

**NYSFAAA**

**New York State Financial Aid Administrators Association, Inc.**

**2018-2019 Annual Report**

<b>President's Remarks</b>	<b>1</b>
<b>NYSFAAA 2018-2019 Goals and Objectives</b>	<b>6</b>
<b>Awards Committee</b>	<b>7</b>
<b>2018 Conference Committee</b>	<b>8</b>
<b>Development (Fundraising) Committee</b>	<b>10</b>
<b>Mentor Committee</b>	<b>11</b>
<b>Elections Committee</b>	<b>13</b>
<b>Budget Committee</b>	<b>14</b>
<b>Investments Committee</b>	<b>15</b>
<b>Governance Committee</b>	<b>16</b>
<b>Government Relations Committee</b>	<b>17</b>
<b>Membership Committee</b>	<b>19</b>
<b>Novice Training</b>	<b>20</b>
<b>George Chin Memorial Scholarship Committee</b>	<b>24</b>
<b>School Outreach and Early Awareness Committee</b>	<b>25</b>
<b>Statewide Training Committee</b>	<b>27</b>
<b>Technology, Innovation, and Communication Committee</b>	<b>29</b>
<b>Treasurer's Report</b>	<b>30</b>
<b>Regional Reports</b>	<b>48</b>
<b>Region 1 Report</b>	<b>49</b>
<b>Region 2 Report</b>	<b>50</b>
<b>Region 3 Report</b>	<b>53</b>
<b>Region 4 Report</b>	<b>55</b>
<b>Region 5 Report</b>	<b>56</b>
<b>Region 6 Report</b>	<b>57</b>
<b>Region 7 Report</b>	<b>59</b>
<b>Region 8 Report</b>	<b>61</b>
<b>2018 Conference Summary</b>	<b>62</b>



## President's Remarks

### NYSFAAA President 2018-19 Annual Report

It was truly an honor to become NYSFAAA'S 28<sup>TH</sup> President at the 50<sup>th</sup> Annual Conference/Gala. I had a plan for the year that went quickly off track when I received an email from ATAC, NYSFAAA's website host that they were going out of business at the end of October 2019 and would no longer be able to host our website. Decisions had to be made and work had to be done very quickly. Serious decisions and serious work. Our website, after our members, is the Association's life's blood.

As most of you know, mainly through the grand efforts of Lea Nuwer, our first baby (as she and I call it) was born on June 26<sup>th</sup>. It was on that day that our new website was launched on time and with only a few hiccups. I must say, it did not look that good two weeks out, however, after a little "conversation" with MemberClicks" one week out it looked great!

Despite this much-unexpected challenge, which I must admit I enjoyed, NYSFAAA's leadership team was able to make significant progress on some major aspects of the strategic plan. I am proud to say that Executive Council reviewed the plan almost every meeting and, of greater importance, was able to mark things COMPLETE almost as frequently. This report provides highlights of some of NYSFAAA's activities over the past year:

#### **2018-2019 Executive Council**

Howard Leslie – President – Berkeley College  
Darrin Rooker – Past President – New York Chiropractic College  
Adrienne King – First Vice-President – Bank Street College of Education  
Brian Smith – Second Vice President – SUNY Agriculture & Technology at Cobleskill  
Susan Godreau – Treasurer – SUNY Potsdam  
Robert Zasso – Past Treasurer – Dutchess County Community College  
Anne Sullivan-Polino– Secretary – Bryant and Stratton College  
Kathy Michalski – Region I – Niagara County Community College  
Shalena Clary – Region II – Corning Community College  
Patti Donahue – Region III – Binghamton University  
Randi S Moore – Region IV – Samaritan Hospital School of Nursing  
Joseph Weglarz – Region V – Marist College  
Ajana Wilkinson – Region VI – Kingsborough Community College  
Debra Evans - Region VII – Adelphi University  
Stacey M Hawkins - Region VIII – Clarkson University  
Lisa Simpson – HESC Liaison



### **Past President**

It has been an honor to work with Darrin Rooker. His relationship with the Governance Committee, and keeping the Executive Council on the straight and narrow, has been imperative. Despite not always agreeing on things. From elections to policy and procedure updates and guidance when I needed it – I could not have asked for more. Thank you Darrin,

### **Secretary**

In my opinion, secretary is the second most difficult and definitely one of the most important jobs on EC. Keeping track of all the conversations, motions and votes is no easy task. These minutes go into the archive and will forever reflect what Council and my Presidency accomplished or did not accomplish. Anne – thank you.

### **Treasures**

In my opinion, treasure IS THE MOST DIFFICULT JOB on EC. That is a lot of money to account for - both incoming and outgoing. Not to mention reconciliations, and audits. It takes a brave and very smart person to run for this office. It takes an incredible person to do it well. Thank you Rob, and Susan.

### **Membership**

Adrienne is as sharp as a tack and as dedicated to NYSFAAA as anyone I know. Yet, Membership still does not grow, if anything it seems to be declining. Even with Lucy's assistance. Our strategy is to broaden the audience to give our membership chair more to work with. It is in our strategic plan and it is something I have been working on and hope to accomplish in year two.

### **Conference Committee 2019**

The conference committee, led by Lisa Simpson and Joe Weglarz has put a lot of work into our upcoming conference. This will be my first conference as president. I am both excited and nervous but confident that this will be a very successful conference despite how much I mess up.

### **Communication & Technology**

This year Lea had the lead role, with her supporting cast known as the TICC, in bringing up our brand new website. I must admit I once again became an active member of the TICC as I love technology and Lea and Heather both wanted me on board. In addition, we launched, thanks to Ocelot, Videos for Students. These tools should help us with our strategic plan to attract more students, parents and school counselors to our website. In addition to the website work, we also launched a very functional conference app.

As of this writing, I am hoping that we will have launched NYSFAAA's BOT prior to the conference. Even if not, we will soon be the first Financial Aid Association to have done so.



I am proud to say that we are more than leaping into the next levels of technology.

### **Advocacy**

In the olden golden days of NYSFAAA, Advocacy meant letter writing and visits to the Hill. Of late, it was active but in a lower key format. We can, and this year did both. You will read a full report in Christopher Bartow's report.

When I was elected I truly thought HEA Reauthorization was going to be my highest priority. As such, looked to Christopher and gave him my charge and vision. We remerged the Federal and State committees and he and his team have done a spectacular job of advocating for our priorities to date. It seems very unlikely that Reauthorization will come under my watch, however, I/NYSFAAA have been very fortunate to have Christopher and team in place as many hot button issues (state and federal) have needed addressing

As we do each year, Executive Council, and others, participated in February's Student Financial Aid Advocacy Day at the NYS Capitol. It was a ton of fun again this year. despite a ton of snow. The snow made it a rushed affair as legislators were cutting their day short as roads were getting hazardous quickly. None-the-less we all felt we made a difference delivering NYSFAAA's message. The message was a result of polling the members, as written by the Government Relations Committee and approved by Executive Council. A shout out Donna Gurnett for finding us a home, in the capital building, putting together our position handout, delivered that day in the appendix of this report.

### **Training**

Training has always been a cornerstone of our association. Lisa Simpson has been the mother of one of the best training evens in the country for many many years. That would be NYSFAAA Novice Training. Once again she ran a totally successful event in her final year as Chair before handing it off to a new generation. Best of luck to Renee Nunziato. I will let Lisa provide all the details in her report.

The webinar series has continued, almost seamlessly since I took the presidency, thus leaving Statewide Training behind. This is despite many transitions of responsible parties. The first, almost full year, Lynn Sabulski carried the responsibility on her back almost single handedly. She, recently, had to drop off leaving two novice folks in charge- Kelly Kelly and Linda Athearn-Foster. With the support of Brian Smith and myself, Kelly and Linda are just about flying solo. BRAVO! Much more on the webinars in the committee report.

We have been trying getting a solid advanced level workshop off the ground for the past two years. We have one scheduled but pulled it for lack of registration. This MUST be a goal for me in my second year.

### **Mentorship**

Under the leadership of Kerry Lubold and Nancy Teodecki, the Mentorship Committee has made inroads into NYSFAAA's mentorship efforts. This year's conference has a mentorship



track. All novice graduates have been followed-up with and there is a mentor tab on the new website. More to ready in their report.

### **The GEORGE CHIN Scholarship Committee**

Note that the name is all in caps. I loved George. I guess - who didn't? It used to be Deb Evans pushing us to contribute to this notable fund. Now it is Crystal Krudis and Janice Hilbrink. God bless their hearts. Between the two of them and their marvelous committee, they are busy the 2019 recipients. Being that students are our business - they might be doing the most important NYSFAAA work of all.

### **Awards Committee**

The awards committee, that has been led by Rob Zasso and Troy Martin for years and is often overlooked. Rob and Troy perform an important service for the association and it is no easy task. I want to thank them both for their tireless efforts. Late this year, Troy left the state for a position of his dreams. We asked Dan Robinson to step in and he gladly did. Thank you Dan.

### **Outreach**

Under the leadership Gene Rogers, Lisa Simpson, Amy Thompson and Patrick Zeigler and heavy support from NYSFAAA membership once again, there have been significant amounts of College Goal Sunday events and School Counselor Workshops. Their plan for the future is even more robust (see report).

### **Development/Grant Writing**

Tami Gilbeaux had to learn the hard way that no one/or place wants to sponsor NYSFAAA. I developed the idea of the NYSFAAA store as we co-implemented it. I am disappointed in its begging. Tami says it is a baby and we must let it grow. The purpose of the store is two-fold

1. Spread some NYSFAAA Pride
2. Earn revenue for the funding lost for Outreach

I suppose patience will tell

### **Diversity**

The recently born Diversity Committee has been modeled after NASFAA's efforts. Luis Guaman has been charged with leading this committee and taking NYSFAAA to a new and wonderful direction in the future. I look forward to reporting on the results of this next year.

### **Goals and Objectives**

- We have successfully completed a good portion of our strategic plan. I would like to continue at the same pace.
- As much as I have enjoyed becoming one of NYSFAAA's webmaster's, I believe it would be more appropriate to hand that off to someone that is equally capable and enthusiastic as I have been about it.



