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(717) 389-4497

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Frederick E. Wilson
Gordon Phillips Beauty School
(215) 352-1776

Nursing
Rosemary A. Sweeny
Lankenau Hospital School
of Nursing
(215) 645-3275

FROM THE PRESIDENT:

Dear PASFAA Membership:

It is a pleasure to write this first article as president of the Association. The 1986-87 year for PASFAA has gotten off to an excellent start with a most successful annual conference. The largest attendance in our history gathered at the Host for the conference on October 5-8. This response may reflect the need all of us felt after the past summer and opening of the school year to get out of the office.

Whatever the reason, the conversation in the halls and dining rooms indicated that everyone was having an enjoyable time. The conference committee and its chairman Kate Hetherington are to be congratulated for the work they put into the conference. The arrangements and the program were excellent and reflected the careful attention which the committee gave to the details of the conference. Our thanks to all the conference committee members for their willingness to serve the Association in this important capacity.

Trite as it may be, it must still be observed that change is the only thing certain about financial aid. Just when we thought we had verification under some control and could get on with the year with some confidence, along comes Re-Authorization. We have been hearing about and talking about this legislation for some three years. It is hard to believe it has finally happened.

Nonetheless, on October 17, 1986, the President signed into law the bill establishing the Title IV programs for the next five years. Right now there are more questions than answers, and every day new points for debate are raised over the meaning "here in the field" of the various points of the legislation. Over the next months answers will be coming out as the Department of Education publishes *Dear Colleague* letters and as the proposed rules are issued to put the Re-Authorization law into practice.

PASFAA, particularly through the Government Relations Committee, will be paying close attention to the rules and interpretations and providing input where possible. I urge all the membership to take an active interest in the rule-making process that will result from Re-Authorization. The very number of responses received on an issue has an effect on how the issue will be treated. It is therefore important for all of us to read the proposed rules and to offer comments. A brief comment on one aspect of the rules is valuable; it is not necessary to send a complete analysis of every proposal.

In concluding this first report in the Newsletter, I want to again say that the strength of PASFAA lies in the active concern and involvement of the membership. The Council will be addressing not only the results of Re-Authorization, but other issues in the course of the year. Verification and budget cuts (to mention two) are still very much with us. Each member can bring concerns before the Association through the sector representatives to Council. I hope this will happen. It is only in this way that the Association can truly speak for Pennsylvania.

Best wishes,



William A. Irwin
President

Conference Photos -- Pages 6 & 7

BULLETIN --Page 2

19th ANNUAL CONFERENCE--SEVEN SPRINGS MOUNTAIN RESORT, OCTOBER 11-14, 1987

COUNCIL NOTES

The 1985-86 council held its final meeting on Sunday, October 5 prior to the start of the Lancaster Conference. At a luncheon following the meeting, officers and members of council were presented with certificates of appreciation. Candidates for office and conference committee members were also present.

The 1986-87 council first met at the conference on Wednesday, October 8. Council last met at the 1987 conference site, Seven Springs Mountain Resort. Highlights of those meetings are below and elsewhere in this newsletter.

Council will next meet on February 2, 1987 in Harrisburg at PHEAA. Council will discuss various matters and PASFAA members are urged to bring matters of concern to the attention of their sector representatives or the officers.

NEWLY ELECTED OFFICERS. The newest council members for 1986-87 are:

President Elect—Sheila Angst, Albright College
Vice President—Mary Andrews Miller, Indiana University of Pennsylvania
Treasurer—Rachael L. Lohman, Wilkes College
Secretary—Vali G. Heist, Alvernia College
Public Two-Year Sector Representative—Betty L. Davis, Community College of Allegheny County-South Campus

CONFERENCE COMMITTEE MEETS. The 1986 Committee met at Seven Springs when the council met to hold their first meeting and tour the facility. The conference committee members are Pat Loughran, chair; Kate Hetherington, Rachael Lohman, Patrick Hayes, Christine Zuzack, Rich Esposito, Tom Snyder.

