

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

NUMBER 1**DECEMBER 1988****VOLUME XXII**

21st Annual
Conference
The
Sheraton Hotel,
Station Square,
Pittsburgh, Pa.
October 22-25,
1989

FROM THE PRESIDENT:

Dear PASFAA Colleagues:

How quickly we find ourselves back at the pace of doing business and forgetting the good times and the wonderful meals we had at the Hotel Hershey. It has taken me at least 3 weeks just to return to my pre-conference weight (which is still too high). I know that it has been stated many times, but for the record, kudos are in order to Mike Schreier and his great committee for their efforts to make this one of the best conferences ever. Certainly the participation by the PA membership was the highest on record. The record is clear and precedence has been set. "We always do it better in PA." So on to Pittsburgh for the 1989 conference.

I would be remiss if mention were not made about the effective leadership provided by Sheila Angst during this past year. Sheila was bold and assertive and her direction allowed Council to perform very effectively. PASFAA membership was also ably represented by the elected officers and by the sector representatives to Council who offered much to all of our deliberations. I look forward to working with our new slate of officers and with the continuing sector representatives.

I have had the time to reflect a moment or two about what has happened in the last year and tried to crystal ball the next year. We all survived Congressional Methodology (CM) and the new Pell processing. We even, I believe, grew to accept the fact that Aid Professionals could perform "professional judgement" on special condition cases. I suspect for the most part, we did quite well in our judgement calls and future review may show that there was less abuse than was previously suspected. This next year the CM process should be a breeze because we have had one year of it under our belts, and not much is changing. (Did we ask for a miracle?) The biggest shift in our responsibilities will be our inability to perform "professional judgement" on those Pell cases that we typically considered as "Special Condition." Hopefully the new process for Pell change will not create further complications and misunderstanding among the aid professionals and the students we serve.

PASFAA Council has in front of it a large number of agenda items to address and will begin to do so with its first official meeting December 11 and 12. Our meeting will be at the Station Square Sheraton, so we will also have a chance to see our conference site first hand.

Please keep in mind that January will be a very busy month for all of us as PASFAA prepares for "Financial Aid Awareness Month" and our "Financial Aid Hotline Week." Your efforts to assist by volunteering will only help to strengthen our profession and PASFAA. I look forward to this activity and trust you will be involved.

Sincerely,

Milosh B. Mamula
President

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1988-89 PASFAA EXECUTIVE COUNCIL

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Editor Xerpts

- The Newsletter publishes financial aid position openings free-of-charge and accepts signed letters to the editor.
- Lenders speak up! We need more articles for the Lender Language section of the Newsletter. Please contribute whatever you feel is newsworthy.
- We are expanding the dates to remember section on the back cover of the Newsletter. Please send events and dates to the Editor well in advance of the event.
- Position changes/personal notes: We will publish position changes and personal notes as space permits in each Newsletter.

PUBLICATION SCHEDULE

Editions of the PASFAA newsletter are scheduled for December, February, April, June and September. Articles, editorials, positions available, or other contributions must be submitted in the month prior to publication. Please submit materials or questions to:

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PASFAA Newsletter
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(215) 683-4032

Subscription to the PASFAA Newsletter is included in the Membership fee. Contact Sheila Angst, Albright College, for information on PASFAA Membership.

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John A. Pergolin, St. Joseph's University
Georgia Prell, East Stroudsburg University
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Photography for this issue Michael Schreier, Northampton Community College
John McKeown, Kutztown University

Pasfaa Potpourri

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 and 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.

1988-89 PASFAA COMMITTEES

Committee	Chairperson
Government Relations	William Burke
Membership and Elections	Sheila Angst
Professional Standards and Training	Rachael Lohman
Public and Professional Information	John McKeown
1989 Conference	Chris Zuzack

REPORT ON MEMBERSHIP

*submitted by Sheila Angst,
Past President*

PASFAA membership for 1988-89 is already approaching the 1987-88 figure. Approximately 460 people have joined PASFAA for the current year, including about 140 new members who joined at or since the October conference.

A complete breakdown of membership by sector and type of membership will be available for the next newsletter, once the computer data base is totally updated. PASFAA is again grateful to Georgia Prell, East Stroudsburg, for her volunteer efforts in maintaining this information for the association.

A mailing has been made to all 1987-88 PASFAA members who have not yet renewed their memberships to give them the opportunity. A mailing is planned shortly to each GSL-eligible school in the Commonwealth which currently has no PASFAA member.

Our goal this year is to provide members with the Directory for 1988-89 as early as possible. Every member who has joined by November 20 will appear in the directory, expected to be mailed in January. Please be certain to review your entry for accuracy and to contact Sheila Angst with any corrections which may be necessary. It is important to remember that PASFAA's are individual memberships: if you change institution, you take your membership with you and must inform us of address and/or title change.

This year, PNC has generously sponsored the Membership Directory through their financial contribution to its printing expenses. PASFAA is grateful to PNC for its commitment to the association in this manner.

HERSHEY CONFERENCE 1988— A GOOD TIME

*submitted by Judy Neyhart,
Cedar Crest College*

The Hotel Hershey was the setting for the 20th Annual PASFAA Conference held October 2-5, 1988.

The conference committee, with Mike Schreier as chairperson, provided those in attendance with a full agenda of financial aid sessions. Some topics of interest included: NCAA Division III and Financial Aid, Congressional Methodology, Pell Processing, and the 1040—An Advanced Session.

Brother F. Patrick Ellis, president of LaSalle University, gave the keynote address. In addition to praising our efforts, Brother Patrick's humor lifted our spirits enabling us to return to our student aid responsibilities with renewed enthusiasm.