- I would like my focus to return more towards advocacy and ways to increase membership.
- I am looking forward to working with Adrienne Kings as President-Elect. I plan to be there for her to whatever extent she needs me. We have already had one discussion.

#### **Upcoming Meetings and Events**

- Executive Council Meeting Monday October 28<sup>th</sup> at the Albany Marriott Downtown Albany
- NYSFAAA's 51<sup>st</sup>. Anniversary Conference October 29<sup>th</sup> – 31<sup>st</sup>, 2019 S/A EC Meeting
- Executive Council remote meetings in December, April and August
- Executive Council meeting in Albany in February with legislative visits
- Executive Council planning meeting in June on Long Island

#### **Conclusion**

A President is only as good/strong as his two teams – Executive Council and his Committee Chairs. I have been blessed this year with great Council people and Chairs. I believe the year has been fruitful and I look forward to the year to come.

Respectfully submitted,

*Howard Leslie*



*New York State Financial Aid  
Administrators Association*

**NYSFAAA 2018-2019 Goals and Objectives**



## Awards Committee

### Committee Members:

Troy Martin	Co-Chair
Robert Zasso	Co-Chair
Mary Koehneke	Region I
Susan Romano	Region II
Dawn Langdon	Region III
Brian Smith	Region IV
Scott Khare	Region V
Wayne Harewood	Region VI
Debra Evans	Region VII
Todd Moravec	Region VIII

### Summary of Activities for 2018-2019:

The NYSFAAA Awards Committee continues to enjoy its work. The Committee is currently in the process of collecting nominations, printing plaques and programs for the 2019 awards. Nominations have been low in number again this year than in the past, we believe that we have adequately and appropriately honored deserving members with our final selections. We are hopeful that in the future members will take the time to nominate a deserving colleague.

At the end of the 2018-2019 year we added Scott Khare to be Region V's representative starting in 2019-2020. At the beginning of the 2019-2020 year Troy Martin stepped down as Co-Chair and Dan Robinson agreed to step in as Co-Chair.

### Goals and Objectives for 2019-2020:

Our goal for the 2019-2020 year is to increase nominations from the membership for the state-wide awards.

Our long term objective is to promote the major points of the NYSFAAA long range plan by highlighting the aims of the plan through our award ceremony at the annual conference. Ideally each year we will be recognizing awardees that are strong examples of advocacy, outreach, mentoring, & fostering a strong financial aid community.

### Future Meetings and Events:

Our next meeting will be at the 2019 NYSFAAA Conference and then the next planned conference call will be in Summer 2020.

Submitted By: Troy Martin & Robert Zasso, Awards Committee Co-Chairs  
Date: 10/07/2019



## 2018 Conference Committee

### Committee Members:

First	Last	committee
Amy	Connors	Facilities
Tom	Dalton	Vendor, Program, & Anniversary
Diane	Dixon	Anniversary
Patti	Donahue	Program & Pre-Conference
Kathy	Flaherty	Conference Co-Chair
Tami	Gilbeaux	Conference Co-Chair
LaSonya	Griggs	Program
Karolina	Holl	Program & Registration
Pat	Johnson	Pre-Conference
Kelly	Kelly	Facilities & Publicity
Cindy	Kohlman	Program
Sarah	Macri	Technology
Judi	Miladin	Anniversary
Tanya	Milazzo	Local Arrangements & Transportation, Anniversary
Eileen	Muhlig	Anniversary
Sarah	O'Neil	Registration
BJ	Revill	Pre-Conference
Wendy	Rizzo	Registration
Cynthia	Roach	Pre-Conference
Darrin	Rooker	Publicity
Sean	Sherwood	Technology & Anniversary
Kevin	Shults	Entertainment & Facilities
Lisa	Simpson	Anniversary
Gina	Soliz	Conference Co-Chair
Stephanie	Stock	Publicity
Nancy	Teodecki	Anniversary
John	View	Anniversary
Patrick	Ziegler	Program & Vendor
Fred	Zuccala	Facilities & Anniversary

### Summary of Activities for 2018-2019:

Planned and executed the 2018 Annual Statewide Conference, which took place at the Syracuse Marriott Downtown on October 23-25, 2018.

2018 marked the 50<sup>th</sup> Anniversary of NYSFAAA. 256 people attended the conference, including active members, vendors, and retirees.



The full conference registration cost was \$375, 2-day registration was \$300, 1-day registration was \$175. Retirees were offered full registration fee of \$250 or 1-day registration of \$100. Vendors were charged \$600 for their booth registration, plus were required to register as individual attendees.

We contracted with Jonathan Wheat of JCMP Labs to create a Mobile App for the conference program and evaluations. PASFAA (Pennsylvania Association of Student Financial Aid) used Mr. Wheat as their App developer in 2017. We agreed to the “Basic Level” and signed a contract for the 2018 conference for \$2000, subsequent conferences \$2000 for the next 3 years, then with \$100 increase each year thereafter. Executive Council voted that the Conference Committee could seek non-lender vendor support of the Conference App. 4 vendors agreed to sponsor in the amount of \$200 each.

The 2018 conference made a profit of approximately \$20,700. A full, detailed conference report has been made available to Executive Council.

#### **Goals and Objectives for 2019-2020**

Another region will be hosting the 2019 and 2020 conferences.

#### **Future Meetings and Events:**

N/A

**Submitted By:** Gina Soliz, Colgate University

**Date:** 9/12/19



## **Development (Fundraising) Committee**

### **Committee Members:**

Dave Garelick

### **Summary of Activities for 2018-2019:**

The committee, under the direction of President, created a NYSFAAA Novelties Store. This online store features NYSFAAA gear for purchase. NYSFAAA receives 30% of the profit margin.

### **Goals and Objectives for 2019-2020**

Increase item styles in the novelty store  
Continued marketing to the membership.

### **Future Meetings and Events:**

As needed

**Submitted By:** Tami Gilbeaux, Chair

**Date:** August 29, 2019

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## Mentor Committee

### Committee Members:

Co-Chairs: KERRY LUBOLD, SUNY PLATTSBURGH

NANCY TEODECKI, Retiree- SUNY UPSTATE MEDICAL UNIVERSITY

REGION 2: TAYLER KREUTTER- ROBERTS WESLEYAN COLLEGE

REGION 3: KEVIN SHULTS, SYRACUSE UNIVERSITY

REGION 6: WAYNE HAREWOOD , CUNY KINGSBOURGH COMMUNITY COLLEGE

REGION 7: AMY THOMPSON, ST. JOSEPH'S COLLEGE

REGION 8: KERRIE COOPER, SUNY COLLEGE OF TECHNOLOGY AT CANTON

### Summary of Activities for 2018-2019:

1- Kerry Lubold accepted to Co-Chair the committee, replacing Amy Connors. We requested from the Regional Chairs to assist us in requesting a member from their region to serve on the committee. Five members volunteered to serve.

2- 2018 Annual Conference- a Mentoring Committee table served as a point of contact for members to sign up for State/Regional activities. Two members signed up for a state committee and names were forwarded to the respective State Committee Chair.

3- MENTOR LIST: A detailed Mentor Submission form was designed, and upon Council's approval, it was sent out to the listserv to encourage members to serve as Mentors. The list of 22 members is posted to our website and will be periodically updated. A separate list of volunteers, who did not wish to have their information listed on the web, is housed by the Mentoring Committee and is sent to a member upon request.

4- Career Development strategy: The Mentoring Co-Chairs, the 2019 Conference Committee Co-Chairs, and the State Wide Training Co-Chairs discussed the option for a 'pre-conference day' to offer Career Development sessions. The focus would be geared toward 2 groups of members: those with 5 or less years of FA experience and those members continuing their development in leadership roles. The SWT Committee agreed to include questions on their survey about this type of 'pre-conference day'. However, since the response from the '5 or less years or experience' was very low, we eliminated the 'pre-conference' option. We then discussed a second option- provide Career Development sessions on one day at the conference whereby members who could attend only one day would have the opportunity to take advantage of these sessions. The Conference Committee agreed to this option. The Mentoring and SWT



Committees provided a list of topics for these sessions and the sessions were scheduled for Wednesday.

5- We continued the 'Welcome to NYSFAAA' letter to the Novice Workshop graduates and distributed it at the 2019 graduation along with a notebook inscribed with the NYSFAAA logo. Our letter encouraged them to become active in NYSFAAA and guided them to their regional officers as a resource. A copy of the letter and the list of Novice graduates were e-mailed to each Regional Chair as an introduction of our contact.

### **Goals and Objectives for 2019-2020:**

Request volunteers to serve on the committee from the Regions that do not have a member on the committee. Periodically send requests to the membership to serve as Mentors and expand our Mentor List. Distribute the Welcome letter to the incoming 2020 Novice Training Workshop graduates.

### **Future Meetings and Events:**

To assist with Mentoring new members and make them feel welcomed and included:

For State Wide Training events- encourage members to 'invite newer members' to attend with them.

For Novice Graduates- contact State Chairs to encourage graduates to serve on a committee.

### **Submitted By:**

Kerry Lubold, Co-Chair

Nancy Teodecki, Co-Chair

**Date:** September 16, 2019



## Elections Committee

### Committee Members:

Chair	- Darrin Rooker	New York Chiropractic College
Region 1	- Nicole Griffo	Hilbert College
Region 2	- B.J. Revill	U of R School of Medicine
Region 3	- Kevin Shults	Syracuse University
Region 4	- Brian Smith	SUNY Cobleskill
Region 5	- Dan Robinson	Pace University
Region 6	- Michelle Bolton	CUNY School of Medicine
Region 7	- Gene Rogers	Molloy College
Region 8	- Carolyn Corcoran	SUNY Potsdam

### Summary of Activities for 2018-2019:

Committee members solicited for candidates for the offices of NYSFAAA President-elect and Treasurer-elect. In late April – early May 2019 the election was held with two candidates for each office: President-elect (Adrienne King, Clair Jacobi), Treasurer-elect (Lisa Hoskey, Shalena Clary). On May 13<sup>th</sup>, the committee notified the membership of the results of the election (Adrienne King, President-elect and Shalena Clary, Treasurer-elect)

Election electronic ballots were destroyed upon Executive Council's approval.

