

**PASFAA**

# NEWSLETTER

PENNSYLVANIA ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS

VOLUME XIX

JANUARY 1986

NUMBER 2

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(717)389-4497

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(215)645-3275

## FROM THE PRESIDENT:

Happy New Year to all from your PASFAA Council! What exciting and demanding issues await the financial aid profession in 1986.

The historic proclamation of Pennsylvania's first Financial Aid Awareness Month has been made for January. Don Crewell, Lehigh University, deserves recognition from all PASFAA members for heading the awareness month project. I know that Barry McCarty, Past President, is enjoying seeing his many months of concern and developmental efforts come to fruition as the Governor and mayors of our larger cities proclaim Financial Aid Awareness Month to bring media and public attention to the availability of financial aid for the needy prospective students of the Commonwealth.

To all who have agreed to take shifts of answering the Financial Aid Hot Line calls coming through the PHEAA toll-free telephone system, I extend warmest thanks, and I hope you enjoy the involvement with other professionals who, like you, are contributing their time and expertise to advance an important and valuable resource for our students. Special thanks go also to PHEAA and PACU executives who have helped in so many ways to transform awareness month and hot line ideas into reality.

There is an important and innovative thrust taking shape in the work of the Planning and Development Committee of the Pennsylvania Aid Administrators Training Program (PAATP). For the first time in Pennsylvania, and to the best knowledge of the PAATP planners, blazing a trail for the nation, an extended, intensive training program for new employees of GSL/PLUS lending institutions will provide student loan officers the same training opportunity which new financial aid administrators have enjoyed for several years. Student loan officers should watch for a detailed announcement of the new training program to be conducted at Dickinson College in June, 1986 at the same time as the annual summer institute for new financial aid officers.

More and more concerns are being voiced regarding giving student loan officers a more formal and integral role in the functioning of PASFAA. Indeed, the majority of new PASFAA members in recent years have been loan officers and, increasingly, representatives of the lending institutions have become important contributing members of PASFAA and PAATP committees. Of course, the support provided by the lending community as sponsors and vendors at our annual conference is undeniable.

Currently student loan officers are offered associate membership in PASFAA and have no direct voice in executive council deliberations. I would urge any PASFAA member who has thoughts and opinions regarding the relationship of PASFAA to the lending community to write up those ideas and send them to me or any member of the Council. Your comments will be helpful as the Council considers the role of student loan officers in the association.

Sincerely yours,



Donald V. Raley  
President

18th ANNUAL CONFERENCE—LANCASTER, PENNSYLVANIA, OCTOBER 5-8, 1986

## EXECUTIVE COUNCIL NOTES

PASFAA Council met November 18-19 at the Americana Host Farm in Lancaster. Joining council for the meeting were 1985 conference chair Mary Andrews Miller who reported on the Pittsburgh conference and Don Crewell who updated council on plans for the January hot line and Financial Aid Awareness Month. This first regular meeting of the new council included a variety of old and new business and enabled council to join the 1986 conference committee for a tour of the site and facilities. Reports of some of PASFAA's standing committees appear in this newsletter.

Council will next meet February 3 at PHEAA Towne House in Harrisburg. Members having concerns to bring to council attention should contact an officer or your sector representative.

## POSITION OPENINGS

Director of Financial Aid, **Susquehanna University**, Selinsgrove, PA. Responsible for the administration of all student financial aid programs. The Director supervises a clerical staff of three and reports to the Dean of Academic Services. Experience in budget planning, knowledge of state and federal aid regulations, well-developed counseling and writing skills and an understanding of automated data processing systems are required. A bachelor's degree a minimum. Preference will be given to those with successful experience in financial aid administration. Starting date on or before July 1, 1986. Salary is competitive and dependent on qualifications.

Letter of application and resume by February 15, 1986 should be sent to Pamela L. White, Dean of Academic Services, Susquehanna University, Selinsgrove, PA 17870. An Equal Opportunity, Affirmative Action Employer.

*Recently received over the PHEAA terminal:*

**New England College** in Henniker, New Hampshire is looking for an Aid Director. For further information contact:

Richard W. Phalunas, Jr.  
 Director of Admissions  
 New England College  
 Henniker, New Hampshire  
 (603)428-2223

## KUDOS AND CONGRATS

College Scholarship Service recently announced that PASFAA Past President Barry McCarty was elected one of three new at-large members of the CSS Council. He will serve on the Committee on Standards of Ability to Pay.

## CHANGES AT ED REGION III OFFICE

Many aid officers have learned when contacting the Philadelphia Region III ED office recently, some changes have taken place. Frank Williar who most recently served as Deputy and Assistant Regional Administrator in the Philadelphia office has moved to Washington. In his new role, he will serve as Chief of the Campus and State Grants Branch in the Department's Central Office. PASFAA wished Frank well in his new position and expressed its appreciation for his work in Pennsylvania and the profession in a framed certificate recently sent to him.

