

Present:

Gerard Anderson, Cathleen Bellomo, Mildred Brown, William Cheetham, Suzanne Davis, Warren Hoffman, Sharon Karwowski, Johanna Kelly, Cindy Kohlman, Michael McGraw, Michael Pede, Ed Reiman, Vince Scalise, Mary Jo Stetz, Keith Stevenson, Anthony Thompson, Mike Williams, Laura Worley

Absent:

Anne Barton, Kerrie Cooper, Lisa Simpson (all were staffing Novice training)

Secretary's Report:

Motion: Approve minutes of May 3-4, 2001 EC meeting.

Reiman/Stetz- Unanimous.

Focus Group Discussions:

Council and statewide committee chairs broke into small groups to discuss issues below and reported back to full council and committee chairs in attendance, as follows:

Budget (Moderator C. Bellomo): Developed balanced NYSFAAA budget for 2001-02. Included estimated expenses for major statewide training initiatives (FAFSA Wrapper, Intermediate and Support Staff, School Counselor, CAAN) for first time as it has been decided to solicit funds centrally for these activities.

Outreach Activities (Moderator K. Stevenson): Discussed activities such as CAAN, School Counselor, Diversity, Graduate Concerns, Government Relations. Generally discussed where our outreach activities should be focused to increase impact and reflect diversity concerns as well as needs of families and other constituencies.

Recommended Hotline viability to be discussed with statewide committee during planning meeting in late June/early July as to whether hotline should continue. Low usage, not many questions as to application process, has it out-lived usefulness? Evaluations from past CAAN committee demonstrate our most effective effort is high school financial aid nights. Also, popular spokesperson becoming problematic, without well-known spokesperson annual "kick-off" is not very effective, so should we pursue well-known personality?

Recommended that we try to develop a listserv for school counselors to keep them updated on financial aid news. Could collect counselor e-mail addresses during counselor workshops. Government Relations would like to include the addresses for NYS legislature chairs for both lower and higher education committees on this listserv to demonstrate that NYSFAAA's "voice" is heard by many constituents.

Recommended that chairs of CAAN and School Counselor Workshops develop a more formalized cooperation between committees to enhance and augment their efforts.

Recommended development of general publicity piece that briefly describes NYSFAAA and what we do/what we offer for all outreach activities to use throughout the year and some type of poster with tear-off card to promote NYSFAAA/CAAN. Diversity Committee co-chair indicates these publicity pieces would serve them very well in their efforts to publicize financial aid information/assistance in the non-traditional venues they are exploring.

Executive Council/Regional Chair Responsibilities (Moderator J. Kelly): Discussed development and production of training materials to educate new Executive Council members and Regional Chairs with expectations and responsibilities involved in these offices. Goal is to establish consistent information sharing between EC and regions including regional/executive council actions and topics of discussion, NYSFAAA budget, etc. Training should include responsibilities shared with regional chair including setting of meeting dates, audit of regional treasury, survey of regional members for training and discussion topics, increasing regional membership, timely posting of regional meeting minutes to web site, etc.

Membership Report:

Currently have 1109 members. Members that joined via Intermediate and Novice workshops will be added for 2001-02. Arrangements have been made with 2001 Conference chair to add members who join during October conference.

Will need to order NYSFAAA pins soon. Will contact several vendors for price on approximately 3,000 pins (approximately 3- year supply).

Letters requesting dues for 2001-02 in mail now.

Reminder that on-line membership directory is only updated quarterly. Next update will be July 1.

Will develop and distribute survey to poll membership as to whether to continue with paper directory. Paper directory costs NYSFAAA approximately \$7500 after advertising revenue. Survey should go out with confirmation of membership renewal for 2001-02. Will pursue possibility of converting on-line directory to PDF format so it could be downloaded and printed by members. Currently directory is an EXCEL spreadsheet file.

Treasurer's Report:

Reviewed current budget and financial status (handout attached). Proposed 2001-02 budget discussed (budget handout attached).

Motion: To solicit funds from lenders/vendors through Executive Council for major statewide initiatives including CAAN & FAFSA Wrapper, Intermediate, Support Staff, School Counselor, Directory & Newsletter and Web Advertising, with a menu of options including specific levels of contributions and lender/vendor benefits, with lenders/vendors to retain the option to fund individual regional activities.

Hoffman/McGraw- 5 yes, 3 no, 2 abstain. Motion passed.

Note: this policy was approved without any written plan of implementation in place.

Motion: Approve 2001-02 budget.

Kelly/Stevenson- Unanimous.

Training Report:

Report including evaluations on recent Negotiated Rulemaking Workshop distributed. Copy attached for the record. Overall the workshops were very well received although attendance was less than hoped for (21 total). The presentation is on the NYSFAAA web-site.

