



NYSFAAA Executive Council

June 15-16, 2020

Remote (GO TO MEETING) Meeting

(June 15 9:00 a.m. to 12:00 p.m., June 16 9:00 a.m. – 10:00a.m. to 10:00 a.m.)

Call to Order & Roll Call

Leslie/Polino

Present:

President – Howard Leslie

President Elect– Adrienne King

1st VP – Debra Evans

2nd VP – Brian Smith (June 16 only)

Secretary – Anne Sullivan Polino

Treasurer – Susan Godreau

Treasurer Elect– Shalena Clary

Region 1 – Lea Nuwer

Region 2 – BJ Revill

Region 3 – Patti Donahue

Region 4 – Rochelle Filler

Region 5 – Joseph Weglarz

Region 6 – Michelle Bolton

Region 7 – Clair Jacobi (June 15 only)

Region 8 – Stacey Hawkins

Guests:

Christopher Barto

Jacquelyn Cottom

Donna Gurnett

Lisa Simpson

Jeanne McCarthy

Jennifer Trauman

Lynn Sabulski

Janice Hilbrink

Crystal Krudis

Howard Leslie called the meeting to order at 9:05 a.m. A quorum existed

Approval of Minutes (December)

Anne Sullivan Polino

MOTION: A motion was made by Debra Evans, seconded by Stacey Hawkins to accept the April 27, 2020 Executive Council minutes.

The motion passed with 13 in favor, no opposition and no abstentions.

Coronavirus

Howard Leslie provided an update on action taken and those to be taken by NYSFAAA related to the National Coronavirus Emergency focusing on webinars provided to the Financial Aid Community

Howard also spoke of the successful Happy Hour Zoom calls held with NYSFAAA members as a way of keeping in touch with community members during the pandemic. The final Happy Hour call is scheduled for Friday, June 19, 2020. All are welcome.

Conference 2021

Stacey Hawkins

Stacey Hawkins reported that the conference hotel in Lake Placid, NY has agreed to move the conference dates to 2022 with a \$5.00 room rate increase and an expected 2% increase in taxes. The 2020 Conference deposit will be applied to the 2021 conference costs.

The Committee is expected to stay intact and is happy to have the additional planning time.

Conference 2020

Howard Leslie, Debra Evans and
Jeanne McCarthy

Debra Evans and Jeanne McCarthy provided the following update on the 2020 Conference.

The hotel refunded the deposit paid for the June Executive Council Meeting and moved the conference deposit to the 2021 reservation. No penalty was charged for the rescheduling of this event.

All committee chairs agreed to continue working on the 2021 event and will provide support for the 2020 conference.

A discussion was held on a plan for holding a virtual conference in October as the organization is required to hold an annual business meeting and passing of the gavel to Adrienne King. Debbie also expressed a desire to continue with the award and scholarship portion of the conference.

Proposed structure included a one day virtual conference with general and breakout sessions. Potential topics were discussed.

MOTION: A motion was made by Debra Evans, seconded by Anne Sullivan Polino to move the 2020 Annual Conference and Business Meeting to a one day remote format.

The motion passed with 13 in favor, no opposition and no abstentions

Scholarships

Crystal Krudis and Janice Hilbrink

Although the annual conference will be held in a remote/virtual format, the Scholarship Committee expressed a desire to continue to provide scholarships and some type of virtual fund raising this year.

Ideas were discussed and Debbie Evans will create a summary for Executive Council with decisions ultimately made by the Committee.

Shalena Clary added that it would be good to continue with the awards as a way of celebrating everything we've been through during the pandemic this year. Others expressed their agreement. Howard Leslie will inform the Awards Committee.

MOTION: A motion was made by Anne Sullivan Polino, seconded by Adrienne King to hold a virtual conference to include scholarship.

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Debra Evans, seconded by Rochelle Filler to hold continue with the NYSFAAA awards as normal.

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Debra Evans, seconded by Patti Donahue to hold a virtual conference on October 28, 2020.

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Patti Donahue, seconded by Susan Godreau to allow members paid in full for 2021 to attend the virtual conference free of charge on October 28, 2020.

The motion passed with 13 in favor, no opposition and no abstentions.

Vendors

Jennifer Trauman

The Executive Council was asked to review the letter from Jennifer Trauman on following letter regarding conference vendors.

Howard,

It was great speaking with you on Monday! Thanks again for your openness to present a vendor option for the NYSFAAA Virtual Conference to Exec Council. I know you have been an advocate for vendor participation for some time, and that it's not always easy given what New York FAA's may have experienced over the years. I would be happy for you to share my thoughts with Exec Council, from me, both a representative of College Ave and more importantly, a long-standing loyal NYSFAAA member.