Other changes in Region III involve the telephone. The 215-596-1027 number is no longer operational; instead call 215-596-0247. An updated personnel list for the regional office appears below:

### U.S. DEPARTMENT OF EDUCATION OFFICE OF STUDENT FINANCIAL ASSISTANCE—REGION III P.O. Box 13716 3535 Market Street Philadelphia, PA 19104

#### Office of the Regional Administrator

|                     |                        |              |
|---------------------|------------------------|--------------|
| Robert A. Smallwood | Regional Administrator | 215-596-1018 |
| Anthony M. Mirante  | Administrative Officer | 215-596-1463 |
| Sarah B. Barefield  | Secretary              | 215-596-1442 |

#### Institutional Review Branch

|                       |                      |              |
|-----------------------|----------------------|--------------|
| Barry M. Apparies     | Team Leader          | 215-596-0247 |
| Merrill-Jean Bailey   | Program Review Spec. | "            |
| Beatrice S. Rosenfeld | Program Review Spec. | "            |
| Carol J. Levister     | Program Review Spec. | "            |
| Doris F. Warner       | Program Review Spec. | "            |
| Louis F. Hickman      | Program Review Spec. | "            |

#### Lender Review Branch

|                    |                      |              |
|--------------------|----------------------|--------------|
| Anthonia McPhail   | Team Leader          | 215-596-0247 |
| Jack R. Grisham    | Program Review Spec. | "            |
| Lee W. Latshaw     | Program Review Spec. | "            |
| Doris A. Reid      | Program Review Spec. | "            |
| Maurice H. Stewart | Program Review Spec. | "            |

#### Training and Technical Assistance Unit

|                       |                         |              |
|-----------------------|-------------------------|--------------|
| Harry J. Sweeney      | Chief                   | 215-596-0247 |
| Beatrice S. Rosenfeld | Program Review Spec.    | "            |
| Merrill-Jean Bailey   | Program Review Spec.    | "            |
| David Frankel         | Stud. Asst. Prog. Spec. | "            |
| James M. Walsh        | Stud. Asst. Prog. Spec. | "            |

## FINANCIAL AID HOT LINE RECEIVES MANY CALLS

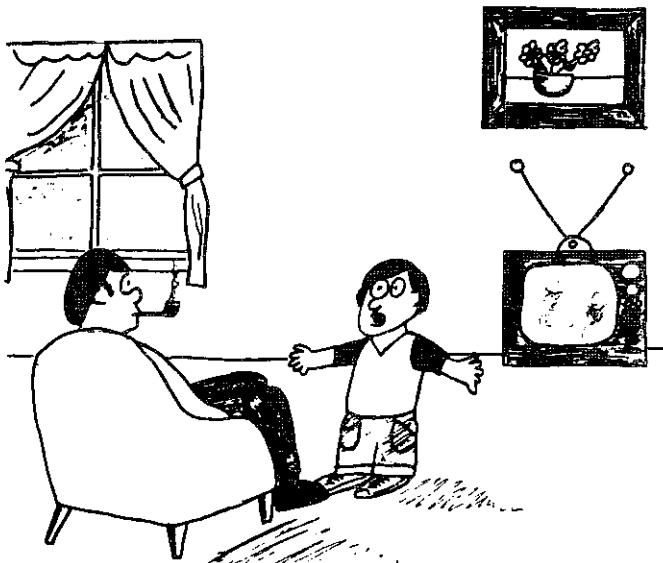


submitted by Don Crewell

Recovering from an attack of political paranoia, Governor Dick Thornburgh proclaimed January, 1986 "Financial Aid Awareness Month" in Pennsylvania citing, "...that the cost of higher education places a demand on the available financial resources of...individual students and their families..." Several mayors have also proclaimed "Financial Aid Awareness Month" in their cities: Mayor Joseph S. Daddona, Allentown; Mayor Louis J. Tullio, Erie; Mayor Stephen R. Reed, Harrisburg; Mayor Arthur E. Morris, Lancaster; Mayor W. Wilson Goode, Philadelphia; Mayor Richard S. Caliguiri, Pittsburgh; Mayor Karen A. Miller, Reading; and Mayor William J. Althaus, York.

It would appear that our efforts have been successful in bringing public attention to financial aid in a year when the media has not been overly interested in publicizing the process as a result of continued threats to federal and state programs as a by-product of fiscal constraints. During the first two nights that the hot line has been in operation, we've responded to an average of 125 calls per night. The outlook, therefore, is very positive that the hot line will be a success. We'll keep the membership updated when it's all over and we've had time to analyze the project.

Our thanks to all of you who have offered your time to staff the telephones and to Susan Collings of PHEAA for an outstanding job with the media effort.



Dad, I don't think you're considering my future!  
You make too much—I'll never get a student loan!

## REPORT OF MEMBERSHIP AND ELECTIONS COMMITTEE

submitted by Chairman,  
Barry McCarty

The Past President of PASFAA is charged with responsibility to chair the Membership and Elections Committee. Obviously, the level of the membership and nominations for the elected offices are vital to a strong Association.