A federal update session was held on Monday afternoon. Bill Moran and Larry Oxendine discussed loan defaults, anticipated changes for 1989-90, and future plans for a federal loan "tracking" system.

On Tuesday a special luncheon honoring PHEAA was held. Past presidents of PASFAA were also in attendance to celebrate the 20th anniversary of PASFAA.

Presenters from PHEAA provided an update of the state programs on Wednesday morning. Changes for 1989-90 were discussed.

To provide time for relaxation, many social activities were planned. The two evenings of DJ and dancing were well attended. The strolling violinist during Sunday's buffet swept us off to Italy with his repertoire of popular melodies. Swimming and volleyball games proved to be successful tension relievers for those who participated. George Walter returned as emcee of the Financial Aid Bowl. The Philadelphia group won the contest after overcoming the "fierce competition" from the other sectors.

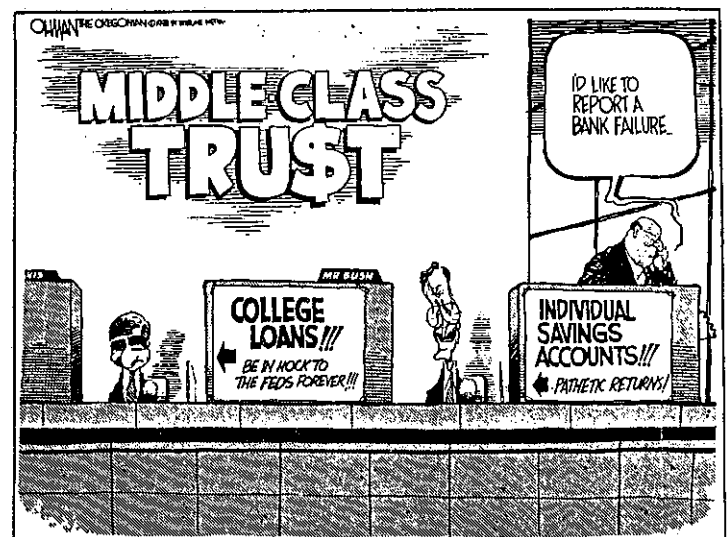
The Sheraton Inn at Station Square, Pittsburgh will be the setting for the 21st PASFAA Conference to be held from October 22-25, 1989. Chris Zuzack will serve as the 1989 conference chairperson. Mark your calendars now and plan to attend.

A NOTE OF THANKS

*submitted by Sheila Angst,
Past President*

Thanks to everyone for their hard work! It was a successful 20th annual conference and an excellent and productive year for PASFAA. Conference committee, council members, committees and the membership are to be congratulated for their efforts which culminated in an enjoyable and rewarding conference.

We were especially pleased to have the opportunity to honor PHEAA and our past PASFAA presidents at the October 4th luncheon, and to begin our 21st year in the capable hands of president Milosh Mamula.



*submitted by Ron Shunk
from the Sunday Baltimore Sun*

PAATP ANNOUNCES 1988-89 PROGRAM YEAR OFFERINGS

submitted by PHEAA/PAATP Staff

Each year, the Pennsylvania Aid Administrators Program (PAATP) offers a variety of workshops, seminars, and institutes for members of the financial aid community. The purpose of these is to provide information and instruction.

The following is a brief summary of up-coming PAATP events which are scheduled during the next few months. Be sure to check your calendar and plan to attend! Brochures detailing each series, along with complete registration materials, will be forwarded to you prior to the scheduled dates of all activities.

January/February, 1989

PROPRIETARY/NURSING SCHOOL WORKSHOPS

Three workshops designed to meet the specific needs of financial aid administrators at business, trade, technical and nursing institutions. The theme this year concerns the administration of financial aid in the small office.

- #1—Tuesday, January 24, 1989
Penn Tower Hotel
Philadelphia, PA
- #2—Wednesday, January 25, 1989
Holiday Inn, Parkway-East
Pittsburgh, PA
- #3—Wednesday, February 1, 1989
Penn Harris Inn and Convention Center
Camp Hill, PA

February, 1989

PROFESSIONAL DEVELOPMENT SEMINARS

Two seminars designed to provide professional level information and an opportunity to develop and maintain associations with colleagues through the exchange of information and ideas.

- #1—February 22, 1989
Valley Forge Hilton
King of Prussia, PA
- #2—February 23, 1989
Holiday Inn, Parkway-East
Pittsburgh, PA

May, 1989

STAFFORD (GSL) LOAN PROGRAM WORKSHOPS

Designed for student loan officers and financial aid administrators concentrating on the administration of student loan programs (Stafford Loans [GSL], PLUS/SLS, PHEAA-HELP).

June, 1989

FINANCIAL AID INSTITUTE FOR FINANCIAL AID ADMINISTRATORS

Designed to provide a detailed, one-week exposure to student financial aid theory, regulations, policies, and procedures for new financial aid administrators.

FINANCIAL AID INSTITUTE FOR STUDENT LOAN OFFICERS

Designed to provide a detailed exposure to the administration of student loan programs.

POSITION OPENINGS

We are urgently in need of an **experienced** Financial Aid person to handle the processing of our new students' aid and paperwork. The salary is open depending upon the amount of experience and background. Resumes should be sent to my attention at this school. If you have any questions, you may contact me at 569-3299. Joanne H. Misener, President, Franklin-Morris Academy, Robert Morris Building, 17th and Arch Streets, Philadelphia, PA 19103, (215) 569-3299.