Below this letter I have outlined ways in which vendors can be utilized in a virtual conference environment. I'm happy to discuss these with you first or for you to present them to Exec Council. Whatever you feel is best. Thanks again!

To the members of NYSFAAA Exec Council,

I write to you as both a representative of College Ave and more importantly, a long-standing loyal NYSFAAAA member, to ask that you consider including vendor sponsorship and participation in the upcoming NYSFAAAA Virtual Conference.

Vendors serve several roles as NYSFAAA members and sponsors. In addition to serving on Exec Council and in committee leadership and membership roles, vendors act as trusted advisors, contribute to vital administrative efficiencies in your offices and offer broad local and national perspectives.

As trusted advisors, we consistently educate members about the products and services we offer and provide vital updates to help mitigate risks and avoid mistakes based on misinformation. We are also eager to share our industry knowledge to support and help you better serve your students. The face to face, or in this instance virtual, connections we all make at conferences, are our best opportunities to serve as the foundation for future communications throughout the year.

Relationships between vendors (lender and otherwise) with financial aid administrators create open communications to ensure better compliance in the management of private student loans at their schools and optimal performance in their roles, thus creating efficiencies in your offices. These relationships often start at the conference and for those we've known for many years, are strengthened by our in-person (virtual) interactions.

Because vendors serve you and your colleagues on a national level, we bring a broad perspective to our relationships, as we (and members of our teams) speak with schools daily all across the country. Many vendors also have both school and vendor experience, which contributes to an even broader view. We consistently seek out ways to distribute our knowledge and connect members with colleagues near and far who can share both their successes and challenges. Contact with members through the conference is our best way to share this perspective and further contributes to the creation of complex administrative efficiencies in your offices.

Lastly, vendor sponsorship can offer a much needed revenue stream to the organization. Sadly, NYSFAAA membership is down this year and as we approach the renewal period, current members may be faced with budget cuts that won't allow for renewal, leading to financial loss for the organization. Vendor sponsorship can help mitigate some of that loss.

In light of what I've written above, I recently developed and facilitated a panel session at CAPFAA in December, entitled, "A Win-Win - How To Develop Mutually Beneficial Vendor Relationships." This panel, which consisted of financial aid administrators and vendor representatives, was very well received. We were selected to present again at NJASFAA, EASFAA, and RIASFAA and while those conference have been cancelled due to COVID-19, we will be delivering the session virtually to the New Jersey and Rhode Island memberships in the coming weeks.

I hope that you will consider including vendors (and our sponsorships) in the upcoming Virtual NYSFAAA Conference. I would be happy to discuss ways in which we can participate.

*Thank you in advance for your consideration,
Jennifer Trauman
Head of Campus Development – Northeast
College Ave Student Loans*

A discussion ensued where Jennifer reported to the Executive Council that she has had conversations with vendors and others holding virtual conference. Vendors expressed a desire to hold 'live' sessions with conference participant to leverage live interaction with attendees. Perhaps a collaboration with SWT could help given the importance of personal interaction with attendees. Concerns were expressed in this area.

Additional comments and concerns were discussed including loss of sponsorships, time and format constraints, compliance with SLATE, and ideas for providing time and format for vendors to present their products to the NYSFAAA Community using a "Vendor Booth" or YouTube links to prerecorded presentation, perhaps on the days immediately following the Conference.

Howard Leslie indicated that the Conference App was canceled for this year.

A discussion was held on concepts for handling vendor fees with the goal of driving revenue and membership as done every year, just in a virtual format. It is important to make it clear that NYSFAAA is making the vendor information available to the membership.

Jennifer and Jeanne will work on a proposal to be reviewed at the August Executive Council meeting.

MOTION: A motion was made by Anne Sullivan Polino, seconded by Lea Nuwer to have business partners make a donation, amount to be determined, for participation in the virtual conference. This motion is contingent on acceptance of a final plan for vendor participation.

The motion passed with 13 in favor, no opposition and no abstentions.

NASFAA

Howard Leslie

Howard Leslie attended a meeting with NASFAA leaders to discuss NYSFAAA's virtual training. See notes on NASFAA Credentialing under the Budget section of these Minutes.

EASFAA

Howard Leslie

Howard Leslie provided an update from the EASFAA June Retreat. A copy of the agenda items from this retreat and related comments is located in the Exhibit section of this document.