Several observations can be made at this time:

1. As of January 10, 1986, 431 individuals have become PASFAA members for the 1985-86 year. This is an all-time high for our association as you can compare to our 1984-85 end-of-year memberships.

|                   | 1985-86<br>As of 1/10/86 | 1984-85<br>Final Figures<br>As of 9/30/85 |
|-------------------|--------------------------|---|
| Active Members:   |                          |   |
| State-related     | 27                       | 23  |
| State-owned       | 29                       | 32  |
| Proprietary       | 63                       | 76  |
| Nursing           | 45                       | 45  |
| Private four-year | 132                      | 118                                       |
| Public two-year   | 29                       | 28  |
| Private two-year  | 18                       | 17  |
|                   | <u>343</u>               | <u>339</u>                                |

### Associate Members:

|                   |           |           |
|-------------------|-----------|-----------|
| PHEAA Staff       | 24        | 23        |
| Lenders           | 45        | 38        |
| Consultants/misc. | 19        | 24        |
| Students          | 00        | 02        |
|                   | <u>88</u> | <u>87</u> |
|                   | 431       | 426       |

2. November **Newsletters** were mailed to all Pell-eligible institutions not represented by current members in an attempt to encourage new membership. In addition, letters were mailed to all 1984-85 members who had not renewed membership for this year. Several individuals have renewed membership as a result of that mailing.
3. Sixteen members submitted the forms which were included in the November **Newsletter** to volunteer for service on the standing committees of PASFAA. The forms have been sent to the various committee chairpersons and notice to the volunteers will be made by the chairpersons.

(See MEMBERSHIP, Page 8)

# CONFERENCE --- NASFAA NEWS

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## PASFAA '86 CONFERENCE

*submitted by Kate Hetherington,  
Philadelphia Community College*

The 1986 PASFAA Conference Committee held its first meeting at the Americana Host Farm in Lancaster, PA, the site of next year's conference.

The committee has started to develop the conference agenda, but it needs your help. PASFAA members make the conference a success. Suggestions for guest speakers, topics, and session presenters are some ways in which you can provide input. If you always wanted to have a part in the conference, here's your chance. Jot a note or send a terminal message to: Kate Hetherington, Associate Director of Financial Aid, Community College of Philadelphia, 1700 Spring Garden Street, Philadelphia, PA 19103 or TM13.

## EASFAA CONFERENCE UPDATE

*reprinted from the EASFAA Newsletter*

Work is continuing to insure a successful annual conference. The 1986 EASFAA Conference will be held at the Omni International Hotel in Baltimore, Maryland May 4-7.

As mentioned in the November Newsletter, entertainer Mark Russell will be featured at the conference. Citibank has very generously agreed to sponsor the session.

The EASFAA Training Committee is developing a pre-conference program on "Computerization in the Financial Aid Office," to be held on Sunday, May 4. At no extra cost, participants will have the opportunity to hear talks on various aspects of using computers in aid administration, and to see demonstrations of several software packages currently on the market.

On the lighter side, a "Financial Aid Bowl" is being organized--details to follow next issue.

## COLLEGE BOARD (CSS) MIDDLE STATES REGIONAL MEETING

The regional meeting for the Middle States Association of the College Board will be held at the Wyndham Franklin Plaza in Philadelphia, PA on February 12-14, 1986. A variety of sessions of interest to financial aid administrators is planned for the three-day conference. Persons interested in registering for this meeting should contact the College Board in Philadelphia at 215-387-7600.

What is happening in Dallas, Texas, July 20-23, 1986? The Twelfth Annual NASFAA Conference!!

The 1986 NASFAA Conference will be held in Dallas, Texas July 20-23, 1986, at the Registry Hotel. The Conference Committee is already working on making this one of the best conferences yet.

The Registry Hotel is a beautiful facility offering excellent accommodations. The city of Dallas is served by the Dallas-Fort Worth Airport and is accessible from all areas of the country at reasonable air fares.

The Conference Committee has had its first planning meeting in September to start putting the program together. You can be sure the program will provide stimulating and interesting speakers, topics, and interest sessions. We want to continue to make NASFAA conferences a learning experience for all who attend. In addition to offering conference members a program that will enhance their professional growth and development, the Committee is planning a big surprise entertainment event in the "Big D!" This entertainment event will be an exciting and enjoyable evening that will give everyone a glimpse of the old west.

Watch for additional information about the conference in your newsletters as the Committee continues to plan the 1986 conference. Mark your calendars now for July 20-23, and ya'll plan to come down to Dallas!