### Goals and Objectives for 2019-2020

Committee members will solicit for candidates for the offices of 1<sup>st</sup> Vice President, 2<sup>nd</sup> Vice President and Secretary. Elections will be completed by June 1<sup>st</sup>.

### Future Meetings and Events:

For the 2019-2020 year, the committee Chair will be the incoming President-elect Adrienne King. Ms. King will confirm the regional committee members and will set the agenda, and calendar, for the coming year's statewide elections.

**Submitted By:** Darrin L. Rooker, MS

**Date:** October 3, 2019

NYSFAAA Report Template 2019



## Budget Committee

### Committee Members:

Susan Godreau	Treasurer
Robert Zasso	Past-Treasurer, Chair
Terry Adamcyk	Region I
Nora Bell	Region II
Cynthia Roach	Region III
Andrea Wedler	Region IV
Perry Brown	Region V
Lucy Villaquiran	Region VI
Jeanine Murphy	Region VII
Susan Godreau	Region VIII

### Summary of Activities for 2018-2019:

The Budget & Finance committee was tasked with preparing a draft 2019-2020 budget for presentation to executive council at the summer 2019 meeting. We reached out to region and statewide committee chairs to provide budget requests and prepared the draft taking those requests under advisement. After discussion and appropriate adjustments, the 2019-2020 budget was accepted by Executive Council.

### Goals and Objectives for 2019-2020:

Our goal for the 2019-2020 year is to continue calling for estimated budget expenses from the NYSFAAA region and statewide chairs to help Executive Council continue making educated budget decisions.

Our long term objective is to promote the major points of the NYSFAAA long range plan by continuing the discussions of the budget in February each year with Executive Council. Continue the precedent of passing balanced budget each year in June for the organization, while making sure the Executive Council knows of any anticipated financial problems.

### Future Meetings and Events:

Our next meeting will be at the 2020 NYSFAAA Executive Council meeting in February 2020 & June 2020.

Submitted By: Troy Martin & Robert Zasso, Awards Committee Co-Chairs

Date: 10/07/2019

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## **Investments Committee**

**Committee Members:**

**Goals and Objectives (Long Range):**

**Summary of Activities:**

**Upcoming Meetings and Events:**

**Recommendations:**

**Submitted by:**

**Date:**



## Governance Committee

### Committee Members:

Darrin Rooker (Chair)	New York Chiropractic College
Scott Atkinson	SUNY Brockport (Retired)
Irvin Bodofsky	SUNY Upstate Medical University (Retired)
Thomas Dalton	Edfinancial Services
Kathleen Flaherty	SUNY Oswego
Clair Jacobi	New York Institute of Technology
Heather McDonnell	Sarah Lawrence College (Retired)

### Summary of Activities for 2018-2019:

The Governance Committee gave the Executive Council (EC) consensus opinion on many issues and proposals being considered by the EC throughout the year.

#### Some of the more significant items the committee considered:

- Alternative ways of honoring past members who EC feels made significant contributions to NYSFAAA
- Proposal to require Affiliate NYSFAAA members pay membership dues
- Proposal to require all members belong to one of NYSFAAA's regions
- Drafted and proposed to EC a NYSFAAA Code of Conduct policy

### Goals and Objectives for 2019-2020

To continue to give NYSFAAA's Executive Council clear and reflective assessment on presented issues.

### Future Meetings and Events:

For the 2019-2020 year, the committee Chair will be the incoming President-elect Adrienne King. Ms. King will appoint committee members for the coming year and will set the agenda for any items needing the committee's consideration.

**Submitted By:** Darrin L. Rooker, MS

**Date:** October 3, 2019

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## Government Relations Committee

### Committee Members:

Christopher E. Barto, LIM College, Chair  
Clemente (Clem) LaPietra, Monroe College: Co-Chair, Federal Sub-Committee  
Thomas Kokis, Baruch College: Co-Chair, Federal Sub-Committee  
Susan L. Mead, Dutchess County Community College: Co-Chair, State Sub-Committee  
Donna Gurnett, Association of Proprietary Colleges (APC): Co-Chair, State Sub-Committee  
Maria DeInnocentiis, Marymount Manhattan  
Elaine Pimentel, CUNY Central Administration  
Eileen Flood, J.D., St. John's University  
Susan Nesbitt Perez, Commission on Independent Colleges & Universities (CICU)  
Patrick Ziegler, Wells Fargo/EFS

### Summary of Activities for 2018-2019:

- Email to NYSFAAA Membership encouraging participation in Accreditation & Innovation Negotiated Rulemaking Committees
- State Aid Advocacy Survey to NYSFAAA Membership requesting feedback & recommendations about the Excelsior & ETA programs as well as improvements to the TAP program – received 75 responses with many detailed replies
- Prepared FAFSA Act advocacy letter in support of proposed legislation
- Based on the results of the fall 2018 State Aid Advocacy Survey, prepared NYSFAAA's 2019 State Aid Proposal recommendations.
- Organized NYSFAAA's participation in the February 12, 2019 Student Aid Alliance Advocacy Day, arranging visits by members of the Executive Council and the Government Relations Committee with key legislators and/or their staff members.
- Prepared advocacy letter in support of the FAFSA Fairness Act of 2019
- Participated in several NYSFAAA Podcasts on the Federal Borrower Defense to Repayment (BDR) rules, Federal & NYS proposed legislation, and the Higher Education Committee of 50 report.

### Goals and Objectives for 2019-2020:

- Network with and where appropriate directly collaborate with EASFAA and NASFAA in their Government Relations outreach efforts
- Encourage & support members from each Region of NYSFAAA as well as members of the Government Relations Committee to participate in advocacy with their local elected officials – continuing to raise awareness of NYSFAAA online resources, the Association's community outreach efforts (i.e. FAFSA & TAP Webinar), and to promote support for NYSFAAA's State Aid Proposals.
- Look for ways to raise NYSFAAA's profile amongst member of the NYS Senate & Assembly who serve on their respective Higher Education Committees – with the goal of presenting & positioning NYSFAAA as an expert resource and sounding board for proposed student aid legislation.



- Organize and lead NYSFAAA participation in the 2020 Student Aid Alliance Advocacy Day on February 11, 2020. Review NYSFAAA's State Aid proposals and make appropriate changes and/or updates.
- Continue to strengthen the function and activity of the Government Relations Committee, working to recruit additional members and to further solidify regular meetings and committee members' roles.
- Continue to actively monitor proposed and passed NYS and Federal financial aid and higher education legislation (including Reauthorization proposals), with the goal of preparing routine comments, feedback, and where appropriate letters of support/endorsement of such legislation for approval and dissemination by the Executive Council and NYSFAAA President respectively.

#### **Future Meetings and Events:**

- Currently in the process of rescheduling our regular meetings to confirm a new bi-weekly meeting time
- Committee members attending NYSFAAA's 51<sup>st</sup> Annual Conference will meet at the Conference
- Participating in EASFAAA's Federal Relations State Summit call on Oct. 24, 2019
- Student Aid Alliance Annual Advocacy Day – February 11, 2020

**Submitted By:** Christopher E. Barto

**Date:** October 6, 2019

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## Membership Committee

### Committee Members:

NYSFAAA Membership Chair

Lucila Villaquiran

### NYSFAAA Regional Representative

Region 1

Marianne Loper

Region 2

Katelyn Typhair

Region 3

Kevin Shults

Region 4

Rochelle Filler

Region 5

Cindy Garvey

Region 6

Ben Loya

Region 7

Patricia Noren

Region 8

Patricia Farmer

### Summary of Activities for 2018-2019:

- Added new organizations, colleges etc. to the database.
- Added new members to the database.
- Supported other NYSFAAA Committees as needed

### Goals and Objectives for 2019-2020

- Reach out to the Directors to find out why their Novices do not attend meetings.
- Come up with Networking Sessions for members.

### Future Meetings and Events:

- Hold 4 membership conference calls in 2019-20 to discuss membership issues, outstanding dues, engagement activities, etc. These conference calls are usually held prior to EC meetings. Target dates include October, February, June, and September.
- Meet regularly to discuss regional membership needs
- Communicate with membership more regularly
  - Send renewal dues reminders – invoice reminders
  - Engage the membership with upcoming events
  - Inform membership of Leadership opportunities

**Submitted By:** Adrienne R. King, 1<sup>st</sup> Vice President

**Date:** 10/26/2019



## Novice Training

### Committee Members:

Scott Atkinson, SUNY Brockport  
Perry Brown, College of Westchester  
Jarrett Foster, John Jay College  
LaSonya Griggs, Tompkins Cortland Community College  
Jim Hanley, New York State Higher Education Services Corporation  
Scott Khare, Marist College  
Adrienne King, Bank Street College of Education  
Howard Leslie, Berkeley College  
Heather McDonnell, Emerita- Sarah Lawrence College  
Renee Nunziato, Suffolk Community College  
Cristina Ortiz-Harvey, Guttman Community College  
Dan Robinson, Pace University  
Courtney Rust, SUNY Canton  
Lisa Simpson, New York State Higher Education Services Corporation  
Brian Smith, SUNY Cobleskill  
Earl Tretheway, SUNY Albany  
Lucy Villaquiran, Monroe College  
Rob Zasso, Dutchess Community College

### Summary of Activities for 2018-2019:

The 49th Novice Training Team returned to Mercy College, Dobbs Ferry Campus, from June 3 through June 7th, 2019. Sixteen staff assisted in welcoming 85 new NYSFAAA members this summer. The staff worked diligently revising the *Novice Training Manual*, setting up registration, coordinating transportation and leading and facilitating large and small group sessions. Small Group Concurrent Breakout Sessions were held that consisted of Veteran Benefits, Scott Khare, Marist College, Institutional Methodology, Heather McDonnell, Emeritus, Sarah Lawrence College and Satisfactory Academic Progress, facilitated by Howard Leslie. Novices were again given the choice of receiving the printed training manual, using a jump drive or accessing google docs to obtain the electronic manual. Novice is truly a group effort and would not be what it is without each and every Novice Staff Member. Due to family emergencies, two of our small group leaders were not able to attend the training. We had seven small groups as opposed to nine groups in past years.

