please direct all your comments to Bill Irwin, Lock Haven University, who will be organizing a response for PASFAA as a member of the Government Relations Committee. It is important Bill hear from you. This is an important topic that has definite implications for your institution.

SHORT STUFF

PHEAA HELP PROGRAM. There have been several recent changes to the new PHEAA HELP loan program: different interest rates and rescinding of the Partnership concept. A recent Question and Answer brochure has been sent to aid officers from Robert Pearl's office. Additional questions and concerns should be brought to his attention.

PHEAA PART-TIME GRANTS. No funds were appropriated for grants for part-time students for 1985-86.

IRS TO TACKLE DEFAULTERS. Education Secretary William J. Bennett has sought assistance from IRS in withholding federal tax refunds from student loan defaulters. He indicates that \$3 billion in GSL and \$1.1 billion in NDSL has been defaulted. Defaulters will be sent notices this month and given 60 days to make arrangements to pay before names are turned over to IRS for withholding of 1985 tax refunds.

WHO DEFAULTS? Dallas Martin, NASFAA Executive Director, reminds us that 'students' do not default. People who are out of school--or 'former' students--default, not current students.

FISAPS. FISAP forms have already been received at schools and some are planning to participate in the electronic transmissions of data. Piloted last year, the project expects to attract many other schools. A major benefit is clean edits and data entry to ED.

ED will hold six FISAP workshops in Region III with two yet to be held in Pennsylvania.

- September 11, 10 a.m.-12 Noon at Penn State Capitol Campus, Middletown
- October 1, 1:30-2:40 during the PASFAA Conference, Pittsburgh

Postmark deadline for FISAPs is October 4, 1985.

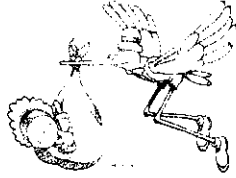
PAATP

(Continued from Page 3)

Applicants and others interested in learning more about PAATP and the many ways PASFAA members are served by the Training Program, are invited to attend a session at the 1985 Conference. Information about the time and location will be available at the conference site.

The third and perhaps most important message forthcoming about PAATP this fall is the 1985-86 schedule of training activities. To arrive sometime in September, the schedule will help PASFAA members plan, well in advance, the dates that aid community members will attend PAATP workshops.

STORK VISITS TWO PASFAA MEMBERS



Kathy White, assistant director of financial aid at Dickinson College, and her husband Charles are the proud parents of a baby girl, Gwendolyn Honeywell White. Born August 4 and tipping the scales at 6 lbs., 1 oz., Gwendolyn is doing fine. Kathy and Charles are also doing well, but they have expressed some concern about Gwendolyn's preference for sleeping during the day and demanding parental attention at night!

Laurie Roth, assistant director of financial aid at Lafayette College, and her husband Ron welcomed the birth of Sarah Morgan Roth on June 16th. What a father's day present! Weighing in at 6 lbs., 15 oz., Sarah is doing well and delighting her parents with a variety of infant antics. Her specialty? ...smiling!

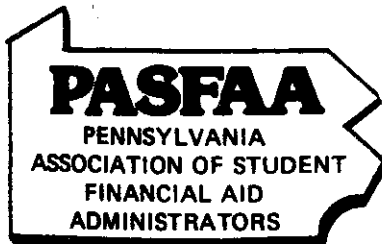
PASFAA welcomes both these prospective members of the class of 2004!

NEWSLETTER PUBLICATION SCHEDULE

Editions of the PASFAA newsletter are scheduled approximately every other month with the next one due in late October following the annual Conference. Articles, editorials, position openings and other contributions must be submitted by the first week of the month of publication. All materials and any questions about the newsletter should be sent to Sheila Angst, P.O. Box 516, Reading, PA 19603.

DATES TO REMEMBER:

- **PASFAA** Sept. 29-October 2, 1985
Sheraton Inn at Station Square, Pittsburgh
- **EASFAA** May 4-7, 1986
Omni International Hotel, Baltimore, Maryland
- **NASFAA** July 20-23, 1986
Dallas, Texas



P.O. Box 516
Reading, PA 19603