For early and additional information you can contact a Committee member:

Joseph Sciame, Chair—St. John's University  
Jamaica, NY 718-990-6403

Ellen Frishberg—Union College  
Schenectady, NY 518-370-6123

Claudia Logan—Coppin State College  
Baltimore, MD 301-383-7524

John Gritts—Black Hills College  
Spearfish, SD 605-642-6254

Priscilla Parker—Loyola University of Chicago  
Chicago, IL 312-508-3155

Dot Carter—Erskine College  
Due West, SC 803-379-8832

David Levy—Occidental College  
Los Angeles, CA 213-259-2548

Laurel Wells—Southern College  
Collegedale, TN 615-238-2050

Elaine Chiles—W.V. Inst. of Tech.  
Montgomery, WV 304-442-3228

Margaret Gregory—SMU  
Dallas, TX 214-692-2081

# PAATP NEWS

*submitted by Debbie Guild, PAATP*

## ANNOUNCING-- SEMINARS FOR FINANCIAL AID AND FISCAL PERSONNEL

The Pennsylvania Aid Administrators Training Program (PAATP), administered by the Pennsylvania Higher Education Assistance Agency (PHEAA) in consultation with PASFAA, is pleased to present a pair of Professional Development Seminars for Pennsylvania postsecondary financial aid and fiscal officers. The full-day seminars are scheduled for Wednesday, February 26, 1986 in the Philadelphia area and on Thursday, February 27, 1986 in the Pittsburgh area.

The seminars will emphasize subjects that involve both financial aid and fiscal personnel such as quality control, implications of Reauthorization Bill proposals, new legislation and regulations which may represent trends impacting on the financial side of the institution, and coordination of activities between the financial aid and business officers.

Seminar presentations will be made by Dennis Martin, Assistant Director for Research and Institutional Management at the National Association of Student Financial Aid Administrators (NASFAA) and Mary Jane Calais, Director of Governmental Affairs for the National Association of College and University Business Officers (NACUBO).

The fee for seminar enrollment will be \$25.00 per person which includes lunch and all seminar materials. A complete brochure, detailing the seminars, along with official registration materials will be forwarded to you within the next few weeks. In the meantime, be sure to reserve a seminar date, mark the calendar and plan to attend.

## PAATP ANNOUNCES ITS SUMMER INSTITUTE DATES

The fifth Annual PAATP Summer Financial Aid Institute will be held from June 8-13, 1986 at Dickinson College, Carlisle, Pennsylvania. The PAATP Summer Institute provides new financial aid administrators with a detailed exposure to student financial aid theory. A brochure of additional information explaining the agenda and pre-registration procedures will be mailed in February.

PAATP is pleased to announce the first Financial Aid Institute for new student loan officers. Two sessions, June 8-10, 1986 and June 11-13, 1986 will be held at Dickinson College, Carlisle, Pennsylvania.

This Summer Institute for new student loan officers will offer its participants a detailed exposure to student loan programs. A brochure outlining the highlights of the Institute will be mailed in February.

### PAATP 1985-86 Program Year Calendar of Events

|                                  |  |
|----------------------------------|--|
| February 26<br>Philadelphia area | Professional Development<br>Seminars   |
| February 27<br>Pittsburgh area   |  |
| February/<br>March               | College Services/<br>UM Workshops  |
| March                            | Lender Services/Remote Terminal<br>Training Workshops                        |
| April                            | Proprietary/Nursing School<br>Workshops                                      |
| May/June<br>June 8-13            | GSL Workshops<br>Financial Aid Institute For<br>Financial Aid Administrators |
| June 8-10 & 11-13                | Financial Aid Institute For<br>Student Loan Officers                         |



S. KELLY ©1985 SAN DIEGO UNION COPLEY SERVICE

*submitted by Vali Heist, Alvernia College*

# Keeping an eye on Washington...



## MINUTES OF THE GOVERNMENT RELATIONS COMMITTEE MEETING

*submitted by Renee Saleh,  
Chairman, Government Relations Committee*

In its first meeting in December the Government Relations Committee met with PHEAA staff. Several state grant and loan issues were discussed as follows:

**GSL:** Rick Irvin discussed the new loan procedures and the new loan application. The new form will serve as the GSL and HELP application and combines the promissory note and needs test on the form. Changes in the programs were discussed. One change is that PHEAA will not be a lender for PLUS loans. HELP programs will include non-subsidized and supplemental loans only. Furthermore, non-subsidized loans will be offered to students who are eligible for less than \$500 in GSL. Students eligible for more than \$500 in GSL will be considered for supplemental loans. The issue of supplemental loans and the replacement of the family contribution was discussed at length. The Committee asked PHEAA staff to seek an interpretation on this topic from the Campus-Based Division of the Department of Education, since this is not a GSL issue. Don Raley will be asked to write a letter to Jay Evans on this topic.

**State Grants:** Gary Smith gave a report on the state grants and the status of the bills dealing with the maximum grants and part-time students. For 1985-86 the bill approving the higher maximum grants was not approved, although the funds are available for financing grants at \$1650.