Regional Meetings

Howard Leslie

Howard thanked the Regions for continuing to hold regional meetings during the pandemic. He plans to attend Regions 1 and 6 meetings scheduled for June 18, 2020 and reminder other Regional Chair to invite him to their upcoming meetings. . These meetings can be held via GO TO MEETING or Zoom.

New York State Education Department Update

Howard Leslie

Howard, Anne Sullivan Polino and Joe Weglarz attended the recent NYSED meeting where the following topics were discussed:

Foreign High School Credential Committee – A working group has been formed to review possible updates to the State's regulations on Foreign High School Credentials. Howard serves as Chairman of the Committee with Anne as a participating member.

The Committee is charged with discussing the acceptability of foreign high school and college transcripts, considerations tied to evaluations and translation services, etc.

Additional updates from the NYSED Meeting included discussions on dual majors and possible adjustments to state regulations allowing the acceptance of unofficial high school documentation during the pandemic. The State and HESC are working on this issue but only the Governor can make a final decision on this type of change.

William Murphy and Leslie Templeman attended an Association of Proprietary Colleges meeting where the issue schools are having with obtaining high school documentation was discussed and acknowledged that they are aware of the concerns in this area.

NYSFAAA also conducted a survey on this topic and NASFAA is asking ED for certain safe harbor rules allowing accommodations to schools during this crisis.

Howard reminded the Council Members and school in general that the recently published CARES Act Timeline should be part of your policy and procedures to provide support for the schools' CARES Act/HEERF policies and actions.

President Elect's Report	Adrienne King
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Adrienne King provided the President-Elect's Report as follows:

Election

Adrienne King reported on the recent NYSFAAA Elections and congratulated, Renee Swift, Brian Smith and Anne Sullivan Polino on their election or re-election to the Executive Council.

MOTION: A motion was made by Susan Godreau, seconded by Joseph Weglarz to destroy the 2020 Statement Election ballots.

The motion passed with 13 in favor, no opposition and no abstentions.

Governance:

Governance is recommending an extension to the Strategic Plan to 2022 with the inclusion of two new sections:

- Diversity and Inclusion
- COVID 19/State of Emergency

Howard Leslie recommended moving these topics into Policy and Procedure and the Best Procedures where appropriate.

First Vice President Report

Debra Evans

Membership Committee Update

Debra Evans provided an update on membership matters indicating that there are currently 1,104 inactive members and citing the need to clean up the list of inactive members to identify individuals who are no longer in financial aid or who moved out of state.

Debra also reported that some people are having issues with accessing the renewal application on the website tied to the Regions and the need to update the application for affiliate members. There is currently no option for affiliate members to register at no cost.

Lea Nuwer and Howard Leslie will work with MemberClicks to resolve this issue.

Mentorship Committee

Debra indicated that mentorship typically begins at the Novice Training and that an email was sent on June 10, 2020 to 32 individuals who were new member indicating that the Committee is there for support.

A list was also sent to the regional chairs to encourage outreach and discuss mentorship.

Nancy Teodecki has been asked to reach out to individuals for new director mentors.

Second Vice President Report

Technology, Innovation, & Communication Committee
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Lea Nuwer

Lea Nuwer provided an update on the posting regional minutes to the website indicating that training modules are available.

BOT – Howard and Lea provided an update on the BOT indicating that they are working with Ocelot to improve the quality of the BOT.

Howard provided a demonstration and examples on how the BOT is working and provided information on how answers are generated. First through website scans and second through prewritten answers. There have been some instances reported where an answer could not be found.

Statewide Training Committee

Howard Leslie.

Howard reported that there were five webinars held or scheduled through July and thanked Kelly Kelly and Linda Ahrens Foster for all their great work. Howard also provided the group with a list of upcoming sessions.

Secretary's Report

Anne Sullivan Polino

Anne reported that she will send out the annual report template to region and committee chairs.

There is no update from the School Outreach Committee.

Advocacy

Jacquelyn Cottom

Jacquelyn Cottom, NASFAA Assistant Director of State Relations and Advocacy, presented to the Executive Council on her newly created position and provided insight into her role and the status of state advocacy.

Jacquelyn reported that states are more productive than the federal government with the enactment of 90% of state bills introduced compared to 55% at the federal level.

She also indicated that the states often drive federal policy.

Budget discussions are high priority.

Jacquelyn also indicated that NYSFAAA because the state organizations are the eyes and ears because of the personalized connections.

She also indicated that it is important to keep it 1) local, 2) personal, 3) their position in mind, 4) factual and 5) brief.

Finally Jacquelyn indicated that NASFAA can assist with training and is working on a State Tool Kit.