The 1988 conference chair was selected and Michael Schreier will chair that committee. He will also serve on the 1987 conference committee.

MEMBERSHIP AND ELECTIONS. Don Raley, chair of the M & E committee, reported a total of 429 PASFAA members at the conclusion of the conference. Since last year's total was 435, PASFAA seems to be well on its way to a record membership for 1986-87.

***** BULLETIN *****

PA UNSUBSIDIZED GSL PROGRAM HALTED

PHEAA will announce shortly that the unsubsidized GSL program is no longer available -- effective immediately. PHEAA will, however, honor promissory notes currently in the field.

The recently passed federal Tax Reform Act prohibits such loans under tax exempt bond issues, and PHEAA must, therefore, cease making them. Official announcement and explanation from PHEAA will be arriving in aid offices soon.

Robert Pearl, director of alternative loan programs, indicated that PHEAA will explore other loans to substitute for the non-subsidized program and will continue to make PA HELP Loans (formerly called Supplemental Loans).

POSITION OPENINGS

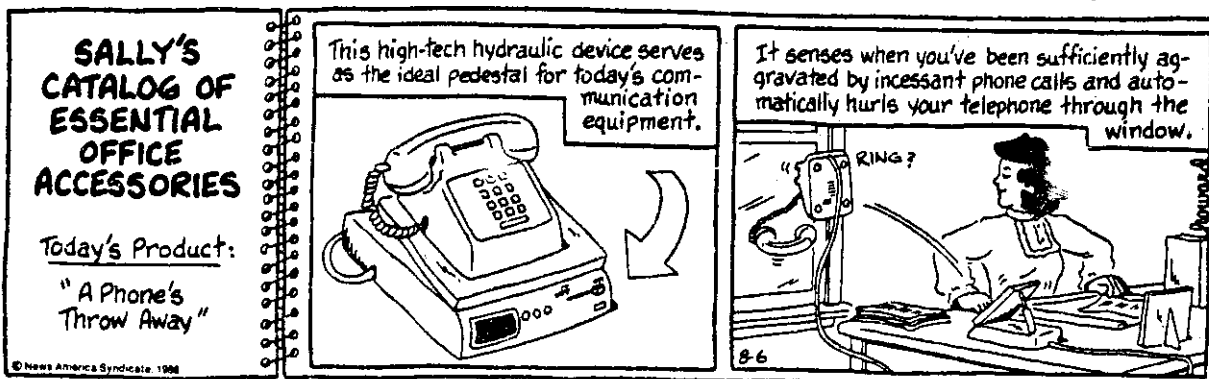
DIRECTOR OF FINANCIAL AID: Philadelphia College of Textiles and Science is seeking an experienced and exceptional financial aid director. Candidates should possess a bachelor's degree (master's preferred) and at least five years experience covering all facets of financial aid operations. The administration has made a major commitment to financial aid programs by dramatically increasing institutional aid, building new offices and providing additional computer support. The director will report to the Treasurer and compensation is highly competitive. The generous benefits program includes a TIAA-retirement plan, Blue Cross and dental coverage.

This position is available immediately and will be filled by January, 1987. Send resume, including a letter of introduction and three professional references, to Thomas J. Kingston, Jr., Treasurer, Philadelphia College of Textiles and Science, School House Lane and Henry Avenue, Philadelphia, PA 19144, by December 5, 1986. The College is an equal opportunity/affirmative action employer.

Submitted by Gary Seelye, California University

SALLY FORTH

By Greg Howard



PAATP NEWS

Submitted by Debbie Guild, PAATP

PAATP 1986-87 Program Year Calendar of Events

November/ December, 1986	Support Staff Workshops
November/ December, 1986	Guidance Counselor Workshops
February, 1987	Professional Development Seminars
February/March/ April, 1987	College Services/UM Workshops
March, 1987	Lender Services/Remote Terminal Training Workshops
April, 1987	Proprietary and Nursing Workshops for Clock Hour Schools
May, 1987	GSI Workshops
June, 1987	Financial Aid Institute for Financial Aid Administrators
June, 1987	Financial Aid Institute for Student Loan Officers

WORKSHOPS FOR FINANCIAL AID SUPPORT STAFF ANNOUNCED

The Pennsylvania Aid Administrators Training Program (PAATP) invites your support staff to attend one of a series of six (6) regional workshops scheduled for December 1986. This program is designed to benefit the clerical workers, secretaries and other support staff personnel responsible for the day-to-day operation of your financial aid office.