Financial Aid—Community College of Philadelphia is seeking a coordinator for Stafford Student Loan Program. Thorough knowledge of loan regulations and PHEAA computerized system preferred. Will assist in awarding of other federal aid. Bachelor's degree required. Salary to 24K. Send resume and reference to Richard F. McCracken, Director of Financial Aid, Community College of Philadelphia, 1700 Spring Garden Street, Philadelphia, PA 19130. Equal opportunity employer M/F.

Lincoln University of Pennsylvania has an immediate opening for a Director of Financial Aid. The Director of Financial Aid reports to the Vice President for Enrollment Planning and Student Life and is responsible for the administration of the University's financial aid and scholarship program. The ability to meet students and parents, to explain financial aid programs and regulations, and a knowledge of computerized packaging of financial aid awards are required. Qualifications include a master's degree and at least four years of experience in financial aid administration at the assistant/associate director's level. Salary and benefits are competitive. Lincoln University, founded in 1854, is a state-related, coeducational institution located forty-five miles southwest of Philadelphia and fifty-five miles northeast of Baltimore, Maryland in the pastoral setting of southern Chester County. Letters of interest, accompanied by a resume and the names and telephone numbers of three references should be sent to: Dr. Charles A. Edington, Vice President for Enrollment Planning and Student Life, Lincoln University, Pennsylvania 19352. (Telephone (215) 932-8300).

Assistant Director of Financial Aid—Monmouth College.

RESPONSIBILITY: Coordinate the Pell Grant program, comply with federal regulations, SAR processing, IPS reporting and SVR reconciliations. Coordinate Title IV Loan programs, certify applications, disbursement and monitoring of compliance information. Coordinate College Work Study programs, act as liaison with College Placement Office for federal and institutional employment programs, monitor payroll earnings and time sheets. Award packaging according to federal, state and college policy. Incumbent is also responsible for student/parent Financial Aid counseling, preparation of Financial Aid transcripts and conducting Financial Aid Workshops. Other duties as assigned. Successful candidate must have a Bachelor's Degree along with 2-3 years Financial Aid Experience (1 year supervisory preferred). Candidate must be knowledgeable in needs analysis, award packaging and have coordinated at least one major aid program in prior position. Some knowledge of main frame or personal computers preferred. Excellent interpersonal, organizational and communication skills required. **APPOINTMENT DATE:** IMMEDIATE. **ADMINISTRATIVE FRINGE BENEFITS INCLUDE:** Comprehensive group health insurance plan, Life Insurance, Dental Insurance, Travel Accident Insurance, Tuition Remission including spouse and dependent children, 12 holidays, 20 days vacation after 1 year of employment, Choice of 3 pension plans: With 7% College contribution, After 1 year of employment requires 5% contribution by employee, Long Term Disability. Please forward a current resume and cover letter stating salary requirements no later than October 7, 1988 to: Patricia Swan-nack, Director of Human Resources, Monmouth College, Cedar Avenue, West Long Branch, New Jersey 07764. **AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER.**

The Financial Aid Office at Kutztown University is seeking a Financial Aid Assistant to administer various electronic and tape exchange programs. Applicants must have experience in basic programming, IBM personal computers, data processing and systems. Applicants must also possess strong interpersonal skills with a commitment to team work. Experience in and knowledge of student aid programs is also needed. This is a twelve month entry level position effective January 23, 1989 with a beginning salary of \$20,108. **MINIMUM REQUIREMENTS:** Bachelor's degree in CIS or Business Administration or related field. Formal education and experience in Data Processing and Computer Science is a must. Applicants must submit a letter of application, resume, transcript, and three letters of recommendation no later than December 23, 1988. These materials must be forwarded to the Chairperson of the search committee at the following address: Dr. Russ Bumba, Dean for Student Services, North Student Center, Kutztown University, Kutztown, PA 19530. Kutztown University is an Affirmative Action/Equal Opportunity employer and actively solicits applications from qualified women and minority applicants.

PASFAA HOTLINE 1989 SCHEDULED FOR JANUARY 23-27

*submitted by Helen Nunn,
PASFAA Treasurer*

The fourth annual PASFAA Financial Aid Hotline will be conducted from January 23-27, 1989 from three sites. Harrisburg, Philadelphia, and Pittsburgh will serve as the hotline sites for this year. The Harrisburg calling will take place at PHEAA. Pittsburgh calls will be received at Pittsburgh National Bank and in Philadelphia at Provident Bank. The coordinators of the various sites will be Mary Francis Woodall of Elizabethtown College at the Harrisburg site, Bonnie Lee Hehm of Thomas Jefferson University at the Philadelphia site, and Mona Lucas of Community College of Allegheny County Boyce Campus at the Pittsburgh site. They will be responsible for coordinating work schedules at their respective sites.

Thanks to the 36 of you who signed up as volunteers to work at the hotline during the recent PASFAA Conference. You will be receiving more information soon regarding the details of your working. All other active PASFAA members will be contacted by mail later this fall.

More than one hundred volunteers will contribute their time and efforts to making the Hotline successful. Please consider giving one night of your time to this worthwhile and publicly visible PASFAA project.

AWARENESS MONTH

submitted by Lehigh Valley Financial Aid Administrators

January is Financial Aid Awareness Month. In keeping with this theme, the Lehigh Valley Financial Aid Administrators (LVFAA) are sponsoring Financial Aid Nights to assist parents and students with the application process. The programs are being held at Lehigh County Community College on Monday, January 9, and at Northampton Community College on Wednesday, January 11. Alternate inclement weather dates are Tuesday, January 17 and Thursday, January 12, respectively. The event is being promoted through a mailing to all local high school guidance offices, distribution of flyers at the college night fairs which were held at both community colleges in October, distribution of flyers and posters to local guidance offices and joint newspaper advertisements sponsored by the community colleges.