Donna Gurnett and Christopher Barto also discussed the need for NYSFAAA to provide a communication for the Governor on budget cuts that could be as high as \$13 billion depending on how much federal stimulus aid is received.

With the agreement of the Executive Council, Christopher will connect with Jacquelyn for advice on how to develop a plan for outreach and advocacy. The Executive Council will approve all documents before distribution. We need to put students first.

HESC Update

Lisa Simpson

HESC Update

Lisa Simpson provided the following HESC update.

The plan to go back to work is that if you can go back, you will go back in June, if not, you will continue to work from home.

The Call Center is only taking calls for the Department of Health. Aid Center Call Center is not expected to open anytime in the near future. The Department of Labor is tracking emails for HESC and will answer them.

HESC is waiting for the date when the Excelsior and ETA Applications will open. HESC is working on the applications.

Lisa also indicated that there is not a date when 2020 summer rosters will be run.

2021 Student Status Listing are out but no rosters have been produced yet.

Students pending for Excelsior or ETA received an email asking for income verification questionnaire to finish funding and will be placed on manifests.

Finally, Lisa expressed HESC's appreciation for everyone's patience.

The Executive Council responded by thanking Lisa for all she does in support of our students.

Treasurer's Report

Susan Godreau

Susan Godreau provided the following Treasurer's Report.

Additional information is located in the Exhibit Section of this document.

NYSFAAA Balances as of 6-13-2020

Bank Accounts	
004 Key Bank	118,623.56
006 Key Bank Scholarship	33,008.77
007 Key Bank CD	52,706.82
Total Bank Accounts	\$204,339.15

Morgan Stanley

	Current value	January 1, 2020	Difference
Reserve Fund:	\$337,942.21	\$341,945.29	-\$4,003.08
Scholarship:	\$254,391.43	\$257,443.07	-\$3,051.65

MOTION: A motion was made by Adrienne King, seconded by Debra Evans to accept the Treasurer’s Report.

The motion passed with 13 in favor, no opposition and no abstentions.

Budget Meeting	Shalena Clary
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Howard Leslie began the Budget Meeting by indicating that the EASF AA budget was positive and suggesting that EASF AA add a “COVID Contingency Budget”. This suggestion was accepted by EASF AA

Membership Annual Dues will remain the same as many schools have cut their budgets which could lead to a decrease in membership dues for NYSFAAA. Other schools may decrease training and travel budgets but allow NYSFAAA dues to continue for the value provided through NYSFAAA training.

It was reported that NYSFAAA lost 254 members last year (215 active, 10 affiliate, 23 associate, 6 retirees).

The Revenue number should be adjusted by \$75,000 to reflect the current budget environment.

Traditionally, the Annual Conference is budgeted at breakeven. The adjustments made to the conference structure and schedule will likely have an impact on the budget.

Novice sent a budget request. The deposit for the 2020 event will be moved to prepaid expenses.

A discussion on scholarships indicated that given the virtual conference environment, scholarships will be a challenge this year that may make it difficult to reach the \$7,500 needed to cover scholarship disbursements this year. Scholarships will also be impacted by the loss of vendor support.

NASFAA is aware of the cancelation of the NYSFAAA Annual Conference and will make a decision in August how to handle the Credentialing program given restrictions tied to the national pandemic such as limits on the number of people allowed in a meeting room. It is expected that NYSFAAA will provide NASFAA a list of participants who will sit for the exams.

The Executive Council worked through the requests for additional funding and all budget expense lines to arrive at a balanced budget/

MOTION: A motion was made by Patti Donahue, seconded by Debra Evans to deny a \$2,250 request from Region 2 and encourage remote delivery of training

The motion passed with 11 in favor, no opposition and 2 abstentions.

MOTION: A motion was made by Debra Evans, seconded by Rochelle Filler to accept the 2021 Budget in current format.

The motion passed with 13 in favor, no opposition and no abstentions.

Regional Reports

The Regional Reports can be found in the Exhibit Section of this document.

MOTION: A motion was made by Debra Evans, seconded by Joseph Weglarz to keep Regional Sharing Rates the same.

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Anne Sullivan Polino, seconded by Debra Evans to suspend reading of the Regional Reports.

A discussion followed where it was indicated that all Regional Reports were submitted with the exception of Region 7. (Report was submitted immediately following the meeting.)

The motion passed with 13 in favor, no opposition and no abstentions.

Review of Operational Calendar

Howard Leslie

Howard Leslie reviewed the Operational Calendar and there are no outstanding items

Remembering People Lost

MOTION: Debra Evans submitted proposed language for consideration by the Executive Council as a way of remembering NYSFAAA people lost Brian Smith seconded the motion.