The evaluation survey was created through the use of Survey Monkey and e-mailed, on June 11<sup>th</sup>, 2019 to all 85 attendees of the Novice Workshop. We received 57 responses, for a return rate of 67 percent. Ninety-five percent of the respondents rated the overall workshop as either very good or excellent again this year. Many respondents found it informative while benefitting from the large group/small group format and networking opportunities provided. Ninety-seven percent of the respondents that answered the question would recommend Novice Training to their colleagues.

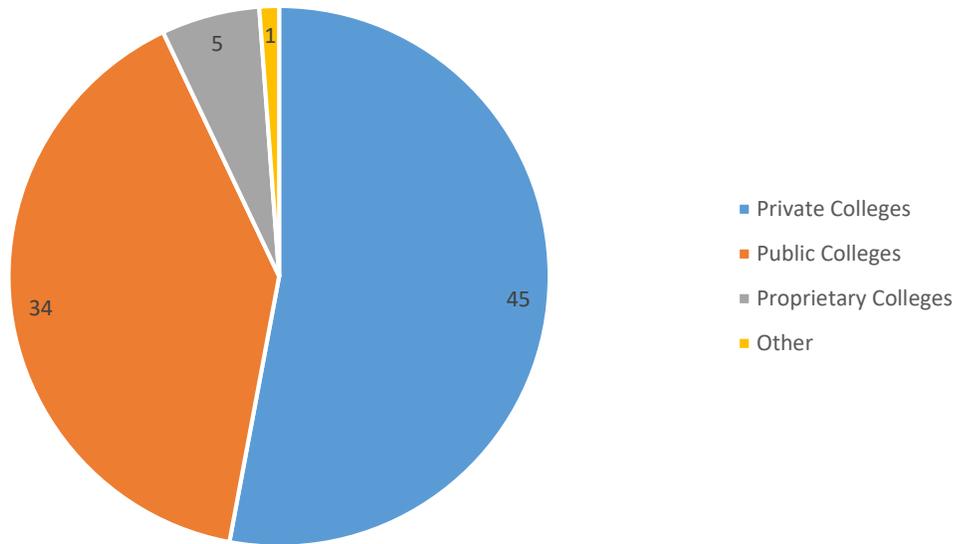


Respondents were asked to rate each of the sessions offered at the workshop.

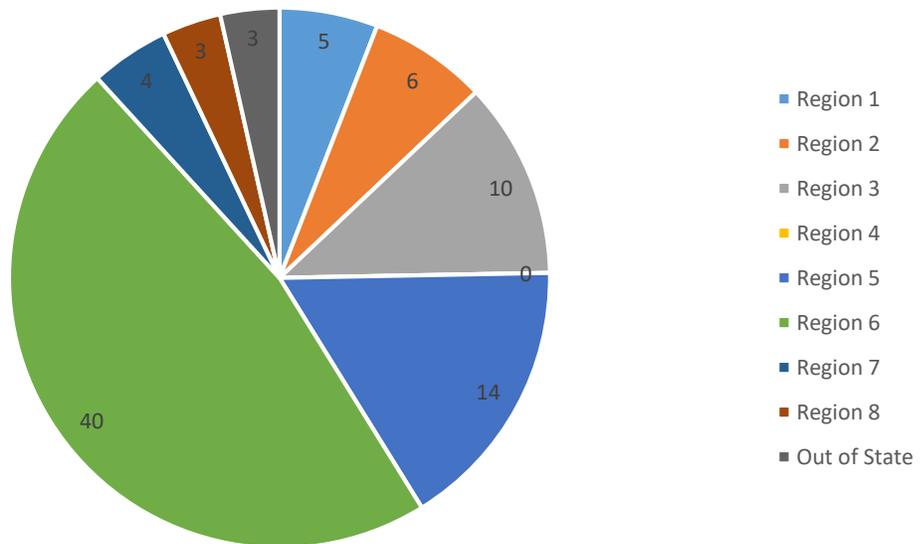
<u>Session</u>	<u>Excellent</u>	<u>Very Good</u>	<u>Excellent or Very Good 2019</u>
Professional Judgement	71%	25%	96%
Verification	49%	32%	81%
Federal Methodology	49%	42%	91%
General Provisions	50%	39%	89%
Title IV Federal Programs	49%	42%	91%
Packaging & Budgeting	49%	37%	86%
NYS Programs	40%	37%	77%
Federal Loan Programs	48%	42%	90%
Pell Grant	50%	41%	91%
Veteran's Benefits	45%	31%	76%
SAP	40%	36%	76%
Institutional Methodology	39%	36%	75%



Count of Participants by Institution Type



Count of Participants by Region

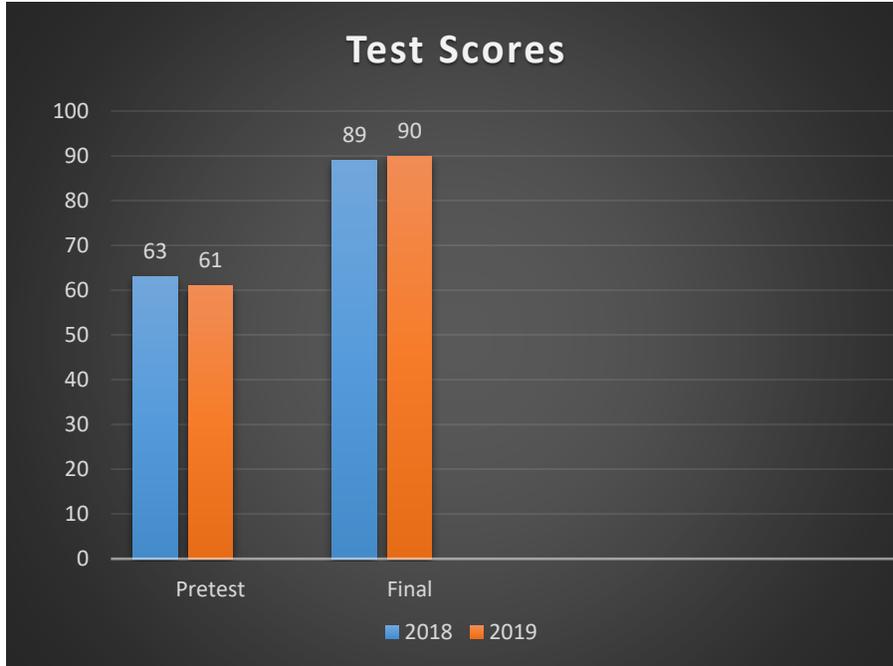


The following is a summary of the overall progress of workshop participants listing test scores and comparing them to last year's scores. Only a Pre-Test and Final were given.



## Test Scores

(% of 100)



### **Goals and Objectives for 2019-2020**

The primary goal of Novice is to provide financial aid training and networking for those who are new to the profession as well as other personnel that work with financial aid. Novice consists of five days of intense training with alternating sessions between Large Group Lectures and Small Group breakout sessions. Group interaction is encouraged within small and large group as well as the Novice Olympics.

### **Future Meetings and Events:**

Planning for Novice 2020 has begun. Novice Manual Chapter revision will begin this fall with periodic discussions occurring amongst the committee regarding various tasks that must be accomplished throughout the year. The Committee will review the Post Novice Evaluation and discuss any changes and/or additions for the upcoming year. We are currently obtaining pricing and housing availability at Mercy College, Dobbs Ferry, NY for the first week of June, 2020. Renee Nunziato from Suffolk Community College will take over the duties as Novice chairperson beginning in 2020.

**Submitted By:** Lisa Simpson

**Date:** 9/27/19



## George Chin Memorial Scholarship Committee

### Committee Members:

Members for the 2018 award year:

Jeanne Mossios and Mary Roche, Region I; Scott Atkinson, Region II; Jackie Darquea, Region III; Roberta Daskin, Region V; Antigua Middleton, Region VI; Theresa Donnell, Erica Follick and Jeanne McCarthy, Region VII; Crystal Krudis, Region VII (Co-Chair) and Janice Hilbrink Region V (Co-Chair) - Debra Evans (Previous Chair, Region VII)

### Summary of Activities for 2018-2019:

Debra Evans assisted Crystal Krudis and Janice Hilbrink in their transition as co-chairs. Prior to our annual conference in October 2018, the scholarship committee selected six scholarship recipients out of 29 applications submitted. Traditionally, five scholarships are awarded each year, however, Executive Council voted to award a sixth scholarship as a special recognition of NYSFAAA's 50th Anniversary. The six recipients were announced during the conference (booklet of recipients/short bio was handed out). We were unable to have any of the recipients attend the conference (as in the prior year), as they did not live/study near the Syracuse region.

Over \$2,300 was raised between donations, raffle baskets, the 50/50 and the sale of NYSFAAA cookbooks.

The 2019 scholarship process began over the summer of 2019. We confirmed the committee members and the scholarship application became available to the NYSFAAA community.

### Goals and Objectives for 2019-2020

Crystal Krudis and Janice Hilbrink are to fully transition as co-chairs of the committee. The committee will continue to investigate any additional sources of funding for the scholarship fund and seek scholarship donations throughout the year. Ensure fundraising takes place during the annual conference (i.e. raffle baskets, 50/50, etc.)

### Future Meetings and Events:

The annual committee conference call took place on October 10, 2019. The 2019 scholarship recipients were selected (five recipients). We hope to invite one recipient who lives near the Albany region, to come to the dinner on Wednesday during the conference and once again, speak briefly, on what this scholarship means to them. We will continue conversations on possible fundraising ideas and remind the NYFSAAA community throughout the year that donations are accepted at any point in time. Continue conversations with the committee members of possible fundraising ideas. Email reminders will be sent requesting donations throughout the year.