A brochure detailing the series, along with a schedule of activities and registration materials, will be forwarded to you and your staff within the next few weeks. In the meantime, be sure to approve a workshop date, mark the office calendar, and plan to have your staff attend.

Western Region

- #1 Wednesday, December 10, 1986
Edinboro University of PA; Edinboro, PA
- #2 Thursday, December 11, 1986
Pittsburgh Institute of Aeronautics; Pittsburgh, PA

Central Region

- #3 Thursday, December 11, 1986
Lock Haven University of PA; Lock Haven, PA
- #4 Monday, December 1, 1986
Shippensburg University of PA; Shippensburg, PA

Eastern Region

- #5 Monday, December 8, 1986
King's College; Wilkes-Barre, PA
- #6 Wednesday, December 10, 1986
Villanova University; Villanova, PA

PROFESSIONAL DEVELOPMENT SEMINARS

The Pennsylvania Aid Administrators Training Program (PAATP), administered by the Pennsylvania Higher Education Assistance Agency (PHEAA), in consultation with the Pennsylvania Association of Student Financial Aid Administrators (PASFAA), is offering two one-day seminars in February 1987. These sessions will concentrate upon pilot projects underway and efforts which have proven successful elsewhere in improving participation rates and fostering articulation between secondary school Counselors and postsecondary Admission and Financial Aid Administrators.

Pennsylvania Guidance Personnel, Admissions and Financial Aid Administrators, and members of their staff are invited to participate in the seminars which will be held on Thursday, February 19, 1987, in Philadelphia and on Friday, February 20, 1987 in the Pittsburgh area.

Discussion will be conducted by a panel of experts representing a diversity of professional backgrounds from which each will provide a unique focus on factors that influence a student's decision to matriculate.

These seminars are just one of the approximately eleven different series of workshops PAATP offers each year in locations across the Commonwealth to provide information and service to educational institutions and administrators involved in all aspects of the educational system. If you are interested in attending one of these professional seminars in February 1987, and would like to receive additional information, contact PHEAA/PAATP staff at 717-257-2550.

CONFERENCE '86 RECORD-BREAKING ATTENDANCE

*Submitted by Kate Hetherington,
Community College of Philadelphia*

The 1986 PASFAA Conference held October 5-8, 1986 at the Americana Host Farm Resort in Lancaster broke all previous attendance records. There were 356 participants with 251 active members, 48 lenders, 52 other associate members, and 5 student members. In addition, the number of vendors and sponsors participating increased to 18.

The conference proved to be a huge success. Sessions addressed important issues and were well-prepared by the presenters. The first annual Financial Aid Bowl was informative and enjoyed by everyone. Congratulations to Dale Ekas (team captain), John Bieryla, Milosh Mamula, and Bill Srsic for winning first place.

Chairman Kate Hetherington expresses her personal thanks to everyone who contributed to the success of the Conference. Special thanks are extended to her conference committee who gave so much of their time during a particularly hectic year.

BOB PRINCE OF FCA RECEIVES PASFAA AWARD

Submitted by Don Raley, PASFAA Past President

One of my most pleasant assignments as President of PASFAA came during the business meeting at our conference in Lancaster when I had the opportunity to present a handsome, engraved plaque to Bob Prince, Vice President and Director of the Institutional Division of Financial Collection Agencies. Earlier in the year, the PASFAA Council agreed that Bob would be the recipient of a very special award, the likes of which had not been made before. The Council wanted to recognize the fact that FCA had supported PASFAA as a sponsor and vendor longer than any other organization, and that Bob Prince is the individual who welded the solid FCA-PASFAA relationship.