The dates were chosen not only to coincide with Financial Aid Awareness Month, but also to take advantage of the central locations and the availability of parking at the community colleges while there were no evening classes in session. Also, families who begin the application process and later have questions will be advised of the availability of the PASFAA/PHEAA telephone hotline being held January 23-27.

These sessions are being offered as either a replacement or an augmentation of those previously held by the various area high schools.



CONFER 20 YEAR AN



*Sheila Angst presents PASFAA Plaque to PHEAA:
Rep. David R. Wright, Kenneth Reeher, Sen.
Ralph W. Hess, & PASFAA's Sheila Angst.*



*PASFAA Members enjoy one
of many social events: Robert
Evans, Donald Raley, William
Stanford.*



*Sheila Angst, Past President, and Milosh Mamula,
PASFAA President for the new year.*

*1988 Conference Committee:
Michael Schreier, Rachael
Lohman, Delbert Woodward,
Judy Neyhart, Donna Morris,
Christine Zuzack, Bonnie Behm,
Patricia Loughran.*



ENCE 1988 NIVERSARY!



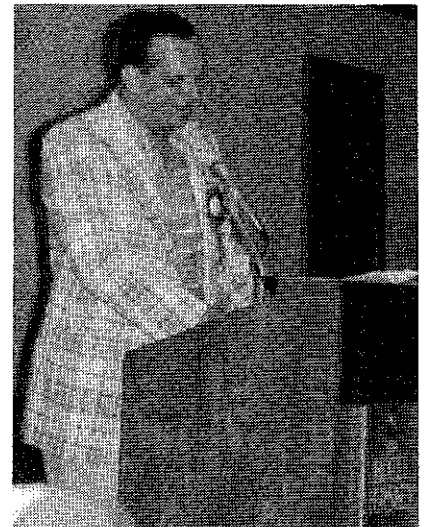
Brother Patrick, LaSalle College President and Keynote speaker.



PASFAA Honors Kenneth Reeher of PHEAA.



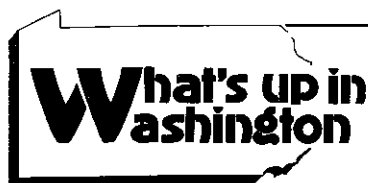
Financial Aid Bowl Team: Gary Seelye, Mona Lucas, & Sharon Platt.



George Walter and the Financial Aid Bowl.

PASFAA people confer: Barry McCarty, Renee Saleh, and President, Milosh Mamula.





GOVERNMENT RELATIONS COMMITTEE UPDATE

*submitted by Bill Burke,
PASFAA Vice-President*

It is with great anticipation that I commence my service as Chairman of PASFAA's Government Relations Committee. My aim is to continue the fine tradition of commitment to government relation concerns on the federal and state level that has marked Pennsylvania as a leader in this field. One of my goals is to expand the role of the legislative liaison network to involve the members more directly with the operations of the Government Relations Committee. I plan to continue to use the Bulletin initiated by my predecessor, Mary Miller, to inform the membership of urgent concerns and solicit responses to demanding issues. Also, I hope to link our committee with EASFAA's Government Relations Committee, chaired by Mary Miller of I.U.P., and its ties to NASFAA, in an attempt to keep on top of the most current issues.

The success of PASFAA's Government Relations efforts will depend on the cooperation of the membership at large. To effectively respond to issues, we will need to be informed on what your thoughts are on a particular subject. I would appreciate receiving copies of correspondence on federal or state concerns. You may send them directly to: Bill Burke, University of Scranton, Linden St. and Monroe Ave., Scranton, PA 18510, or provide a copy to your legislative liaison for your congressional district.

SPEAK UP OR FOREVER HOLD YOUR PEACE

Many of us have heard these words before. Perhaps some of us wished we had taken the opportunity to speak up. With regard to the loan default issue, you still have time to stand up and be counted. At the PASFAA Conference, we were informed that the House of Representatives withdrew its default prevention bill from consideration during this session of Congress. At the same time, the Department of Education extended the response date for comments on its September 16 NPRM dealing with loan default prevention from November 15, 1988 to February 28, 1989. I ask all of you to take a careful look at the proposed regulations. The provisions, if regulated as is, will impact on all types of institutions. It is important that each school express its opinion on how the regulations would affect their institution. This may be our last shot.

DEFAULT TASK FORCE

Last year PASFAA formed a Default Task Force, chaired by Richard McCracken, to address proposed legislation and regulations dealing with loan default prevention. The committee will convene prior to February to formulate a response to the Default Prevention NPRM. Rich would appreciate copies of comments made on the NPRM as well as ideas and new approaches to this issue.

LEGISLATIVE LIAISON NETWORK

Georgia Prell, East Stroudsburg University, has graciously volunteered to coordinate the PASFAA Legislative Liaison network. She will be contacting current members soon to request their continuation on the network. Please give her your cooperation and assistance.

TIME TO GIVE THANKS

One of our colleagues at the PASFAA Conference suggested that we should encourage our Presidents to thank Gov. Robert Casey and Ken Reeher, PHEAA Executive Director, for their efforts in continuing the PHEAA Non-subsidized GSL program for the 1988-89 academic year. I think it is a good idea. We all know how much our students have become reliant on this program. Why not provide some figures to your President so that they could relay them in a letter of appreciation?