**College Services:** Vince Racculia and Joyce Elsfreth discussed their work with the Department of Education's proposals for the project as follows:

- a. Data transmission—the institution will have the capability of transmitting data creating a new file.
- b. Input corrections and generating a revised SAR
- c. Transmission of payment data
- d. The institution will receive applicants' record data weekly.

The committee decided to include information about PHEAA's work with the Department of Education in the Newsletter and to request that a joint letter be sent by Don Raley and Mr. Reeher to the Department recommending that electronic processing be done through PHEAA in Pennsylvania. Vince also discussed the verification issue and the changes on the SNAD for verification codes.

**HELP:** Mr. Pearle discussed the HELP program and the changes in the process. He indicated that the new brochure

will be available with the application sometime in February or March. The Committee recommends that PASFAA should request a HELP advisory group be formed.

The next meeting will be held in January to discuss the Senate bill on reauthorization. The meeting will take place after Don Raley and Renee Saleh meet with Senator Heinz's legislative aide.



## RESPONSE TO ED'S DAN LAU

*submitted by Renee Saleh,  
Kutztown University*

Those of you in attendance at the October PASFAA Conference may remember Department of Education's Dan Lau addressing the group about various concerns and plans including validation and verification. Renee Saleh had questioned him publicly about certain aspects of validation and verification, and while Mr. Lau was able to give partial response, he asked her to write to him in detail about her concerns. Below are excerpts from her November 18, 1985 letter to Mr. Lau pointing out the following: 1. many aid officers support validation efforts, 2. there is concern over the limited timing to implement prescribed validation and verification regulations, 3. there is concern over the use of the untaxed income form and 4. there is concern over the law enforcement regulation.

*Dear Mr. Lau:*

*...As indicated to you during our discussion at the conference, there are certain areas of concern in the financial aid community: the most critical being the issue of validation. The aid community supports the concept of validation. Actually most aid officers, if questioned, were verifying and continue to verify information in accordance with regulations and requirements and even go beyond. We believe that we have an important role in preventing misuse of public funds. The concept is not whether we should verify information but how it should be done. The problem is how and when such verification take place. It seems that every year the requirements of verification become more complex and detailed to the point of specifying specific forms to be used to collect and verify application data.*

*May I address the problem for 1985-86 for example. Other than the main problem of receiving the handbook in July, we end up with a new requirement that specifies that the untaxed income information must be collected on a specific form. I know that you are aware of the problem of timing and that you will address it for future years. Therefore, I will not discuss timing. However, the other part of the problem is the actual usefulness of the form. I submit that other than the amount of*

*(See RESPONSE, Page 10)*



## IMPORTANT PHEAA AND GOVERNMENT RELATIONS UPDATE

submitted by Renee Saleh,  
Kutztown University

Government Relations Committee Chairman Renee Saleh reports on two important PHEAA matters which were raised at the October Conference.

PHEAA Bob Pearle and Rick Irvin informed PASFAA members at the conference about a Department of Education decision regarding the PHEAA HELP Loans. They indicated that Supplemental Loans may not be used in lieu of the family contribution for students receiving campus-based aid. The interpretation received from Washington is that these loans must be considered as a financial aid resource. Since that time, members of the Government Relations Committee discussed this issue further with PHEAA staff expressing concern about this interpretation. This interpretation came from the GSL policy division in Washington. The question raised is whether this is a GSL or a campus-based program issue. Because the treatment of such loans may result in possible overawards for campus-based aid, the committee asked PHEAA to request an interpretation from the Campus-Based Division of the Department. A letter on this topic will be sent to Mr. Jay Evans from the President of PASFAA. We will keep you posted as we get clarification on this point.

(See UPDATE, Page 8)



## 1985-86 SPRING PHEAA GRANT INCREASE

submitted by Gordon Bateman,  
Elizabethtown College

As all of us are keenly aware, we have yet to hear from PHEAA about the increase in the maximum State Grant award for the 1985-86 school year from \$1500 to \$1650. It is not a question of requesting and receiving a funding increase. The money is there! It does, however, require the State House of Representatives to act on Senate Bill 724 increasing the maximum State Grant from \$1500 to \$1650.

As a result of the current lack of action, the most needy students across Pennsylvania are being denied this \$150 increase at a time when Spring bills are due and books must be purchased. This is very unfortunate and untimely.

Please have the President of your institution write to the following persons listed below **immediately** urging them to move as quickly as possible on Senate Bill 724 currently in the House Appropriations Committee as soon as they return to session on January 22, 1986:

Jim Mandarino  
Majority Leader  
House of Representatives  
Box 12  
Harrisburg, PA 17120

Matt Ryan  
Minority Leader  
House of Representatives  
Box 1  
Harrisburg, PA 17120

Max Pievsky  
Majority Chairman  
House Appropriations Com.  
Box 30  
Harrisburg, PA 17120

Richard McClatchy  
Minority Chairman  
House Appropriations Com.  
Box 13  
Harrisburg, PA 17120

Please be sure that the letter from your President is waiting for these key Representatives when they return to the Capitol.