A few days after the close of the conference I received a note of thanks from Bob, a gentleman to whom PASFAA owes a great deal.

The inscription on the plaque presented to Bob is as follows:

PASFAA
SPECIAL APPRECIATION AWARD
BOB PRINCE
FINANCIAL COLLECTION AGENCIES

For an outstanding record of providing complimentary services and for the longest continuous support as a sponsor and vendor at annual conferences, the Pennsylvania Association of Student Financial Aid Administrators offers special recognition and expresses sincere gratitude.

October, 1986

1987 PASFAA HOTLINE

Submitted by George Walter, LaSalle University

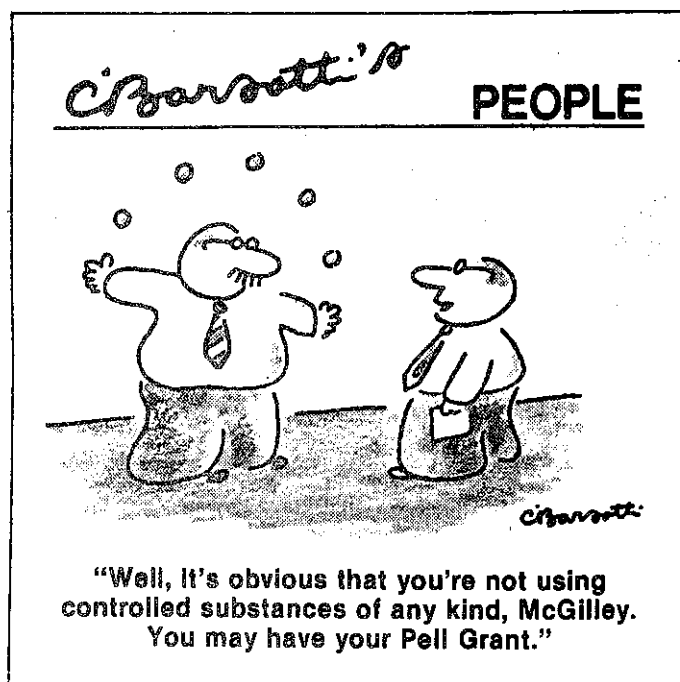
Work has already begun on the second annual Financial Aid Awareness Month (January 1987). As was the case in 1986, the highlight of the month's activities will be the PASFAA Financial Aid Hotline. Scheduled to be held from January 12th to 16th, the hotline will be available on a toll-free basis to all Pennsylvania residents.

During the month of November all PASFAA members will receive a form indicating their availability to participate in this project. Based on early indications it is anticipated that each member who volunteers will be asked to commit one night to the hotline. This commitment will mean answering the hotline along with other financial aid officers from 5-9 p.m.

More detailed information concerning hotline sites and area coordinators will be mailed to members in the near future. Until that time please feel free to call George Walter, (215) 951-1070, for more information.

The Financial Aid Office of the future?

Submitted by Ron Shunk, Gettysburg College



1986-87 PASFAA MEMBERSHIP APPLICATION

Miss _____
 Mrs. _____
 Ms. _____
 Mr. _____
 Dr. _____
 Rev. _____
 Sr. _____
 Br. _____
 Fr. _____
 Rabbi _____

Last Name _____ First Name _____ Title _____

Institution Name _____

City _____ State _____ Zip _____

() _____

Telephone Number _____

PHEAA Terminal Number _____

Type of Institution:
Type of Membership:

_____ Public Two-Year	Active Member (Responsible for Financial Aid Administration)	\$22	\$ _____
_____ Private Two-Year			
_____ Private Four-Year	Associate Member (Interest in Financial Aid)	20	\$ _____
_____ State-Related			
_____ SSHE	Student Member (Full-time)	10	\$ _____
_____ Proprietary			
_____ Nursing			
TOTAL ENCLOSED			\$ _____

Please make check payable to PASFAA and forward to:

*Donald V. Raley
 Director of Financial Aid
 Dickinson College
 Carlisle, PA 17013*

Your cancelled check will serve as your receipt.