“To appropriately memorialize current or former NYSFAAA members who are recognized for their active participation and current or previous contributions which have advanced and/or supported the mission and work of NYSFAAA.

I move that the President may initiate a collection from the members of the Executive Council. Such funds will be contributed to the NYSFAAA George Chin Scholarship Fund. I further move that the Secretary will send condolences on behalf of E.C. to the family and notify them of the donation.

Such collections may be initiated upon the death of current or former NYSFAAA members as described above and may extend to a member’s immediate family members that shall include a spouse, partner, child or grandchild.

After a discussion on the logistics of the process for managing these donations including the following steps:

- The Donation Button will be moved up on the website with an option to donate an optional amount,
- Notification will be sent to the President who will initiate the request for Council to send message.

The motion passed with 13 in favor, no opposition and no abstentions.

A discussion was also held about setting up regional awards to honor individuals who were active in the regions.

NYSFAAA Store

MOTION: A motion was made by Patti Donahue, seconded by Debra Evans to close the NYSFAAA Store

The motion passed with 13 in favor, no opposition and no abstentions.

Executive Council members recommended that NYSFAAA hold no in person meetings through Fall 2020.

MOTION: A motion was made by Debra Evans, seconded by Susan Godreau that the Executive Council recommend to membership that for the near futures, all meetings will utilize alternative forms and methods for meetings and communication.

The motion passed with 13 in favor, no opposition and no abstentions.

NYSFAAA Statement on George Floyd

The Executive Council reviewed and approved a statement to be posted on the NYSFAAA website regarding the death of George Floyd. The statement was drafted by Patti Donahue and edited by Howard Leslie and Adrienne King.

MOTION: A motion was made by Debra Evans, seconded by Susan Godreau that the Executive Council recommend to membership that for the near futures, all meetings will utilize alternative forms and methods for meetings and communication.

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Patti Donahue, seconded by Stacey Hawkins that NYSFAAA Executive Council make a statement to membership in support of the Black Community

The motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Patti Donahue, seconded by Susan Godreau to send out a statement of solidarity as written and approved by the Executive Council to everyone listed in the NYSFAAA database.

The motion passed with 13 in favor, no opposition and no abstentions.

Operational Calendar	Howard Leslie
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A review of the Operational Calendar was done

Next Meeting	Howard Leslie
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The next Executive Council meeting will be held on August 19, 2020 from 1:00 pm to 4:00 pm, . This will be a remote meeting.

Also scheduled was the October 26, 2020 Executive Council Meeting.

Adjournment	Howard Leslie
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A **Motion** was made by Patti Donahue, seconded by Debra Evans to adjourn the meeting at 4:13 pm

The motion passed with 13 in favor, no opposition and no abstentions.

Exhibits:

EASF AA RETREAT 06/07, 08. 09 2020

JUNE 7, 2020 (3 hours)

President's goals

A web even every Tuesday at 2:00

New Health and Wellness Committee

- Train the trainer

President is an MD – weekly forums – “Nobody knows when this will end”

Next year's conference – be ready to pivot to an online conference

Collaborate more with states

- Government relations
- COVID-19 Issues

Statement to membership and take action as well (World conversation)

COVID-19 Forums

Continue the work that Marie was doing – strengthening written materials – updating the website

President Elect

Conference schedule

Mystic

Baltimore

Manchester

Puerto Rico

Keep an eye on insurance

- Rider for event cancelation
- Many different riders are out there to purchase – someone should be assigned for that to be their job

Past President

NASFAA

Weekly Board Meetings

Transition to voting member in the Fall

Vice President

Finance Committee meeting earlier today (6/7/20)

Secretary

- Minutes to be approved tomorrow

Treasurer

Operating at a loss

Budget for 20-21

400 Dues	\$48,000.00	\$ 53,925.00	\$ 5,925.00	\$45,000.00
Expenses				
500 Conference Expenses	\$86,525.00	\$ 13,486.53	\$ (73,038.47)	\$70,000.00

LONG CONVERSATION ON WHETHER OR NOT TO EXTEND MEMBERSHIP

Conversation on state conferences – everyone has canceled, or no decision made yet.