**Submitted By:** Crystal Krudis and Janice Hilbrink (Scholarship Co-Chairs)

**Date:** 10/23/19



## School Outreach and Early Awareness Committee

### **Committee Membership:**

Gene Rogers  
Amy Thompson  
Patrick Ziegler  
Lisa Simpson

### **Goals and Objectives (Long Range Plan):**

1. Develop and continue to offer college aid workshops and events to students and their families as well as school counselors
2. Network with communities and their officials to promote FAFSA filing opportunities and look to re-brand our events
3. Investigate better uses for technology to further our mission

### **Summary of Activities:**

#### **College Goal New York**

College goal NY for 19/20 had events at different locations across the state. We rely heavily on assistance from NYSFAAA members to help at these events and luckily, we get it (of course. We can always use more). As the Dept. of Education released the mobile APP in Fall 2018, this has certainly impacted how students/families complete the FAFSA. Our plan is still to keep CGNY going in the manner that it has been for the 20/21 FAFSA cycle and continue to gauge the impact of the app. As we noticed there was some technology issues last year. There are 13 events scheduled between Oct –Dec 2019. We have had discussions with merging our events into the [www.startheregetthere.org](http://www.startheregetthere.org) website and a name change from College goal NY could happen soon. Unfortunately, funding has been removed from CGNY and sites must be able to support costs now and moving forward. HESC has continued to host the CGNY website and we are thankful to them for being able to do so.

#### **Guidance Counselor Workshops**

Guidance counselor workshops are beginning to take shape across a few NYSFAAA regions for Fall 2019. I'm aware that Region 2 and 4 plan to have one and Region 7 's will be held on Nov 22<sup>nd</sup> at the Molloy college campus. Due to individual colleges ability to host these events and cover the associated costs, we feel this will be the path to continue to run these events each year. Our committee has also reached out to other higher education associations and offered to bring a workshop to them. One such association, NJNYACRAO will offer a session on financial aid topics and how it could affect registers offices. Other NYSFAAA members have offered their services directly to high school guidance staff.



*New York State Financial Aid  
Administrators Association*

## **NYGEARUP**

NYSFAAA continues to partner with HESC and the NYGEARUP schools. This current cohort of students is 12<sup>th</sup> graders and we do expect a greater increase in requests for assistance. We have received a few requests already for FAFSA completion events for later in the fall.

### **Upcoming Meetings and Events:**

As a committee, we have monthly phone meetings (every 2<sup>nd</sup> Friday of the month)

### **Recommendations:**

**Submitted By Gene Rogers**

**Date: 9/30/2019**



## Statewide Training Committee

**Committee Name:** Statewide Training Committee

**Committee Members:** Kelly Kelly (Co-Chair), Linda Athearn-Forster (Co-Chair), Lynn Sabulski, Mark McGinnis, Brian Smith (2<sup>nd</sup> VP), Abby DeCastro, Wendy Rizzo, Jannatul Ferdous-Hypolite, Brian (Calvin) Ghanoo, Perry Brown, Deidre Strutz, Mike Turner and Robert Weinerman.

**Summary of Activities for 2018-2019:** Many changes with SWT as the committee added new members and Co-chairs. Lynn and Mark needed to step down as Co-Chairs in August 2019 and Linda Athearn-Forster stepped in Lynn's place. Robert will step in as 3<sup>rd</sup> Co-Chair starting in December 2019. At this time the committee is under new leadership. As we continue to move forward with all the changes ahead, we would like to formally thank Lynn and Mark for their ongoing guidance and support.

### Annual SWT FAFSA/TAP Webinar and Community Outreach

In 2019, SWT began using NYSFAAA's annual FAFSA/TAP webinar specifically as a tool for increasing high school outreach and community engagement. With the timely addition of the new Videos for Students page on the NYSFAAA website, we certainly have a lot to offer! 😊

Deidre Strutz initiated contact with NYSSCA, and their organization enthusiastically advertised our webinar among NY's high school counselor community. They remain happy to continue working with us, and plans are currently underway to develop a follow-up annual training for both HS counselors and FA professionals. An initial call to discuss content is scheduled for December, and the launch date for this new annual training is Friday, Oct. 13<sup>th</sup>, 2020.

Deidre Strutz and Lynn Sabulski also advertised the annual FAFSA/TAP webinar in several Higher Ed member's groups on their personal LinkedIn accounts; and LaSonya Griggs/High School Outreach Committee got the word out to a significant number of high school counselors. Lynn also obtained a list of approximately 30 state representatives from Christopher Barto/Government Relations Committee, and emailed them information about the webinar and Videos for Students. Fortunately, these advertising efforts paid off this year and there was a significant increase in registration as compared to recent years. Going forward, SWT will develop a more organized, extensive, and timely outreach plan to advertise our open-access trainings and resources to non-NYSFAAA members.

Lastly, on Thursday Oct. 4 (the day before this year's FAFSA/TAP webinar), Assemblywoman Catherine Nolan hosted a State Fair in Sunnyside, Queens. Lynn Sabulski was able to meet Ms. Nolan and the District Office Director David Agliodoro, and they've offered NYSFAAA the opportunity to host a table at next year's state fair. Further discussion is needed re: the table setup, and creating whatever paper promotional materials are needed to advertise NYSFAAA,



the FAFSA/TAP webinar, and Videos for Students to state fair attendees. SWT will continue working with other NYSFAAA committees to explore these networking opportunities

In 2018-2019 we held 10 webinars:

Webinar/Training	Registrants	Attendees
2019-2020 Verification, Dependency Overrides & Special Circumstances	315	229
Having Fun with Taxes Part 1	189	142
Having Fun with Taxes Part 2	188	130
Federal Update	204	166
Social Media in the FA Office	77	55
Setting Your Students Up for Success	138	82
Identity Theft	118	77
Having Fun with Taxes Part 1	250	190
Having Fun with Taxes Part 2	249	180
2020-21 FAFSA and TAP Application Training	705	512
<b>TOTALS</b>	<b>2433</b>	<b>1763</b>

## Goals and Objectives for 2018-2019:

### Future Meetings and Events:

11/15/2019 – Fall 2019 SWT Comes to Your Region Meeting: Compliance. It is as important as you think but maybe easier to achieve than you realize. Presenters: Amy Glynn, Danielle Di Lucia and Howard Leslie.

1/16/2020 – 2020-21 Verification Training. Presenter: Joelle Soucier.

Future meetings and events TBD.

**Submitted By:** Linda Athearn-Forster/Kelly Kelly/Brian Smith

**Date:** October 25, 2019

NYSFAAA Report Template 2018



## Technology, Innovation, and Communication Committee

### Committee Members:

Ajana Wilkinson, Andrea Damar, Anthony Gabriel, Heather Adner, Howard Leslie, Ideta Daniel, Jannatul Ferdous-Hypolite, Kathleen Flaherty, Lea Nuwer, Mary Ellen Roche, Sarah Macri, Sean Sherwood, Sonya Stein, Steven Morris, Tanya Patterson-Stanley, Tayler Kreutter

### Summary of Activities for 2018-2019:

- Researched new website platforms and recommended MemberClicks.
- Tackled aggressive timeline in bringing up the new NYSFAAA website in time for membership renewal and conference registration.
- Launched NYSFAAA Events app in the Apple Store and Google Play Store in time for use at the 2019 Annual Conference.
- Began work on website chatbot.
- Surveyed membership to determine satisfaction with communication.
- Supported the Statewide Training Committee with webinar surveys.
- Posted to social media.
- Incorporated website updates into Operational Calendar.

### Goals and Objectives for 2019-2020

- Launch Ocelot Chatbot by or near the date of the 2019 Annual Conference.
- Continue updates and improvements on the NYSFAAA website.
- Encourage posting of minutes.
- Determine needs of the membership.
- Provide website training where needs are identified.
- Support Conference, Novice, and possibly other events with the NYSFAAA Event app.
- Continue support of the Statewide Training Committee with surveys.
- Identify new technologies that benefit NYSFAAA and its members.
- Recruit TICC members with technological expertise to replace inactive members.
- Place calendar meeting announcements for Executive Council, Regions, and Committees, when provided.
- Host online resources for high school counselors, parents, and students through the FATV portal.
- Maintain social media presence.

### Future Meetings and Events:

First Monday of November, February, May, and August

**Submitted By:** Lea Nuwer & Sarah Macri

**Date:** 09/26/19



## Treasurer's Report

### Committee Members:

N/A

### Goals and Objectives (Long Range):

NYSFAAA continues to be part of the discussion of revenue opportunities through collaboration with EASF AAA and other possibilities for membership expansion and revenue generation.

The 2017-18 audit has been convened and progress will be monitored for a timely conclusion.

The switch of Treasurer-Elect to Treasurer and Treasurer to Past-Treasurer took a significant amount of time. All accounts were transferred, administrative accesses as well as banking and credit card authority updated, and other roles and processes moved. The current procedures manual is helpful with the transition and is regularly updated.

### Summary of Activities:

Thank you for a great year. Next are some general updates on activities that occurred this last cycle.

NYSFAAA's accounts continue to be in good health. Based on our investment account manager recommendation our CD with Key Bank continues to grow. This will allow NYSFAAA to use the proceeds from this investment to create a reserve to help NYSFAAA when we have to balance the budget

Our investment committee met in February 2019 to review our current investments and gathering up-to-date information from our account manager on the health of our accounts. Thank you to those who have agreed to serve Howard Leslie, Kerry Lubold, Tom Dalton, Darrin Rooker, Rob Zasso, Kathy Michalski, Debra Evans and myself. One of the main topics we discussed with Robert Bell from Morgan Stanley is what our scholarship investments would look like over a 10-year cycle if NYSFAAA increased the annual scholarship award to students or was not able to maintain annual donations to fund the scholarships. Robert has handled our accounts for a very long time and we are grateful for the guidance he provides.

Our committee activities this year continued to support the goals and objectives of NYSFAAA and our long-range plan.

The Budget & Finance Committee provided executive council in February 2019 with an estimate of the 2019-20 budgetary needs of the organization. This presentation and subsequent discussion were helpful for executive council as a way to evaluate current spending and income as well as anticipate any upcoming issues. I brought forth a budget to Executive Council in June 2019 that supports NYSFAAA activities while being mindful of our responsibilities.