INTERESTED IN ASSISTING A PASFAA COMMITTEE?

The work of the Association presents many formal and informal opportunities for members to serve. If you are interested in assisting a PASFAA committee during 1986-87, please complete the form below and mail it to Donald V. Raley, Director of Financial Aid, Dickinson College, Carlisle, PA 17013. As committee chairmen review their needs for this year, they may be in touch with those who express interest.

PASFAA standing committees and chairmen include:

Membership and Elections—Don Raley, Past President
 Professional Standards—Sheila Angst, President Elect
 Professional and Public Information (Newsletter)—Vali Heist, Secretary
 Government Relations—Mary Andrews Miller, Vice President
 Conference Committee—Patricia Loughran

Name and Title _____

Institution and Address _____

Telephone Number _____

Committee Preference(s) 1. _____
 in order of interest: 2. _____



Host Farm Resort

CONFERENCE COMMITTEE TAKES A BOW. Our thanks to (left to right) Gordon Bateman, Mike Schreier, Pat Loughran, Sharon Shurow, Janet Weiss, Rachael Lohman, Kate Hetherington (chair), and Bonnie Behm.

A FANTASTIC HAWAIIAN LUAU opened the conference activities.



IMPORTANT WORDS. Among speakers in general sessions were PHEAA's



Ken Reeher



Gary Smith



Jay Evans



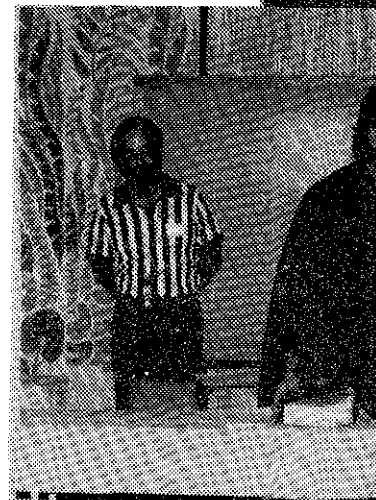
Bob Pearl

1986 CONFERENCE:



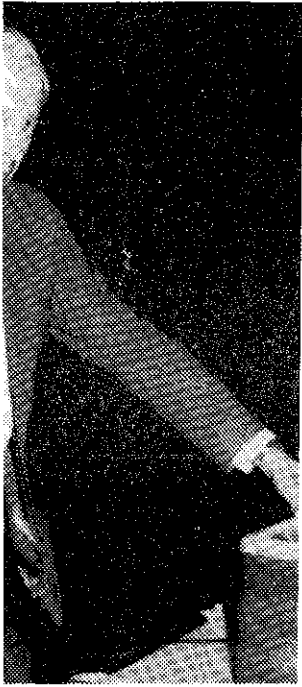
KEYNOTE SPEAKER. Dr. [Name] a thought-provoking session on demographics in Pennsylvania education.

FINANCIAL AID BOWL Master of Ceremonies, George Walter, tries to stump contestants at the first annual bowl.