Draft of training survey distributed. A final version will be sent to members to determine topics/focus for future training. The survey will also be posted to the web-site.

Mike has contacted both EASF AAA and NASF AAA to arrange some joint training opportunities. May send NYSF AAA members to EASF AAA/NASF AAA training events so they can train other NYSF AAA members.

Advanced Training Workshop tentatively planned for week of September 17th - 24th.

Conference Reports:

2001 - Program is set, facility renovation proceeding on schedule.

2002 - Co-chairs are Warren Hoffman and Bernice Anson. Everything on schedule.

Regional Reports:

Regional reports are attached for the record. No written report from Region VIII.

President's Report:

Cathy Bellomo and Mike McGraw attended the National Council of Higher Education Loan Programs (NCHELP) conference along with representatives from many lenders and guarantee agencies. Topics discussed included electronic signatures, interest rates and continued availability of loan funds. Many in the financial aid community would like to see interest rates/fees addressed prior to Reauthorization so other issues can be considered during Reauthorization. The current slim profit margin could eventually significantly impact availability of loans.

Cathy also attended the NYSOBA conference and discussed future joint training possibilities with this organization that consists of Bursar/business office staff. One issue that was discussed was the coming disbursements from the NYS College Savings Plan that will affect both Financial Aid and Bursar/business office.

Cathy reminded regional representatives/statewide chairs she is willing to write letters of appreciation for any member involved in a NYSFAAA training activity. These letters could be sent to college presidents/FA Directors/immediate superiors.

All statewide chairs should be sure to submit a report to Anne Barton to include in the annual NYSFAAA report.

HESC Report:

Mike Williams responded to suggestions made during the May Executive Council meeting regarding proposed changes to TAP processing in response to the continual late state budgets and the subsequent TAP problems. Mike indicated these types of suggestions should be referred to the NYSFAAA Government Relations Committee for submission to the appropriate state representatives.

HESC continues to expand web-based TAP processing. HESC is committed to reducing the reliance on paper documents. **As of July 1, 2001 HESC will no longer print and mail those reports that are available on HESCWeb.** To help schools with this transition, a special satellite teleconference will be held on Monday, June 25th from 2-3:30 pm.

Next TAP modernization meeting to be held on June 26, 2001. A broad cross section of financial aid officers, Registrars, Certifying Officers and Bursars will be invited to attend. An update to the TAP modernization initiative will be on the HESC web site soon.

HESC is still collecting data to supply a cost estimate the Executive Council requested to determine additional cost if students in non-degree programs such as the BOCES Nursing program were to be made eligible for TAP.

Clarification to One Lender Rule change: This change was due to the implementation of the new MPN. Typically, the holder of the MPN is the originating lender. However, that originating lender may sell the loan but retain the origination rights by holding the MPN. Previously, when a loan sale occurred, the HESC system recognized the Lender of Record as the entity that purchased the loan. As a result, borrowers were required to execute a new MPN for subsequent loans. As of Summer 2001, HESC's processing system will be modified so that the originating lender (i.e. the holder of the MPN) remains the Lender of Record on the HESC system. This change does not alter any of the other provisions of the one-lender rule. Copy of HESC report attached for the record.

Past President's Report:

Work continues on the Long Range Plan. There will be a more complete version for review during the September "transitional" Executive Council meeting.

Bill Cheetham attended the EASFAA retreat on June 3-6 at Saratoga Springs. He participated in an exercise to formulate their long range plan. Bill distributed copies of his NYSFAAA report he presented at the EASFAA (copy attached for the record). He shared information on our 33rd annual conference, state legislative activity undertaken by Executive Council in February, statewide elections, training events (NPRM, Intermediate/Advanced, School Counselor and Novice workshops, CAAN) the NYSFAAA scholarship and our long range plan.

MOTION: Destroy the election ballots.

Unanimous

EASF AAA will be presenting a Fall 2001 training series on "Policies and Procedures in the Electronic Age" and in Spring '02 on debt counseling and management, verification and cash management (disbursement, authorization and notification).

Nominations and Election Committee Report submitted (copy attached for the record). In the election for NYSF AAA President, 407 ballots were received. Of the 407, 366 were determined to be valid (the other 41 did not contain a signature to verify membership and were considered invalid). Anne Barton received a simple majority of the vote (that would not have been affected by the 41 invalid ballots) and is the new President elect.

Bill suggested that Cathy nominate someone to replace the secretary by the next meeting so Anne could focus on the position of President Elect.

New Business:

Motion to approve a **one-time** increase to the revenue sharing funds distributed to each region from \$5 to \$10 per member to be reflected in the upcoming revenue sharing check.

McGraw/Brown-Unanimous.

Next Executive Council meeting planned for September 20 & 21, possibly in Buffalo.

Respectfully submitted by Keith Stevenson