In 2018-2019 the Development Committee has not been active. To date we have not been able to create a new role for the development committee to help NYSFAAA open new revenue opportunities.

Our scholarship committee is now in the capable hands of Janice Hilbrink. During the 2018 conference the committee's scholarship activities including the 50/50 & regional baskets generated \$2353.00 for the scholarship fund. Thank you to everyone for their participation and support. A special thank you to the committee for their tireless work towards supporting our students in New York State.

### Upcoming Meetings and Events:

Rob Zasso and I continued to work together during my transition to the Treasurer's position. I continue to update procedures and respond to questions and situations as they arise. Shalena Clary, our Treasurer-Elect, and I have begun communicating and sharing and I anticipate a smooth transition in the fall of 2020. Thank you, Shalena!



*New York State Financial Aid  
Administrators Association*

**Recommendations:**

None

**Submitted by:** Susan Godreau, NYSFAAA Treasurer

**Date:** 11-11-2019



*New York State Financial Aid  
Administrators Association*

**New York State Financial Aid  
Administrators Association, Inc.**

**Financial Statements and  
Supplemental Information**

**June 30, 2017 and 2016**



New York State Financial Aid  
Administrators Association, Inc.  
*Table of Contents*

	<u>Page</u>
<b>Report of Independent Auditors</b>	
<b>Financial Statements</b>	
Statement of Financial Position	1
Statement of Activities	2
Statement of Cash Flows	3
Notes to Financial Statements	4-10
<b>Supplemental Information</b>	
Report of Independent Auditors on Supplemental Information	11
Five-Year Summary of Operations	12



## Report of Independent Auditors

To the Executive Council of  
New York State Financial Aid  
Administrators Association, Inc.

### ***Report on Financial Statements***

We have audited the accompanying financial statements of New York State Financial Aid Administrators Association, Inc. (the "Association"), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and of cash flows for the year then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

*Tronconi Segarra & Associates LLP*

November 5, 2019



New York State Financial Aid  
Administrators Association, Inc.

*Statement of Financial Position*

*As of June 30, 2017*

*(with Comparative Totals as of June 30, 2016)*

	<u>2017</u>	<u>2016</u>
<b>Assets</b>		
<b><i>Current Assets</i></b>		
Cash and cash equivalents	\$ 221,139	\$ 268,240
Short-term investment	50,480	0
Accounts receivable	11,070	8,800
Prepaid expenses	7,102	3,376
	<hr/>	<hr/>
Total current assets	289,791	280,416
<b><i>Long-Term Investments</i></b>		
	<hr/>	<hr/>
Total assets	\$ <u>810,908</u>	\$ <u>751,998</u>
<b>Liabilities and Net Assets</b>		
<b><i>Current Liabilities</i></b>		
Accounts payable and accrued expenses	\$ 19,755	\$ 6,578
Deferred dues revenue	8,515	1,585
	<hr/>	<hr/>
Total current liabilities	28,270	8,163
<b><i>Net Assets</i></b>		
Unrestricted		
Undesignated	490,244	453,151
Designated for scholarships	138,458	131,493
Regional activities	46,523	46,988
	<hr/>	<hr/>
Total unrestricted	675,225	631,632
Temporarily restricted	<hr/>	<hr/>
	107,413	112,203
	<hr/>	<hr/>
Total net assets	782,638	743,835
	<hr/>	<hr/>
Total liabilities and net assets	\$ <u>810,908</u>	\$ <u>751,998</u>

*See report of independent auditors and notes to financial statements.*



New York State Financial Aid  
Administrators Association, Inc.

*Statement of Activities*  
*For the year ended June 30, 2017*  
*(with Comparative Totals for the year ended June 30, 2016)*

	Unrestricted	Temporarily Restricted	2017 Total	2016 Total
<b>Support and Revenue</b>				
Conferences and workshops	\$ 143,810	\$ 0	\$ 143,810	\$ 138,529
Membership dues	79,360	0	79,360	88,791
College Goal Sunday	0	0	0	14,000
Regional activities	4,991	0	4,991	5,706
Scholarship	0	16,448	16,448	4,890
Dividends, net of \$4,873 investment fees	5,816	0	5,816	1,967
Realized and unrealized gains (losses) on investments, including capital gain distributions	44,206	0	44,206	(23,655)
Net assets released from restrictions	21,238	(21,238)	0	0
<b>Total support and revenue</b>	<b>299,421</b>	<b>(4,790)</b>	<b>294,631</b>	<b>230,228</b>
<b>Expenses</b>				
College Goal Sunday	13,738	0	13,738	11,106
Conferences and workshops	148,281	0	148,281	137,083
Executive Council	44,226	0	44,226	38,111
Homepage	12,486	0	12,486	7,449
Regional activities	17,706	0	17,706	26,873
Scholarship expenses	7,500	0	7,500	9,190
Special meetings	7,497	0	7,497	9,853
Special projects, training and other expenses	4,394	0	4,394	7,654
<b>Total expenses</b>	<b>255,828</b>	<b>0</b>	<b>255,828</b>	<b>247,319</b>
<b>Change in net assets</b>	<b>43,593</b>	<b>(4,790)</b>	<b>38,803</b>	<b>(17,091)</b>
<b>Net Assets, beginning of year</b>	<b>631,632</b>	<b>112,203</b>	<b>743,835</b>	<b>760,926</b>
<b>Net Assets, end of year</b>	<b>\$ 675,225</b>	<b>107,413</b>	<b>782,638</b>	<b>\$ 743,835</b>

*See report of independent auditors and notes to financial statements.*



New York State Financial Aid  
Administrators Association, Inc.

*Statement of Cash Flows*  
*For the year ended June 30, 2017*  
*(with Comparative Totals for the year ended June 30, 2016)*

	<u>2017</u>	<u>2016</u>
<b><i>Cash Flows from Operating Activities</i></b>		
Change in net assets	\$ 38,803	\$ (17,091)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Realized and unrealized (gains) losses on investments	(44,206)	23,655
(Increase) Decrease in assets:		
Accounts Receivable	(2,270)	(8,800)
Prepaid Expenses	(3,726)	7,825
Increase (Decrease) in liabilities:		
Accounts payable and accrued expenses	13,177	(17,008)
Deferred dues revenue	6,930	(6,115)
Net cash provided by (used in) operating activities	<u>8,708</u>	<u>(17,534)</u>
<b><i>Cash Flows from Investing Activities</i></b>		
Proceeds from Sale of Investments	22,717	614,490
Purchase of Investments	<u>(78,526)</u>	<u>(616,451)</u>
Net cash used in investing activities	(55,809)	(1,961)
Net increase (decrease) in cash and cash equivalents	(47,101)	(19,495)
<b><i>Cash and Cash Equivalents, beginning of year</i></b>	<u>268,240</u>	<u>287,735</u>
<b><i>Cash and Cash Equivalents, end of year</i></b>	<u>\$ 221,139</u>	<u>\$ 268,240</u>

*See report of independent auditors and notes to financial statements.*



**New York State Financial Aid  
Administrators Association, Inc.**  
*Notes to Financial Statements*

**1. Nature of Organization and Summary of Significant Accounting Policies**

***Nature of Organization*** – The New York State Financial Aid Administrators Association, Inc. (the “Association”) is a not-for-profit organization incorporated under the laws of the State of New York. The Association is a volunteer association of financial aid professionals advocating for and promoting equal access to post-secondary education for all students. The Association offers education, professional development, and networking opportunities for its members and for colleagues in related education, business, and governmental professions.

***Basis of Accounting*** – The financial statements are prepared on the accrual basis of accounting in accordance with accounting standards generally accepted in the United States of America and includes all material accounts receivable and payable and material prepaid and deferred items. Consequently, revenues are recognized when earned, rather than when received, and expenses are recognized when the obligation is incurred, rather than when cash is disbursed.

***Cash and Cash Equivalents*** – The Association considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. At June 30, 2017, the Association held no cash equivalents.

***Accounts Receivable*** – Accounts receivable are recorded at net realizable value. Receivables are for its Novice program and are recorded at the amount that the Association expects to receive based on participation in the program and subsequent receipts.

***Prepaid Expenses*** – Prepaid expenses represent certain cash payments made in the current year to benefit future activities and operations, and consist primarily of conference and insurance expenses paid in advance.

***Investment Valuation and Income Recognition*** – The certificate of deposit represents invested funds not needed for the Association’s current operations and is considered a short-term investment. Such certificate is not considered a debt security subject to the fair value measurement disclosure requirements. The certificate of deposit is valued at cost plus credited interest, which is considered fair value. The Association’s long-term investments, all of which are in marketable securities, are stated at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between participants at the measurement date.

Purchases and sales of securities are recorded on a trade-date basis. Dividend income is recorded on an ex-dividend date. Net appreciation (depreciation) includes the gains and losses on investments bought and sold as well as held during the year.



New York State Financial Aid  
Administrators Association, Inc.  
*Notes to Financial Statements (continued)*

1. Nature of Organization and Summary of Significant Accounting Policies  
(continued)

**Net Assets** – Net assets are classified as unrestricted, temporarily, or permanently restricted based upon the presence or absence of donor-imposed restrictions. Unrestricted net assets represent resources whose use is not restricted by donor-imposed stipulations and are available for general support of the Association. Temporarily restricted net assets, created by donor-imposed restrictions, are released from those restrictions when they are utilized for their intended purpose or by the passage of time. When a restriction expires, these assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Permanently restricted net assets are those assets resulting from contributions whose use is limited by donor-imposed restrictions that neither expire by passage of time, nor can be fulfilled or otherwise removed by actions of the Association.

**Revenue Recognition** – Income from gifts made for the support of the Association is recorded as revenue when received. Pledges made but not yet received, or received but designated for future years, are also recorded as revenue and as receivables in the appropriate class of assets.

**Membership Dues** – Association membership provides members with various training and professional development opportunities. The membership period coincides with the Association's fiscal year and dues revenue is recognized over the membership period. Dues payments received in the year ended June 30, 2017 applicable to the June 30, 2018 membership period is reflected as deferred dues revenue.