JUNE 8, 2020 (2 ½ hours)

Auto renewal was not turned on last year – they have decided to turn it on after the conference

- Problem is you cannot have 2 open years

Membership is down a bit since the conversion to MC

Job posting - \$2900 revenue since switch to MC – TOTAL \$4900 for the year

Membership directory is not working

Conversion placed people in the wrong categories

Bi – laws do not cover membership categories

Conference 2021

Focus on creating a committee

Mystic Conn (Mystic Marriott)

Can cancel for “any act of g-d”

Looking into room cancellation responsibility

Schools are in “cash perseveration mode”

ANOTHER LONG CONVERSATION ABOUT EXTENDING

June 9, 2020 (one hour 15 minutes)

President Morrissey decided, unless there were major objections, to not further provide grace period to membership, beyond the 15 days already done w/o EC vote.

BLM statement was presented and discussed – after much discussion there were no changes made.

Then a long discussion on where to put it on the website and when it should be emailed and to whom.

Discussion on whether or not non-FA presenters should be charged for a day at the conference. It ended up that there will be a policy for charging while providing the chairs to flexibility.

Meeting ended at 10:15.

NYSFAAA, Inc.

BUDGET VS. ACTUALS: 2019-2020 FINAL BUDGET - FY20 P&L

July 2019 - June 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
102 Dues	78,570.74	84,000.00	-5,429.26	93.54 %
106 Annual Conference Inc	74,965.00	97,875.00	-22,910.00	76.59 %
107 Novice Workshop Inc		54,000.00	-54,000.00	
110 Interest Income	561.32		561.32	
118 Sponsor Support Conference				
118A Exhibit Table	21,700.00		21,700.00	
Total 118 Sponsor Support Conference	21,700.00		21,700.00	
119 Sponsor Support				
119A Web Advertising	2,500.00		2,500.00	
Total 119 Sponsor Support	2,500.00		2,500.00	
304 NYSFAAA Scholarship Inc	4,610.00	7,500.00	-2,890.00	61.47 %
350 Donations General	20.00		20.00	
Uncategorized Income-1		7,550.00	-7,550.00	
Total Income	\$182,927.06	\$250,925.00	\$ -67,997.94	72.90 %
GROSS PROFIT	\$182,927.06	\$250,925.00	\$ -67,997.94	72.90 %
Expenses				
500R Regional Expense	598.00	3,000.00	-2,402.00	19.93 %
501 Executive Council Administration				
501A Revenue Sharing	10,820.00	12,000.00	-1,180.00	90.17 %
501B Professional Services	8,635.90	8,000.00	635.90	107.95 %
501C General Executive Council	815.40	200.00	615.40	407.70 %
501D Executive Council Meetings	24,855.37	22,000.00	2,855.37	112.98 %
501E Special Meetings	3,167.42	8,000.00	-4,832.58	39.59 %
501F Bank Service Charge	616.17	350.00	266.17	176.05 %
501G Credit Card Fees	4,520.35	4,000.00	520.35	113.01 %
Total 501 Executive Council Administration	53,430.61	54,550.00	-1,119.39	97.95 %
503 Government Relations Comm		500.00	-500.00	
504 Awards Committee	2,208.75	1,000.00	1,208.75	220.88 %
507 Communications Committee	4,617.46		4,617.46	
507A Website	5,815.00	12,000.00	-6,185.00	48.46 %
Total 507 Communications Committee	10,432.46	12,000.00	-1,567.54	86.94 %
509 Mentoring Committee		1,000.00	-1,000.00	
510 Professional Development				
510A Statewide Training	2,500.00	3,500.00	-1,000.00	71.43 %
510E Intermediate Workshop Training		5,000.00	-5,000.00	
Total 510 Professional Development	2,500.00	8,500.00	-6,000.00	29.41 %
511 Annual Conference	62,988.47	97,875.00	-34,886.53	64.36 %
512 Novice Training Exp	4,061.50	66,000.00	-61,938.50	6.15 %
700 NYSFAAA Scholarship	7,500.00	7,500.00	0.00	100.00 %
Total Expenses	\$143,719.79	\$251,925.00	\$ -108,205.21	57.05 %

NYSFAAA, Inc.

BUDGET VS. ACTUALS: 2019-2020 FINAL BUDGET - FY20 P&L

July 2019 - June 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET OPERATING INCOME	\$39,207.27	\$ -1,000.00	\$40,207.27	-3,920.73 %
Other Income				
130 NYSFAAA Store		1,000.00	-1,000.00	
Total Other Income	\$0.00	\$1,000.00	\$ -1,000.00	0.00%
NET OTHER INCOME	\$0.00	\$1,000.00	\$ -1,000.00	0.00 %
NET INCOME	\$39,207.27	\$0.00	\$39,207.27	0.00%

NYSFAAA, Inc.