On behalf of needy students across Pennsylvania, and in the best interests of our institutions, I wish to thank you for your continued efforts and support.



## LEGISLATIVE NETWORK: HELP NEEDED

submitted by Gordon Bateman,  
Legislative Network Coordinator

At the present time, the Legislative Network is 83% complete with committed financial aid officers to cover 19 out of the 23 congressional districts in Pennsylvania. We still need four more financial aid officer volunteers.

The Districts that need to be covered are Kolter's 4th District, Coyne's 14th District, Gaydos's 20th District, and Walgren's 18th District. Gordon Bateman, Legislative Network Coordinator, would prefer that volunteers for these districts be from schools within those districts. Lobbying is so much more effective under these circumstances.

Please call Gordon at (717)367-1151, ext. 201 immediately to volunteer for these positions. It is important that these positions be filled by mid-January so that network activity can take-off full throttle. At the present time, these positions are being temporarily filled by volunteers outside these congressional districts. This is highly undesirable and hopefully only a temporary stop-gap measure.

The 1986 year looks to be a busy one politically for all of us. The network will be dealing with Gramm-Rudman, Reauthorization, NPRMs, etc. When your school is contacted by your congressional representative, please provide them with immediate feedback regarding the nature of their inquiry.

In the meantime, remember that you can keep in touch with events in Washington by calling the NASFAA Hotline Weekly at (202)785-0451. As financial aid officers, it is our duty to stay informed. It is important to us, our students, and our institutions.

Our cause is indeed a noble one. As President Johnson said, "For the **individual**, education is the path to achievement and fulfillment; for the **nation**, it is a path to a society that is not only free but civilized, and for the **world**, it is the path to peace-for it is education that places reason over force."



## Letter to the Editor

### Is There Really A Santa Claus?

Dear Editor:

If dreams can come true and if there really is a Santa Claus for me then the Reagan Administration may be it. In the October 30th issue of the **The Chronicle of Higher Education** an article appeared stating that the White House will be seeking the use of income tax data to verify the incomes of aid applicants for all federal programs. Needless to say, I have taken the position for years that the Financial Aid Office was not the place to perform income tax audits on our students and their families. I have always taken the position the federal government should review the information contained on the uniform methodology application prior to informing the aid office as to the eligibility status of each applicant.

Also contained in the article are diverse opinions that the collection or verification of this income information by the Department of Education would be a violation of the privacy acts and civil liberties of the applicant and his/her family. A spokesperson from the American Council on Education is quoted as saying that the DOE would be duplicating a system that is already in place; what he fails to realize is that the system that is in place is being administered by an overburdened and overregulated aid community. It is

my long-standing belief that the Department of Education created this problem of a complicated application and delivery system and it should be the federal government that clears up their problem. If the federal deficit is too large I do not feel it is our responsibility to help reduce it. Our responsibility as professional aid administrators is to counsel students and their families in the ways to finance a college education in the most effective and cost saving manner. I feel sad that so many of my colleagues have already thrown in the towel and have begun to design forms and systems for the 100% collection of 1040s, etc.

I am placing my bet with the White House and Santa Reagan that once again our profession will be one of advising, packaging and delivering financial aid to needy and deserving students; maybe we will start to receive Christmas cards again from families as in the old days instead of income tax returns in triplicate.

Sincerely,

Kenneth E. Grugel  
Director of Financial Aid  
Clarion University

## MEMBERSHIP

(Continued from Page 3)

4. Betty Davis, Director of Financial Aid at the Community College of Allegheny County (South Campus) and Joyce Frantz, Financial Aid Coordinator at the Reading Hospital School of Nursing, volunteered for service on the Membership and Elections Committee and were appointed to same. Of course, Betty and Joyce will be much involved in the nominations and election process for the 1986-87 year. It is not too early to begin thinking about nominations for the positions of President Elect, Vice President, Treasurer and Secretary which will be open for nomination.
5. A magnetic tape containing our information for the 1985-86 Membership Directory has been forwarded to Bob Prince, Director of Financial Collection Agencies, which has generously consented to print our directories again this year. If all goes well, distribution should be January, earlier than had been our timing in the recent past. Special thanks are in order to Georgia Prell of East Stroudsburg University who has diligently prepared the directory information for 1985-86.

Again, thanks goes to the members who volunteered their services for committee assignments and who have become members of PASFAA in the current year. Hopefully, there will be a strong return when nominations are sought for the offices up for election at the 1986 Conference.

## UPDATE

(Continued from Page 7)

In its December meeting with PHEAA the Committee discussed the issues with PHEAA staff. Among the topics discussed were the status of the proposed electronic processing of PELL grants as explained by Mr. Dan Lau at the annual conference. PHEAA is discussing the proposal with the Department of Education with the consideration of making it possible for schools with remote terminals to use the PHEAA terminal for electronic processing. The approach seems logical and more cost effective since the PHEAA network exists in Pennsylvania. During the January meeting of the Committee the issue of reauthorization will be discussed and the Senate bill will be studied.