THE TAX EXEMPTION FOR EMPLOYER-PAID TUITION BENEFITS SHOULD BE PERMANENTLY EXTENDED

by John W. Robinson

*submitted by Cheri Gallaher & Ralph Hosterman,
Penn State University
reprinted from the Chronicle Of Higher Education
October 5, 1988*

One of the most important items in the tax-reform legislation that Congress has been deliberating for many months is a permanent extension of the tax exemption for employer-paid tuition benefits. However, it appears that only a temporary extension of this vital legislation may be passed, if the exemption is extended at all.

Lawmakers seem to be missing a strong message from working students, business leaders, and higher-education administrators. Employer-paid benefits are an important stimulus to continuing education in the United States. They are necessary if workers' technological skills and knowledge are to be maintained at a competitive level internationally. Companies spend millions of dollars every year to help employees upgrade their skills and earn advanced degrees. My own company, Motorola Inc., last year paid out more than \$3 million in tuition benefits for 3,900 employees. Between one-third and one-half of those employees were working on bachelor's or master's degrees, mostly in electrical engineering and computer science.

Without a permanent extension of the exemption, thousands of working students will be taxed on the tuition aid they receive from their employers. Those students are asking why they should have to pay taxes on that assistance. Why indeed, when the taxes collected will go to the general fund, not even to strengthen education, our technology base, or research and development?

(See TAX EXEMPT, Page 10)

Sector Sidelines

SSHE AID OFFICERS MAKE SPRING PLANS

*submitted by Kenneth E. Grugel,
SSHE Representative*

At the recent PASFAA conference held at the Hershey Hotel, the SSHE aid officers met to discuss several topics of immediate concern. Several topics included the coordination of non-subsidized GSL letters with Stafford notices, the PHEAA grant formula and CM. Of immediate interest to all SSHE members, who did not attend the conference, was the setting of the spring SSHE meeting date at East Stroudsburg University. We will meet April 12th through the 14th. East Stroudsburg will provide us with details in early spring and I will be asking for agenda topics.

COMMUNITY COLLEGE SECTOR

*submitted by Betty L. Davis,
Public Two-Year*

The Fall Community College sector meeting was held at the Compri Hotel, Harrisburg, on November 10 & 11, 1988. Twenty-five representatives from the Community College sector attended the two-day meeting. All but one school was represented, with attendance at its highest. Guest speakers were Richard Irvin, Loan Division, PHEAA; Gary Smith and Paula Norris, Grant Division, PHEAA.

The Spring Community College sector meeting is planned for April 13-14 once again at the Compri Hotel. Details of the agenda will be discussed in the next newsletter.

NEW GUIDELINES FOR PENALTIES ON LATE GSL REFUNDS

*submitted by Rick Wilson,
Proprietary Representative
NACCAS Review, Volume 1, Number 3
September, 1988*

It has come to our attention that the U.S. Department of Education has implemented new guidelines pertaining to penalties on late GSL refunds. The new penalty guidelines are the following:

Violation	Fine
0-10 days late (May be extended to 20 days at the option of the program reviewer)	No fine
10 days-5 months late	\$100-\$500, or 20% of refund amount
Over 5 months late	\$300-\$500, or 30% of refund amount

Discretion is given to the program reviewer to impose a dollar amount fine or one based on percentage. Additionally, the dates used to determine the lateness are calculated from the date of determination to the date of endorsement by the bank. The effect of these changes is the following:

- Increased Liability—In shifting from a payback of interest and special allowances for a period of violation to a fine per finding, the per student liability potential increases.
- Increased Incidence Level—By using "date of endorsement by the bank" to determine lateness, there is an increased potential for refund to be considered late.

Schools should take certain measures to minimize the potential liability. These include the following:

- Implementing a sound attendance policy which promotes timely reaction in cases of suspension for non-attendance.
- Timely submission of change in status and refund requests.

PRIVATE FOUR-YEAR

*submitted by John Pergolin,
Private Four-Year Representative*

At our sector meeting at PASFAA's Annual Conference in Hershey, PA we discussed such topics as exit interviews for guaranteed student loans, treatment of student earnings in congressional methodology, PHEAA's Work Study Matching Funds, and other topics that concern us. In our discussions, Walter Cathie of Carnegie Mellon University pointed out that the private sector's funding for PHEAA State Grants has increased only 12.69% from 1979-80 to 1987-88 while funding to Pennsylvania students attending state-owned, state-related, community colleges all had aggregate funding increases of 100%. Walter will send to members of our sector detailed information concerning this. After you review it, please send your comments to me.

On September 13th, the Education Department released proposed regulations governing the Student Assistance General Provisions and the Stafford Loan (GSL) Program. It is important that we read and evaluate these proposed regulations and provide comments to the department which can contribute suggestions to be used to develop the final regulations on this issue. The deadline for comments has been extended from November 15th to February 28, 1989. The October issue of *Nacubo's Business Officer* has an excellent commentary concerning these proposed regulations.

If you did not see the NASFAA Newsletter of October 4th, I call your attention to the Legislative Summary of the Bills that were before the 100th Congress which relate to student aid issues. NASFAA publishes these summaries on a quarterly basis and are most informative. The College Board recently published a report, "Trends in Student Aid: 1980 to 1988," which you will find interesting.

We all experience the feeling that there never seems to be enough time in the day to accomplish what we want to do. Somehow the work gets done and our students are helped by our efforts. Please let me know if I or any members of PASFAA can assist you when you have questions or problems. The Financial Aid Community is made up of people who always are willing to assist one another.

VOLUNTEERISM/IT FEELS GOOD!