Cash Activity

April 27 - June 13, 2020

	TOTAL
Income	
102 Dues	3,060.00
110 Interest Income	0.55
Total Income	\$3,060.55
GROSS PROFIT	\$3,060.55
Expenses	
501 Executive Council Administration	
501A Revenue Sharing	7,260.00
501B Professional Services	300.00
501C General Executive Council	815.40
501D Executive Council Meetings	296.99
501G Credit Card Fees	82.56
Total 501 Executive Council Administration	8,754.95
507 Communications Committee	
507A Website	3,573.46
Total 507 Communications Committee	8,973.46
511 Annual Conference	52.00
512 Novice Training Exp	192.00
Total Expenses	\$17,972.41
NET OPERATING INCOME	\$ -14,911.86
NET INCOME	\$ -14,911.86

Regional Reports

Region 1 Report
NYSFAAA Exec Council Meeting
June 15, 2020

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date: May 30, 2020 via GoToMeeting

Attendees: 23 (plus a few logins labeled “anonymous”)

Topics and Training details:

- Tips for Working from Home
- Discussion Topic: CARES Act/Higher Education Emergency Relief Fund (HEERF) with special guest, Howard Leslie
- School and Lender news

2 Other Training events in which the Region was involved:

None (due to COVID-19)

3 Treasury update:

Terry Adamczyk: Current treasury balance stands at \$3,477. There is also a revenue check that her institution is forwarding to her at home.

4 Committee Reports:

- Election Committee is seeking nominations for regional Chairperson, Treasurer, and Secretary
- This year’s Support Staff Workshop has been cancelled and postponed indefinitely. The idea of a virtual workshop was mentioned, as was the event being moved to fall. There are concerns about cementing speakers with this unknown future, and schools tightening their budgets, or possibly the layoffs of support staff.
- The Summer Outing is cancelled for this year.

5 Conference news: None

6 Upcoming meetings and events:

- The next virtual region meeting will be June 18, 2020 at 9:30am.
- Watch for NYSFAAA’s Friday afternoon Happy Hour meetings.

7 Regional comments/Recommendations: None

Region 2 Report
NYSFAAA Exec Council Meeting
06/15/20

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: May 29, 2020 – Virtual Meeting

Attendees = 25

Topics and Training details:

- NYSFAAA President, Howard Leslie – Welcome and brief updates
- HEERF Discussion, logistics, timing, etc.
- 2020-2021 Regional Meeting Calendar Planning
- Standard Business Meeting

2. Other Training events that Region was involved in :

Example – CGNY, Guidance Counselor workshop?

- High School Counselor Workshop – Strong desire to continue the annual workshop, currently on hold because of Pandemic
- Support Staff Workshop – 09/27/20
 - 29 attendees. 6 were members. Gandhi Institute presented in morning. UR counselor presented on mindfulness in workplace. Great feedback overall. Participants encouraged. Letters to directors sent to encourage participation. Not great turnout based on number of local colleges. \$1000 budget used, \$230 recouped from non-members. We will keep doing it and allowing non-members to participate.
- FAFSA Fest – (Comments as of 11/15/20)
 - Thus far we have had four fall FAFSA Fests serving about 150 students. Numbers seem to be slightly down compared to prior years. Technology challenges have existed at most events: TAP link broken, pop-up blockers, printers, TAP student ID numbers and signatures, eligible non-citizen number entry (needed to use mobile app).

3. Treasury update:

- a. Treasurer – Nora Bell-Owens
- b. Current Balance - \$4,672.41
- c.

4. Committee Reports – N/A

5. Conference news – N/A

6. Upcoming meetings and events

- July 2020 – Four Part Mindfulness workshop
- September 18, 2020 – First Regional Meeting of new year.

7. Regional comments/Recommendations (If your region has a pressing issues that needs to be brought to the attention of Council)

- a. N/A

Region 3 Report
NYSFAAA Exec Council Meeting
June 15-16

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: Chair sent out email to Region on 6/3/20 asking if they were interested in remove meeting. Received only 3 responses in favor.

Attendees = ##

Topics and Training details:

2. Other Training events that Region was involved in: N/A

3. Treasury update: Cynthia Roach, as of 5/29/20: \$5,626.62 with no outstanding payments.

4. Committee updates: None

5. Conference news (If your region is involved in Conference planning)

6. Upcoming meetings and events:

7. Regional comments/recommendations (If your region has a pressing issues that needs to be brought to the attention of Council) See the following:

During a recent NYSFAAA virtual happy hour, Maximo Flint-Morgan, Chair of Region 3, asked if Howard, as the President of NYSFAAA, would be willing to send out a statement to the membership on the following: stand with the black community in support of race and equality during this moment in time where there is a global outcry for change. Howard/I agreed to bring this forward to EC to discuss and if approved, send out a statement. Other action items include:

- Name a new Diversity Chair and enhance Diversity and Inclusion Committee
- A string of Diversity & Inclusion themed webinars in lieu of the conference 2020; at least 10 (2 per day).
- Communication plan that engages the membership on this issue for the next year, that includes polls, and engagement/input from Diversity Committee, so we are actually doing something about it, not just talking about it.