Special thanks to the Official Con

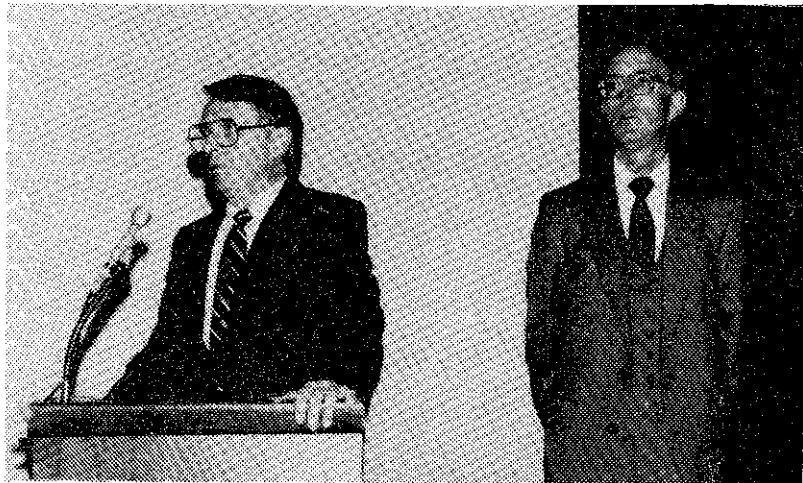
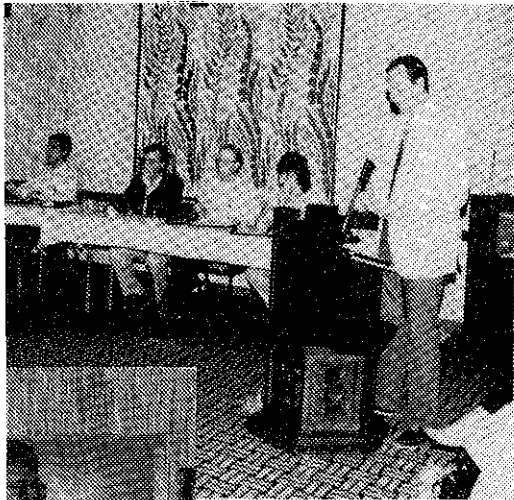
A RECORD BREAKER



Harold Hogkinson presented information on the changes in the law and their effects on higher education.



WILLIAM IRWIN, President for 1986-87, receives the gavel from Donald Raley, Past President.



DEPARTMENT OF EDUCATION Representatives. Dewey Newman (left) and William Moran (right) field questions from the audience.



HERE COMES THE JUDGE! Mike Schreier gives the final decision on a challenged answer at the bowl. Score keeper Tom Snyder awaits his decision.



AND THEY'RE OFF! Contestants for the third annual Fun Run at the starting line.

NEWS BRIEFS

PHEAA is sponsoring a NATIONAL WORKSHOP on the DETECTION and PREVENTION of FRAUD, ERROR, and ABUSE in the GUARANTEED STUDENT LOAN PROGRAM to be held January 25 to 28, 1987, in the Hershey Hotel, Philadelphia, Pennsylvania. The workshop will consist of a training session for anyone having a direct or indirect interest in the GSLP.

All PASFAA Members are cordially invited to attend this workshop. For information contact: Gene Beard or Cindy Hepler, Program Review Unit—PHEAA (717) 257-2740.

EASFAA MINORITY CONCERNS PRECONFERENCE. Plan now to attend the fourth annual EASFAA Minority Concerns Preconference on May 2, 1987, in Buffalo, New York. There will be topics and issues of interest to all. For more information contact Yvonne Gittens, MIT, (617) 253-4971.

VASFAA JOURNAL. The Virginia Association of Student Financial Aid Administrators, Inc. publishes its official journal annually and is inviting members of PASFAA to submit articles for consideration for publication in their 1986-87 journal by December 1, 1986. For further information contact Elizabeth G. Creamer, Associate Director, Virginia Tech.



From the Wall Street Journal—permission Cartoon Features Syndicate

Submitted by Ron Shunk, Gettysburg College

EASFAA CONFERENCE '87 TAKES SHAPE . . . MARK YOUR CALENDAR NOW!

Submitted by Don Raley, PASFAA Past President

PASFAA's past president serves as the PASFAA representative to the EASFAA Council, and it was my pleasure to attend an EASFAA Council meeting recently at the '87 conference site, the Hyatt Regency Hotel in Buffalo, New York. I found Buffalo to be a pleasant combination of the old and the new with a very attractive downtown which has been revitalized recently. The rapidly changing waterfront is an easy stroll down a pedestrian mall or a quick ride on the trolley from the conference hotel which is at the edge of the theatre district. The hotel itself lives up to the Hyatt standards of service, appearance, and accommodations.