*submitted by Joyce M. Frantz,
Nursing Sector*

The coming year is going to be great for the nursing sector in that we are embarking into new territories of communications within our group. I want to thank the sector for your support during the 88 Conference. Also, I was most appreciative of the spirit of volunteerism portrayed during our sector meeting. Six, yes I said six, members of the sector agreed to committee work in addition to their duties at their home schools. These six members will be planning the compilation of an inter-office forms manual and also some type of directory of nursing scholarships. So, please support our efforts to involve the whole sector by responding to any requests or surveys that may cross your desk during the next few weeks. It really feels good to get involved with your peers especially when the work is directed towards the good of the group! 88 was great for our sector but 89 will be even better!

AID COMMUNITY REACHES 80,000 INDIVIDUALS IN 1987-1988

*submitted by Kenneth E. Grugel,
SSHE Representative*

The results from the Financial Aid Awareness survey are in and PASFAA members came out looking great for all of their 1987-88 public awareness programs.

One hundred and thirty-seven surveys were returned representing 46% of PASFAA member schools. The survey revealed that 201 persons made on or off campus financial aid presentations, in 1,458 different programs, and reached an audience of over 80,793 people. Now that's quite a bit of financial aid information to discuss in one year.

The type of programs presented were:

- 83: High school financial aid programs at the invitation of the school
- 115: On-campus programs for prospective and current students
- 43: Other special interest group presentations

It also is apparent that very little activity is taking place in the area of grade school and junior high school programming, although a few schools have developed successful programs.

New and innovative ideas for Financial Aid Awareness are always needed, so drop me a line when you or your school develops an innovative approach to presenting Financial Aid.

CERTIFICATION OF LOANS

PHEAA is researching the question of certification of loans for less than a full academic year. The question regards Family Contribution and whether to employ professional judgement and use one-half of the EFC or whether to use the adjustment procedures described in the January 1988 Dear Colleague letter. PHEAA will provide a clarification on this issue soon.

TAX EXEMPT (Continued from Page 8)

This is ironic because the National Science Foundation says that Japanese investment in non-defense research and development, as a proportion of gross national product, has for the first time exceeded American investment. Many of our young engineers with high potential, who could improve our posture in research and development, will be hurt if Congress does not extend the tax exemption for tuition.

Besides engineers, tens of thousands of other employed adults want and need to continue their education. They are willing to devote their own time. Their companies are willing to pay the cost of tuition. But federal tax policy is not as supportive.

How did we find ourselves in such a predicament? Prior to 1977, the Internal Revenue Code treated *job-related* tuition aid as tax exempt. Generally, other types of educational assistance were considered a benefit and treated as taxable employee income. Several tests were applied to make sure students complied with the I.R.S. provisions. Multiple interpretations of the rules led to even more confusion. The result was that many employees simply did not continue their education because of the uncertainty over their personal tax liability.

A number of key business and Congressional leaders saw the dilemma. The American Society for Training and Development organized a group to study the tax status of tuition aid. It compiled data that supported the need for permanent legislation to make all forms of tuition aid tax free. Congressional hearings were held and Republican Sens. Jacob K. Javits of New York and Bob Packwood of Oregon sponsored legislation to correct the problems. As a result, Congress passed the Employee Education Assistance Act, and in 1978 a new section was added to the Internal Revenue Code making all forms of employee tuition aid tax free.

Because the concept was new, Congress authorized the law for five years. The concept was to be reviewed and reconsidered in the early 1980's. Instead, the law was allowed to expire on December 31, 1983. After much discussion, it was extended twice, finally expiring on December 31, 1987.

Before it expired, the provision allowed employers to provide workers with up to \$5,250 a year in tax-free tuition aid. The bill that the Senate is considering would not extend the tax break at all, although some Senators say they may back an 18-month extension when the Senate debates the bill. The House-passed version would extend the tax break for one year (and make it retroactive to cover tuition paid in 1988), but only the first \$1,500 a year in tuition aid would be tax exempt. And only undergraduates or graduate students who were research or teaching assistants would be eligible for the break.

Such legislation is clearly inadequate. But, if no extension is approved, in 1989 the tuition benefits of both undergraduate and graduate students would be subject to taxes. Even if a one-year extension passes this year, lawmakers should pass legislation in the next Congress that would permanently exempt employer-paid tuition from taxes.

John W. Robinson is manager of university and external relations for Motorola Inc.

PROJECT FOR AN INFORMED CHOICE (Summary of Second Annual Project Progress Report)

*submitted by William C. Harrell,
Director*

Within the following paragraphs are highlights from the report that measure some of the successes that have been realized in achieving the objectives of this four-year Project to encourage more of Pennsylvania's able minded young people to go on to post-secondary education.

- The University of Pittsburgh at Bradford hosted its third annual Career Day for 475 eighth grade students and their parents;
- The Pennsylvania Gas Association published a "Family Guide to College Costs";
- The Pennsylvania Association of College Admission Counselors produced four public service announcements promoting Pennsylvania colleges;
- The Pennsylvania Association of Student Financial Aid Administrators sponsored a financial aid hotline to answer questions about aid opportunities;
- Pennsylvania Higher Education Assistance Agency marketed three computer software programs among secondary schools which assist students and their families in making wiser, better informed decisions about postsecondary and career planning;
- Berks County Interinstitutional Cooperation Forum and its Berks Best Program targeted able minded secondary school students that appear to have no higher education and career goals;
- Mon Valley Education Consortium "Horizons" encouraged students in 20 school districts to take an active part in determining their future and planning for education beyond high school;
- PACU assisted PHEAA in compiling information that was developed into a bound publication called "Choices—A Guide to Pennsylvania Colleges and Universities" and "KEYS," the computer software equivalent of "Choices";
- PACU produced thousands of booklets, brochures, and mimeographed materials promoting early awareness programs in schools, encouraging families to plan early for future education and career goals, supporting partnerships in education, and sending these materials to school personnel, students and parents, community service leaders, business executives, legislators, and higher education administrators;
- Comprehensive programs of intervention among students and parents continue in the five pilot schools selected two years ago. They are: Coatesville, Cranberry, Solanco, Troy, and Wilksburg Schools. Recent initiatives have begun in two newly selected Districts: Olney and St. John Neumann, both Philadelphia City Schools;
- Interconnecting the model schools with PHEAA computer network, called PHEAA Line, linking schools with over 150 colleges and universities;