Region IV June 2020 Report
Submitted by Rochelle Filler – Acting Chair

Virtual Meeting was held on Wednesday 5/27/20

In attendance:

Rochelle Filler
Howard Leslie
Stacey Antonelli
Laura Augustine
Robert Miller
Susan Nesbitt Perez
Joel Phelps
Brian Smith
Stephanie Stock
Jennifer Trauman
Andrea Wedler

Introductions

Challenges due to pandemic – everyone is super busy!

Request any needs for Region IV members to bring to EC - none

NYSFAAA update from Howard

Solicited help for Region IV leadership positions

Asked everyone to reach out to colleagues to increase attendance at meetings and get more involved in leadership opportunities

Region 5 Report
NYSFAAA Exec Council Meeting
June 15, 2020

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: March 15 meeting was tentatively scheduled and was postponed due to current environment.

Attendees = ##

Topics and Training details:

2. **2 Other Training events that Region was involved in :**
Example – CGNY, Guidance Counselor workshop?
3. **Treasury update: Perry reported \$ 8078.36 as of June 15**
4. **Committee Reports**
5. **Conference news (If your region is involved in Conference planning) Region 5 rep position is currently vacant.**
6. **Upcoming meetings and events We are planning a virtual region meeting during summer months.**
7. **Regional comments/Recommendations (If your region has a pressing issues that needs to be brought to the attention of Council)**

Region VI Report
NYSFAAA Exec Council Meeting
June 15, 2020

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: February 20, 2020 at Monroe College, 380 Main Street, New Rochelle, NY 10801

Attendees = 27

Topics and Training details: Tax Training

2. Other Training events that Region was involved in :

3. Example – CGNY, Guidance Counselor workshop?

4. Treasury update: Lucy Villaquiran. We Currently have \$5740 in our account.

5. Committee Reports

6. Conference news (If your region is involved in Conference planning)

7. Upcoming meetings and events

We will be putting hosting a virtual discussion with our region on June 18th at 2pm. We will be discussing what institutions are doing/ put in practice during this disruption such as electronic signatures, V4/V/5, CARES Act relief funds distribution, etc. This is to provide each other information that may be useful to other campuses process.

8. Regional comments/Recommendations (If your region has a pressing issue that needs to be brought to the attention of Council) A Scholarship placed in Ajana's name. A need based scholarship for those who are involve in their communities.

Region 7 Report
NYSFAAA Exec Council Meeting

Date 6/12/2020

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: May 4, 2020 Virtual

Attendees = 25

Topics and Training details: How schools are handling COVID-19

There was a plan from difference colleges on how schools are coping with COVID-19.

2. Other Training events that Region was involved in :

Example – CGNY, Guidance Counselor workshop?

3. Treasury update: (please include Treasurer's Name)

4. Committee Reports –

5. Conference news (If your region is involved in Conference planning) Yes, Region & will host the 2021 conference.

6. Upcoming meetings and events None at the current time.

7. Regional comments/Recommendations (If your region has a pressing issue that needs to be brought to the attention of Council) None.

Region VIII Report
NYSFAAA Exec Council Meeting
June 15, 2020

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: May 14th, 2020 remote meeting

Attendees = 14

Topics and Training details:

- Update from Howard on Novice and Conference cancelations.
- Potential impact of budget constraints on membership.
- Update from attendees of the current state of their own offices
- 2022 Conference change for Region 8

2. Other Training events that Region was involved in :

Example – CGNY, Guidance Counselor workshop? N/A

3. Treasury update: No update provided

4. Committee Reports: Tech Committee Updated Provided by Sonya Stein

- Promotion of following NYSFAAA on FB
- Marketing video project to promote organization
- If issues posting to website you can contact Leah or Howard
- Short videos or tutorials are being worked on. If any ideas, please send to Sonya

5. Conference news (If your region is involved in Conference planning)

- a. **2022 Planning discussion**
- b. **More planning opportunities**

6. Upcoming meetings and events: N/A

- a. **Are the meeting rooms still available during the fall?**

7. Regional comments/Recommendations (If your region has a pressing issue that needs to be brought to the attention of Council)