The conference committee is planning an excellent array of professional presentations along with a trip to Niagara Falls. Although plans are not solid at this early date, there is the possibility of a pre-conference trip to Toronto and a "pub crawl" featuring popular night spots and watering holes around Buffalo. Another pre-conference attraction is a series of presentations and discussions focusing on the special needs of minority students.

In all, EASFAA Conference '87 is shaping up as an important professional development opportunity with plenty of fun time thrown in as a bonus. So mark your calendar now to hold May 3-5, 1987, for a memorable trip to Buffalo.

INVITATION FOR PROGRAM SESSION PROPOSALS FOR '87 PASFAA CONFERENCE—SEVEN SPRINGS OCTOBER 11-14, 1987

The 1987 Conference Committee will meet on November 9-10 and again in January to begin working on the next annual conference. The committee will be considering all suggestions collected from '86 PASFAA attendees, but we need more suggestions for program sessions and presenters from members.

If you have ideas or recommendations to share with the committee, please complete the following form. It is important that the form be returned as soon as possible to Pat Loughran. Thank you in advance for sharing your ideas with us.

PROGRAM SESSION—RECOMMENDATION FORM

SUGGESTED PROGRAM SESSION: (TITLE) _____

Please indicate the proposed content for this session: _____

Recommended Presenter(s):

Name _____

Institution _____

City/State _____

Phone No. () _____

Name _____

Institution _____

City/State _____

Phone No. () _____

Please use an attached sheet to share any additional ideas you might have toward the making of a productive PASFAA Conference for 1987. Thank you.

Signed _____

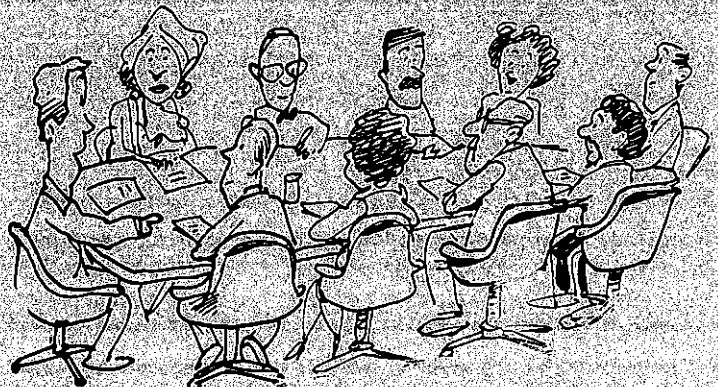
Institution _____

City/State _____

Phone No. () _____

Please return to Patricia Loughran
Director of Financial Aid
Saint Francis College
Loretto, PA 15940

or Terminal TM64



NEWSLETTER PUBLICATION SCHEDULE

Editions of the PASFAA newsletter are scheduled for November, January, March, May, and August. 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 Vali Heist, Alvernia College, Reading, PA 19607.

MOVING OR CHANGING POSITION?

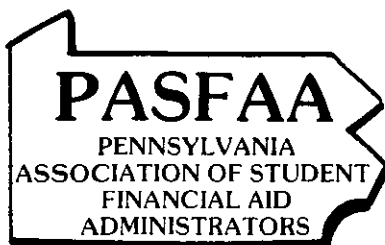
PASFAA membership belongs to the individual and not your institution. Please be sure to provide PASFAA with changes of address or changes in title. Membership directories are printed for PASFAA by Bob Prince of Financial Collection Agencies. You should review your entry and submit any necessary changes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

NEWSLETTER STAFF

Editor	Vali G. Heist, Alvernia College
Staff	Lucy Bavaria, Lehigh University
	Georgia Prell, East Stroudsburg Univ.
Editorial Board	Sheila Angst, Albright College
	John A. Pergolin, St. Joseph's Univ.

CONFERENCE DATES TO REMEMBER

EASFAA	May 3-6, 1987
	Hyatt Regency Hotel, Buffalo, NY
NASFAA	July 22-25, 1987
	The Sheraton Washington, Washington, D.C.
PASFAA	October 11-14, 1987
	Seven Springs Mountain Resort, PA



Alvernia College
Financial Aid Office
Reading, PA 19607