# The Lighter Side...

## FAO FINDERS KEEPERS

Can you find the words below in the puzzle to the right? They are located horizontally, vertically or diagonally; forwards or backwards.

```

E Z I P J R A S C H O L A R S H I P C C H
K N V X W R F V A H B P O K E H N Z T E A
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N E W T G E F F I O M J M L I C U P U M O
R C F E R L X O T D G I O N L T T D A R O
E F G N V A P R A S M P C Y D P E F F V S
E J Y H O S M M L O H O N C A U R Q E I C
H G E U S I B S G E M A I U E Z X R D R Y
E V A C Q A T I A E Z A D P D Y A N E E D
R A S K N L B A I L H F E E S W T D X F W
N L F K C E Z B N L L S C W A X I B C U T
L I A L Y A G O S I T A U R H T W Z D N Q
I D A O H A P I F K G N D N B P G B Y D J
U A A A Z C M A L I O I E U O J O B K Q S
E T O N Y R O S S I M O R P D I O N W X J
T I S P M U S S A F D E B O Q A T Q D R E
N O T F V Q E E T A E C A R T P I K S X
Y N N J E O E T N U J A U D V B Q W U C L
B T S J G X D S W V P E B D U G R A N T U
    
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NASFAA  
EASFAA  
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TUITION  
DEFAULT  
SKIPTRACE  
ASSUMPSIT  
DEADLINES  
OVERAWARD  
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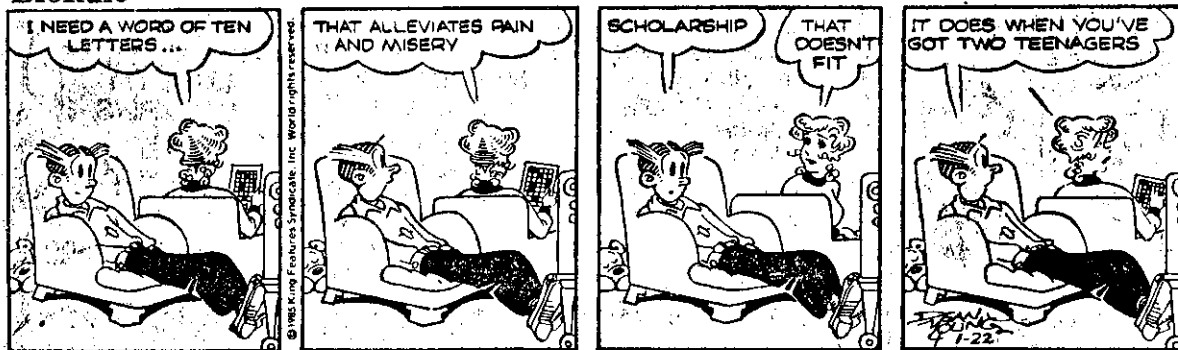
BANK  
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VALIDATION  
SCHOLARSHIP  
CAPITALGAINS  
DALLASMARTIN  
CREDITBUREAU  
DUE DILIGENCE  
REDUCEDINCOME  
ORINATIONFEE  
PROMISSORYNOTE

*submitted by Gordon Bateman,  
Elizabethtown College*

*(solution on pg. 10)*

## Blondie



*submitted by Kate Hetherington, Philadelphia Community College*

## RESPONSE

(Continued from Page 6)

child support, most other items can be identified through the tax return. Other institutions are reporting that the untaxed income form does not have a significant effect on error detection. When errors were detected, they were from information on the tax return. Asking the family to submit a breakdown of the untaxed income should be done through the application process. We agree with and support the direction towards this goal for next year.

There are two issues in the verification process that need attention: one is the complexity of the process; and the other is the importance of the integrity of the relationship between the aid office and the family. In dealing with families during my seventeen years of work in student aid, I find that many low income families do not understand the aid and validation process. It is those families who get frustrated and confused with the complexity of the process and very frequently give up the idea of education.

The cases where we find serious concern is with middle income families who find ways of hiding assets. Most of the stringent verification requirements address low income situations with families who do not have the sophistication to abuse the programs.

Another area of concern is the new proposal appearing in all new NPRMs. I am referring to the proposed requirement to refer cases to local law enforcement agencies when the institution has "reason to believe?" Furthermore, there are serious legal implications to consider if the institution does report a student or parent, with other implications in situations when the institution does not report a case. An alternative to this dilemma could be to require that such cases be referred to the U.S. Department of Education for further investigation.

**The purpose of my letter is to request that, in program reviews and audits for 1985-86, institutions be held harmless if in some cases the untaxed income form is missing.** This is because the information about the requirements arrived at institutions too late to allow for a careful, errorless process. Also, that before final regulations are written, the issue of verification be evaluated in such a way that the process addresses the serious error problems and avoids the awesome burden on institutions through a complex process requiring complex administrative burdens. A self-regulation approach, with general guidelines seems more reasonable. An important aspect of the issue is to find a way to avoid frustrating the very low income families, but detect errors that cause any abuse...

Solution to FAO Finders Keepers  
(see pg. 9)



. . . . R A S C H O L A R S H I P . . H  
 K N . . . . . A . . P O . E . N . T E .  
 E . I . . . . . P . . O E . N . R P L U S  
 N E . T . . . F I . M . M L I . U P U M .  
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 E . . N V A . R A S . P C . D . E . F V .  
 E . . . O S M M L . H O N . A . R . E . C  
 H G E . S I B S G E M A I . E . X R D R .  
 E V A C . A T . A E . A D P D . A N E E D  
 R A S K N . . A I L . F E E S W T D . F .  
 . L F K C E . . N . L S C W A . I . . U .  
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 . D A O . A P I . K G N D N B . . . . D .  