**Contributions and Gifts** – Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. In the absence of donor specifications that income and gains on donated funds are restricted, such income and gains are reported as income of unrestricted net assets. It is the Association's policy to record contributions when it is determined that they are unconditional.

Unconditional promises to give and pledges are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional. At June 30, 2017, the Association held no conditional promise to give.



New York State Financial Aid  
Administrators Association, Inc.  
*Notes to Financial Statements (continued)*

1. Nature of Organization and Summary of Significant Accounting Policies  
(continued)

**Functional Expense Allocation** – The costs of providing program and supporting services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services that benefited. Fundraising costs are not considered significant and are included in management and general expenses. For the year ended June 30, 2017, program service expenses totaled \$187,225 and management and general expenses (including investment fees of \$4,873) totaled \$73,476.

**Income Taxes** – The Association is an exempt organization as defined under Section 501(c)(3) of the Internal Revenue Code (“IRC”), and as such, is exempt from income taxes. Accordingly, no provision for income taxes has been reflected in the accompanying financial statements.

**Management Estimates** – The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

**Subsequent Events** – Management of the Association has evaluated subsequent events, for recognition or disclosure, through November 5, 2019, the date these financial statements were available to be issued, and determined that no additional recognition or disclosure was required.

2. Prior-Year Comparative Information

The financial statements include certain prior-year summarized comparative information in total, but not by either net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Association’s financial statements for the year ended June 30, 2016, from which the information was derived.

3. Concentrations of Credit Risk

Cash deposited at financial institutions potentially subjects the Association to concentrations of credit risk, as cash may exceed federally insured limits at various times throughout the year.



**New York State Financial Aid  
Administrators Association, Inc.**  
*Notes to Financial Statements (continued)*

**4. Short-term Investment**

The Association's short-term investment of \$50,480 as of June 30, 2017, is a certificate of deposit (CD), which is held at Key Bank. The CD was opened with a deposit of \$50,000 in November 2016 and matures in December 2019. The interest rate is 1.65%. Interest received on the CD in year ended June 30, 2017 totaled \$480.

**5. Investments**

Long-term investments represent investments of funds not required for current operations. These funds can be accessed only with approval of the Executive Council. Earnings on these investments are automatically reinvested.

Fair value of investments at June 30, 2017 are summarized by category as follows:

	<u>Fair Value</u>	<u>Percent of total investments</u>
Money Market Fund		
Liquid asset fund	\$ 7,591	\$ 1.46%
Exchange Traded Funds		
Foreign emerging markets	11,506	2.21%
Foreign large cap	29,340	5.63%
Large cap	74,736	14.34%
Mid cap	21,102	4.05%
Small cap	16,624	3.19%
	<u>153,308</u>	<u>29.42%</u>
Mutual Funds		
Fixed income – high yield	38,849	7.45%
Fixed income – inflation protected	19,098	3.66%
Fixed income – intermediate term	63,852	12.25%
Fixed income – short term	90,402	17.35%
Foreign emerging markets	27,625	5.30%
Foreign large cap	79,245	15.21%
Large cap	41,147	7.90%
	<u>360,218</u>	<u>69.12%</u>
Total investments	<u>\$ 521,117</u>	<u>\$ 100.00%</u>



New York State Financial Aid  
Administrators Association, Inc.  
*Notes to Financial Statements (continued)*

5. Investments (continued)

In the year ended June 30, 2017, the Association's investments (including capital gain distributions received, gains and losses on investments bought and sold, as well as held during the year) appreciated in value by \$44,206.

**Investment Risks and Uncertainties** – The Association invests in various investment securities, which are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect amounts reported in the statement of financial position.

6. Fair Value Measurements

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of fair value hierarchy under FASB ASC 820 are described as follows:

- **Level 1** – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Association has the ability to access.
- **Level 2** – Inputs to the valuation methodology include:
  - Quoted prices for similar assets or liabilities in active markets;
  - Quoted prices for identical or similar assets or liabilities in inactive markets;
  - Inputs other than quoted prices that are observable for the asset or liability; and
  - Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

- **Level 3** – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.



New York State Financial Aid  
Administrators Association, Inc.  
*Notes to Financial Statements (continued)*

6. Fair Value Measurements (continued)

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used as of June 30, 2017.

**Money Market Funds:** Valued at amortized costs, which approximates fair value. Under the amortized cost valuation method, discount or premium is accreted or amortized on a constant basis to the maturity of the security.

**Exchange-Traded Funds and Mutual Funds:** Valued at the daily closing price as reported by the fund. Mutual funds held by the Association are open-ended mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value ("NAV") and to transact at that price. The exchange-traded funds and mutual funds held by the Association are deemed to be actively traded.

The following table sets forth by level, within the fair value hierarchy, the Association's investment assets at fair value as of June 30, 2017:

**Level 1**

Money market funds	\$	7,591
Exchange-traded funds		153,308
Mutual funds		<u>360,218</u>
Total investments	\$	<u>521,117</u>

**Transfers in Fair Value Levels** – The availability of observable market data is monitored to assess the appropriate classification of financial instruments within the fair value hierarchy. Changes in economic conditions or model-based valuation techniques may require the transfer of financial instruments from one fair value level to another. In such instances, the transfer is reported at the beginning of the reporting period.

Association management has evaluated the significance of transfers between levels based upon the nature of the financial instrument and the size of the transfer relative to total net assets available for benefits. For the year ended June 30, 2017, money market funds are classified as Level 1 investments. Previously they were classified as Level 2 investments. There were no other transfers in or out of Levels 1, 2, or 3.



New York State Financial Aid  
Administrators Association, Inc.  
*Notes to Financial Statements (continued)*

7. Temporarily Restricted Net Assets

At June 30, 2017, \$107,413 of net assets were restricted as follows:

Scholarships	\$ 107,071
College Goal Sunday	<u>342</u>
Total temporarily restricted net assets	<u>\$ 107,413</u>

8. Net Assets Released from Restrictions

Net Assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by the donor as follows:

Scholarships	\$ 7,500
College Goal Sunday	<u>13,738</u>
Total restrictions released	<u>\$ 21,238</u>



## Report of Independent Auditors on Supplemental Information

To the Executive Council of  
New York State Financial Aid  
Administrators Association, Inc.

### *Report on Financial Statements*

We have audited the accompanying financial statements of New York State Financial Aid Administrators Association, Inc. (the "Association") as of and for the years ended June 30, 2017 and June 30, 2016, and have issued our reports thereon dated November 5, 2019, and September 28, 2017, respectively, which contained an unmodified opinion on those financial statements. Our audits were performed for the purpose of forming an opinion on the financial statements as a whole.

The Five Year Summary of Operations is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

The supplemental information for the years ended June 30, 2015, 2014 and 2013 was audited by other auditors whose reports dated February 22, 2016, October 26, 2015 and November 30, 2014, indicated the information was stated fairly in all material respects when considered in conjunction with the financial statements as a whole.

*Tronconi Segarra & Associates LLP*

November 5, 2019



New York State Financial Aid  
Administrators Association, Inc.

*Five-Year Summary of Operations  
For the years ended June 30,*

	2017	2016	2015	2014	2013
<b>Revenue</b>					
Conferences and workshops	\$ 143,810	\$ 138,529	\$ 137,107	\$ 170,096	\$ 181,471
Membership dues	79,360	88,791	76,755	77,595	77,420
College Goal Sunday	0	14,000	8,200	22,000	18,000
Regional activities	4,991	5,706	5,930	18,105	5,121
Scholarship	16,448	4,890	2,665	3,240	0
Investment income (loss), net of fees	50,022	(21,688)	(1,110)	63,110	39,707
<b>Total Revenue</b>	<b>294,631</b>	<b>230,228</b>	<b>229,547</b>	<b>354,146</b>	<b>321,719</b>
<b>Expenses</b>					
College Goal Sunday	13,738	11,106	7,099	11,915	10,291
Conferences and workshops	148,281	137,083	113,532	172,525	129,331
Executive Council	44,226	38,111	40,007	51,162	47,693
Homepage	12,486	7,449	8,270	8,120	8,403
Regional activities	17,706	26,873	27,828	20,707	28,675
Scholarship expenses	7,500	9,190	7,500	7,500	7,500
Special meetings	7,497	9,853	4,121	10,952	5,054
Special projects, training and other expenses	4,394	7,654	7,933	6,186	9,414
<b>Total Expenses</b>	<b>255,828</b>	<b>247,319</b>	<b>216,290</b>	<b>289,067</b>	<b>246,361</b>
<b>Change in Net Assets</b>	<b>38,803</b>	<b>(17,091)</b>	<b>13,257</b>	<b>65,079</b>	<b>75,358</b>
<b>Net Assets, beginning of year</b>	<b>743,835</b>	<b>760,926</b>	<b>747,669</b>	<b>682,590</b>	<b>607,232</b>
<b>Net Assets, end of year</b>	<b>\$ 782,638</b>	<b>\$ 743,835</b>	<b>\$ 760,926</b>	<b>\$ 747,669</b>	<b>\$ 682,590</b>



*New York State Financial Aid  
Administrators Association*

## **Regional Reports**



## Region 1 Report

### 1. Meetings held this year:

**Date and Location:** October 5, 2018 held at Villa Maria College  
November 8, 2018 held at Bryant & Stratton – SWT  
December 13, 2018 held at Forestview Restaurant  
February 21, 2019 held at Bryant & Stratton – SWT  
March 19, 2019 held at D'Youville College  
June 21, 2019 – Summer Meeting – Double Decker Bus Tour

**Attendees** October 5<sup>th</sup> had 14 attendee  
November 8<sup>th</sup> had 27 attendees  
December 13<sup>th</sup> had 26 attendees  
February 21<sup>st</sup> had 14 attendees  
March 19<sup>th</sup> had 19 attendees  
June 21<sup>st</sup> had 16 attendees

**Topics and Training details:** Statewide Trainings, Guidance Counselor Workshop, Admissions Counselor Workshop, dates of FAFSA nights at area high schools – need volunteers. Future meeting dates and discussion on how to improve attendance at regional meetings. Laura is going to look into having speakers come in and do some training at the meetings. Officer Elections and Regional awards. We are in need of a new Election Rep. for next year and need a new Membership Chair now. NYSFAAA is looking for volunteers for the Mentoring Committee; if interested contact Nancy Teodecki. Took a tour of D'Youville Colleges newly renovated College Solution Center and shared new innovations they have implemented especially technology wise. This visit came about from the November SWT that Matt Metz presented at.