- Discover, a series of career guidance programs for junior and senior high school students and parents enabling them to explore education and career opportunities, has been placed in each of the model schools by PHEAA;
- PHEAA, PACAC, and PACU jointly sponsored and staffed a postsecondary education and financial aid information booth at the Pennsylvania Farm Show;
- The Outdoor Advertising Association of Pennsylvania posted 100 billboards across the state, using the PACU theme "Pennsylvania Colleges—The Smart Choice";
- PHEAA conducted a contest among junior and senior high art students to have them design a bookcover. Bookcovers with the prize winning designs and information about higher education, financial aid, and career opportunities were sent to every secondary school in the Commonwealth.

We continue to be encouraged by the growing interests that state agencies, associations, school districts, and professional educators have in encouraging more Pennsylvanians to go on to post-secondary education.

Inquiries about this report are welcomed. Please contact the Project office—PACU (PENNSYLVANIA ASSOCIATION OF COLLEGES AND UNIVERSITIES), 800 N. 3rd St., Harrisburg, Pa. 17102.

STUDENTS DEPENDING MORE ON FINANCIAL ASSISTANCE

*submitted by John McKeown,
PASFAA Secretary/Editor*

Dr. Jerry S. Davis, PHEAA, recently told the House Education Committee that students are selecting colleges based more upon costs and financial aid than personal choice. Dr. Davis stated that the high tuition costs are the reason for the trend.

According to Dr. Davis, an increased number of low-income families are foregoing college altogether. He expressed concern over this issue since financial aid is supposed to help the most financially needy students gain access to education opportunities. Davis made the point that the chance to attend post-secondary education should not be restricted by one's family socioeconomic status.

The report went on to say that Pennsylvania colleges of all types are among the highest cost in the nation. It was noted that Pennsylvania ranks near the bottom in per capita spending for higher education. Committee Chairman, Rep. Ron Cowell, D—Allegheny, reported that the state spent \$112.34 per person compared to a national average of \$215.51 last year.

Davis's comments pointed out that the difference between the average four-year public college and four-year private college tuitions in 1988 was more than \$6,500. Eight years ago, the range in average tuitions between community colleges and four-year private colleges was \$3,292 and today that difference is \$7,417. Dr. Davis said that this situation does not bode well for Pennsylvania students or its colleges.

COLLEGES CAN'T FIND ENOUGH WORK STUDY STUDENTS

reprinted from *The College Press*
March 24, 1988

Several campus officials across the country say they can't find enough students willing to take their work study jobs. The officials say the students would rather work off campus in jobs that pay higher wages and don't require them to meet burdensome new federal College Work Study program regulations.

At Penn State, for example, a drastic shortage of work study students crippled the university library system, forcing the school to reduce services. Penn State library official Rod Henshaw said hiring part-time and full-time employees to fill the vacant positions would cost his department an additional \$50,000.

Officials at the University of Washington found that many work study students hired last fall recently left their positions to take higher paying jobs off campus; and at Northern Illinois University, many academic departments are also finding themselves understaffed. Students are opting not to take work study jobs because of changes in federal student aid qualifications.

"Often a student now has the choice of a guaranteed student loan or a work study award instead of receiving both," said Nick Rengler, the Associate Director of Financial Aid at Northern Illinois University.

"Students who need money for tuition or residence hall payments up front choose the loan," said Rengler. "I wish I could convince more students to borrow less."

Other students are eschewing work study jobs for higher-paying off campus positions. The University of Washington, in fact, may pay bonuses to students who work 100 hours or more per quarter to keep those employees on campus.