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 E T O N Y R O S S I M O R P . I O N . . .  
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 . O . . . . E E T . A E C A R T P I K S .  
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 . . . . G . . S . . . . . D . G R A N T .

## CSS STATEMENT ON LEGISLATED NEED ANALYSIS

The College Scholarship Service (CSS) Council strongly opposes those provisions of H.R. 3700, the Higher Education Amendments of 1985, that would embed in statute detailed procedures for assessing the ability of students and families to finance postsecondary education. While recognizing the importance of insulating such standards from arbitrary Executive Branch action and insuring appropriate Congressional oversight, the Council believes that these provisions of H.R. 3700, particularly with regard to the so-called "campus-based" programs, go too far in federalizing a system that for more than 25 years has been the **shared** responsibility of federal and non-federal partners.

The CSS Council believes that a highly codified, federalized system of need analysis ultimately cannot be effective for the following reasons:

Need analysis rules, formulas and standards should be generated through a consensus-building process in which all public and private providers of student aid are represented. The inevitable alternative is a proliferation of methodologies with the attendant confusion and frustration for students and their families, and administrative burdens for institutions.

Need analysis rules, formulas and standards should be as free as possible of those political pressures and influences that can seriously distort perceptions of families' capacity to contribute (upwards or downwards), without actually altering that capacity or institutions' ability to meet families' need.

Need analysis should be understood, not as a precise science, but rather as a continually evolving set of professional judgments, rendered by experienced administrators on the basis of data about individual cases. These judgments should not be static, but should be continually reformed and refined to keep pace with changes in the external environment, changes in families' earning, spending, and savings patterns, and even changes in our understanding of such patterns.

Need analysis should remain free of excessive regulatory constraints so that financial aid administrators retain the latitude to work with individual students and their specific problems. Experience tells us, however, that there is a direct correlation between the detail of statute and the resulting detail of implementing regulation.

In summary, maintenance of a sensitive system of need analysis requires a governance mechanism that is fine-tuned to specific issues; that can respond to them with flexibility, speed and predictability; and that respects that legitimate interests of all providers of funds. In the opinion of the CSS Council, the provisions of H.R. 3700 do not meet these criteria.

Therefore, the CSS Council calls on member representatives of the CSS Assembly and all other members of the higher education community to urge their elected representatives to find acceptable alternatives to this approach. Further, the CSS Council urges College Board staff to continue to cooperate with Congressional staff and representatives of other associations in developing such alternatives.

*submitted by Barry McCarty, Lafayette College*

**the small society**

**by Brickman**

*submitted by Donald Raley,  
Dickinson College*

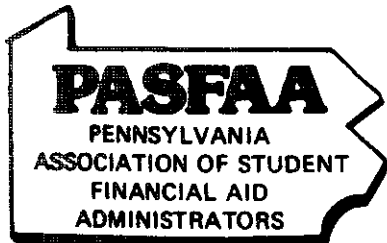


## NEWSLETTER PUBLICATION SCHEDULE

Editions of the PASFAA newsletter are scheduled every other month with the next one due in March. Articles, editorials, position openings (printed free-of-charge) 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.

## MOVING OR CHANGING POSITION?

PASFAA membership belongs to the individual and not your institution. Please be sure to provide PASFAA with changes of address or changes in title. Membership directories, printed for PASFAA by Bob Prince of Financial Collection Agencies, will be sent to each member as soon as renewed and new memberships are compiled. You should review your entry and submit any necessary changes to the Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301 where the membership list is maintained.



P.O. Box 516  
Reading, PA 19603

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### DATES TO REMEMBER:

**College Board** February 12-14, 1986  
Middle States Regional Meeting  
Wyndham Franklin Plaza, Philadelphia, PA

**EASFAA** May 4-7, 1986  
Omni International Hotel, Baltimore, Maryland

**NASFAA** July 20-23, 1986  
Registry Hotel, Dallas, Texas

**PASFAA** October 5-8, 1986  
Americana Host Farm, Lancaster, PA

**BEST WISHES FOR A HAPPY NEW YEAR!**