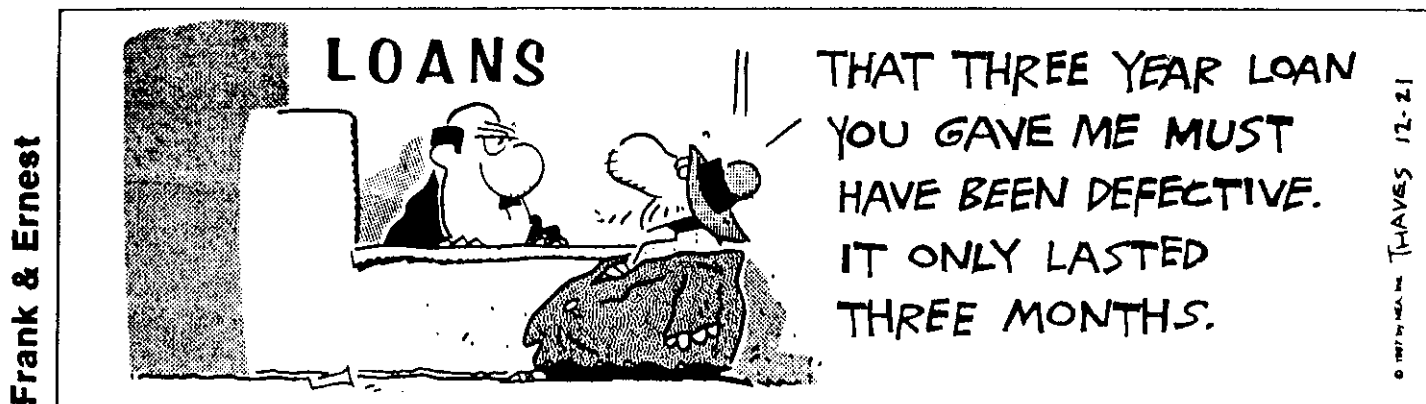
I-9 FORM UPDATE

submitted by John McKeown,
PASFAA Secretary/Editor

The NASEA (National Association of Student Employment Administrators) held its annual meeting in Baltimore, Md. October 18-21 at the Omni Hotel Center. Among the various workshops and presentations conducted, the INS (Immigration & Naturalization Service) held an update on the I-9 Form regulations. John O'Malley, Director of the Southern District, emphasized that the department is simply expecting a good faith effort in compliance with the law. While NASEA and other groups would like to have schools and colleges exempt from the regulation, INS officials confirmed that the Congress was not likely to grant this. The reason given by INS was that an exception given to educational institutions would result in demands from many other kinds of employers for similar considerations.

A specific concern was discussed regarding students who have lost a driver's license or Social Security card and are scheduled to begin work on the campus immediately. INS recognized that bureaus and agencies frequently take several weeks to provide a replacement document. Ask the student for the receipt of the application for replacement. Therefore, it is acceptable practice to document the student's I-9 with just such information. If the INS should conduct a review of the schools' files during a time when a student is waiting for a replacement document, the notation in the I-9 file will suffice. Employment officers should review files of students with such problems and update the notations as progress or delays are reported by the students.

Mr. O'Malley stated at this meeting that schools are not the primary target of the department's reviews. Should your institution be selected for a review, (INS will conduct reviews based upon a random selection of all types of employers) a notification of at least three days will be issued. Further, if the intended review date is at a bad time for the institution, the department will consider an alternate date.



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submitted by Vali Heist
from Texas Guaranteed Student
Loan Corporation newsletter

NATIONAL FINANCIAL AID HOTLINE

*submitted by Catherine McIntyre,
Lehigh University*

The week of Oct. 10-14 was National Education Week. C.A.S.E. and USA Today were co-sponsors of a Financial Aid Hotline. People from all over the United States could call a toll-free number and get information about financial aid to attend college. Pennsylvania participants were Carol Hawley from Bucknell University, Barry McCarty of Lafayette College, and Cathy McIntyre of Lehigh University. The Hotline volunteers worked from the USA Today/Gannett office building located in Rosslyn, Virginia.

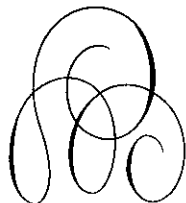
The general media carried quotes from Barry McCarty about the success of the program and the extensive service to students and parents which this event provided. The Oct. 13th edition of USA Today carried a picture of Cathy McIntyre on page 6D. Many thanks to our PASFAA members who gave of their time and talent for the National Hotline!

DENY FEDERAL AID?

*submitted by Juliann Pawlak,
Lycoming College*

Perhaps you have read about Congress' final approval of a provision to deny federal student aid to people convicted of selling or using illegal drugs. Obviously, the higher education community would like to see drugs eliminated from the United States, however, Financial Aid Officers should not be required to do the job. It sounds like the aid community is expected to remove the drug problem from society when the governmental officials have not succeeded in doing the job.

If a person is convicted of selling or using illegal drugs, is that person denied federal housing subsidy, federal food stamps, WIC, other federal loans, federal employment, or all other federal subsidy or subsidized programs? If not, then why require aid officers to deny aid? If Congress deems it appropriate to deny federal financial aid, then all federal subsidized programs should also be denied to the convicted drug seller or user.



ONWARD AND UPWARD

LEHIGH UNIVERSITY — Edwin Aponte to Lehigh University as Assistant Director of Financial Aid. Cathy McIntyre promoted to Assistant Director of Financial Aid at Lehigh University.

ALBRIGHT COLLEGE — Joyce Frantz to Albright College as Assistant Director of Financial Aid.

NASFAA PRESENTERS

Cathy McIntyre, William Stanford and Jack Fulton, Lehigh University, were presenters at the NASFAA conference in Denver. Mr. Fulton, a Development Officer, along with Cathy and Bill, described a plan called "Prospecting for Funds." This program involves a cooperative effort between Financial Aid and Development as a follow-up to establish a link between students receiving aid and donors.



*submitted by Mary Frances Woodall,
Elizabethtown College
from The Patriot News*



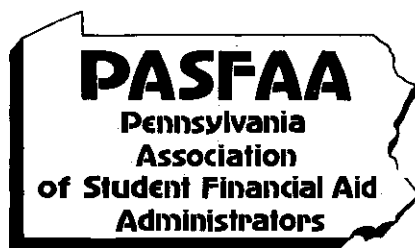
- February 12-13
- February 1-3
- May 3-6
- July 12-15

PASFAA Executive Council Meeting, Harrisburg, PA.

College Board Middle States Regional Meeting, Pittsburgh, PA.

EASFAA Annual Conference, Portland, Maine.

NASFAA Annual Conference, Washington, D.C.



Kutztown University

Financial Aid Office
Kutztown, PA 19530



Happy Holidays To:

SHURON, SHARON L.
ASSISTANT DIRECTOR OF FIN AID
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