2. **Other training events that Region was involved in:** Several members have participated in FAFSA completion events/high school nights.

3. **Treasury update:** \$3493.50 balance as of 3/19/19

4. **Committee reports:** None

5. **Conference news** (if your Region is involved in Conference planning): None

6. **Upcoming meetings and events:** First meeting of the 19/20 year was a joint meeting with Region 2 held at GCC. Howard presented on Special Circumstances. There were 35 people in attendance. Next meeting will be the SWT on November 15<sup>th</sup> to be held at Hilbert College.

7. **Regional comments/recommendations** (if your Region has pressing issues that needs to be brought to the attention of Executive Council): None

**SUBMITTED BY:** Kathleen Michalski on October 22, 2019



## Region 2 Report

### 1. Meetings held this year

#### **Date and Location: October 4, 2018 Genesee Community College**

Attendees = 27

Topics and Training details: New Co-chairs for the region, Deidre Strutts from Brockport will continue on and Tayler Kruetter from University of Rochester will join her as co-chair. Received \$2,000 from Exec Council for High School Guidance Counselor Workshop and Support staff workshop. Region is very grateful. Conversation does continue on whether or not there is something additional we can do as a region to raise money to be able to continue these important training events.

High School Workshop is set for March 1<sup>st</sup>.

Support Staff workshop was cancelled last year due to low attendance. After further consideration, we determined that it was being offered at a time of year that was not conducive to support staff to get out of the office. We believe there is good value in this training, so we are looking for June timeframe from 9-2. It was suggested that we try to have it off-site (not at a college). Looking into Seneca Park Zoo as a host.

No holiday party held in 2017 and the decision was made not to have one in 2018 so that we could conserve our funding for training.

Treasury conversations continued and a motion was made to increase balance by members paying a nominal fee of \$5 annually to attend meeting. Logistics are still being worked out on this.

Region 2 has a policy and procedure manual that was last updated in 2012. A committee has been formed to review.

#### **Date and Location: November 8, 2018 STW University of Rochester**

Attendees = 28

Topics and Training details: We discussed the need to bring mini trainings back to the region and to have more than round table discussions so that younger professional might feel there is more value in attending. We talked about why we thought that our attendance was so low for this state wide training- conclusion is that people might not have understood that this was something that all counselors could get something out of and not just those that drive social media. A suggestion went back to state wide training that there be something of a summary or learning outcomes provided in advance. This was a missed opportunity for many counselors who didn't attend.

Membership report- 162 members, but 51 of those will expire and had not renewed for the upcoming year as of November 15<sup>th</sup>. Outreach to those members was being planned.

Two big retirements in the region- Scott Atkinson and Steve Field.

#### **Date and Location: February 21, 2019 Robert's Wesleyan**

Attendees = 27



Discussed results of survey that was sent out to the region about NYSFAAA Participation

Results: 50% of respondents from private schools

36% attend 1-2 meetings/year

36% attend 3-5

27% don't attend at all

Why attend? Networking training

Don't attend- why? Offices too busy, need to rotate staff that can attend

Concerns/discussion- planning for meetings happens outside of regional meeting

Not a lot of input from region in planning topics/dates

Want more training and discussions we can't get in a webinar

### **Date and Location: May 31, 2019 RIT**

Attendees: 18

Purpose of meeting was to give up date on upcoming events and set schedule for next year

FAFSA FEST provided 1 on 1 support for over 350 students which is 100 more than previous year.

### **Date and Location: September 13, 2019 Region 1 and 2 joint meeting GCC**

Attendees: 34

Howard was present and gave a NYSFAAA update

Looking for host sight for High School Counselor Workshop

Support Staff workshop final preparation

## **2. Other training events that Region was involved in:**

- Guidance Counselor Workshop- March 1, 2019- - 40 attendees. Topics: Federal update, PJ, DACA, State update
  - Great feedback. Overwhelming comments on DACA presentation. Suggestion- more specialized presentations in the future- also asked if workshop could be held in October instead of March
- FAFSA Fests with RCAN Rochester College Access Network (RCAN) and Rochester City School Districts- National FAFSA Challenge (we were in second place at the last reporting (out of 25 cities)
- Support Staff Workshop- September 27<sup>th</sup>- 26 attendees- majority were not NYSFAAA members-(\$they paid a \$10 fee to attend) topics Best Communication and Mindfulness Practices that can be incorporated into our work life and beyond. - great feedback. Even some of the volunteers that were there want to bring these presentations to the region meeting and back to their individual schools.



**3. Treasury update: \$5,519.51- money is still in account for Support Staff workshop and High School guidance counselor.**

**4. Committee reports:**

**5. Conference news (if your Region is involved in Conference planning)**

**6. Upcoming meetings and events: State Wide Training November 15<sup>th</sup>- RIT**

**7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):**

**SUBMITTED BY:** Shalena Clary

**DATE:** October 24, 2019



## Region 3 Report

### 1. Meetings held this year

Date and Location: 12/14/18 Christmas Luncheon meeting; Sherwood Inn, Skaneateles, NY

Attendees = 21

Topics and training details: Darrin Rooker provided an update on the FSA Conference. Patti Donahue provided an EC update. We discussed exploring the option for a remote meeting to replace at least one in-person meeting to encourage participation for those that cannot get away from the office.

Date and Location: 9/12/19 Fall Breakfast meeting; SUNY Oswego, Fallbrook Lodge

Attendees = 20

Topics and training details: Committee reports provided. Patti Donahue provided an EC update. Howard Leslie, NYSFAAA President, gave a demo of the new NYSFAAA mobile app - conference section - and the new NYSFAAA website; presented on Professional Judgement.

### 2. Other training events that Region 3 was involved in:

11/8/18: SWT at LeMoyne College, Syracuse

Attendees: 19

2/21/19: SWT at LeMoyne College, Syracuse

Attendees: 17

10/4/19: 2020-21 FAFSA/TAP Region 3 training webinar (with HESC)

College Goal New York (CGNY) events

- Oneida High School 10/9/19
- Rome Free Academy 10/15/19
- Institute of Technology 10/24/19

**3. Treasury update:** Current balance is \$5,634.27. One check is outstanding and uncashed in the amount of \$200. We are up to date with quarterly reporting (4<sup>th</sup> quarter) to Robert Zasso.

### 4. Committee reports:

#### Election Committee – election results as follows:

Executive Council Representative - Patti Donahue

Secretary - Janet LaFata

Treasurer - Cynthia Roach



New Regional Chair – Max Flint-Morgan has volunteered to take over leadership in this role beginning December 2019 allowing Kathy Flaherty to step down.

**Membership committee** – still waiting for #s from Kevin Shults.

- 285 members
- 278 Active Member
- 4 Affiliate Members
- 3 Lifetime Members
- 

**5. Conference news (if your Region is involved in Conference planning) N/A**

**6. Upcoming meetings and events:**

Date and location: 11/15/19 - SWT, LeMoyne College, Syracuse.

Date and locations: 12/11/19 - Christmas Luncheon meeting; Sherwood Inn, Skaneateles, NY

College Goal New York (CGNY) events

- PSLA@Fowler High School 11/6/19
- Corcoran High School 11/7/19
- Nottingham High School 11/13/19
- Henniger High School 11/14/19

**7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):**

**SUBMITTED BY:** Patti Donahue

**DATE:** 10/18/19



## Region 4 Report

### 1. Meetings held this year - 2

Date and Location: 2/21/19 at Albany Law School in Albany, NY

Attendees = #6

Topics and Training details: SWT

Date and Location: 6/18/19 at SUNY Empire State College in Saratoga Springs, NY

Attendees = #12 including presenter, Howard Leslie

Topics and Training details:

Call for volunteers and people to sit on the Regional Board. Call for volunteers to help out with the Conference in October, Call for Mentors of the Novice class, Presentation on Bring them home, Presentation on Professional Judgment. Try to sell some cookbooks to support the scholarship fund, Direct people to the upcoming new website, including NYSFAAA novelties (buy some clothing)

### 2. Other training events that Region was involved in:

None to date, but will be hosting the next SWT at Samaritan Hospital School of Nursing on 11/15/19

### 3. Treasury update:

\$7221.76

### 4. Committee reports:

No committees to report on or for at this time

### 5. Conference news (if your Region is involved in Conference planning)

We are not involved with the conference planning, although some members may be volunteering to help out directly with Region 5. There has been talk about doing a joint conference with another region in the future, but nothing is in the works yet.

### 6. Upcoming meetings and events:

### 7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):

We struggle to get volunteers on committee and to help out in the region. We also struggle to get people to come to our events, including SWT. Not sure what to suggest. I have sent out numerous emails to Region 4 asking for help/volunteers and have gotten no response.

**SUBMITTED BY:** Randi Moore

**DATE:** 10/2/19



## Region 5 Report

### 1. Meetings held this year

- a. October 5, 2018 – Albany Marriott (15 attendees), Conference Planning
- b. January 11, 2019- STAC (20 attendees), Conference Planning, HESC Update
- c. February 21, 2019- Berkley College (12 attendees), Training, Conference Planning
- d. July 25, 2019- Westchester College (12 attendees), Conference Planning

### 2. Other training events that Region was involved in:

3. Treasury update: As of October 25, 2019, balance is \$ 7,808.75

4. Committee reports: None

### 5. Conference news (if your Region is involved in Conference planning)

This past year, Region 5 hosted the 2019 annual conference in Albany, October 28-31 2019. Attendance at the conference was 235 including vendors. I believe 32 vendors participated at the event and the feedback from them was very positive. The conference report is being completed and will be presented to E.C.

6. Upcoming meetings and events: January 16,2020

7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):

**SUBMITTED BY:** Joe Weglarz

**DATE:** November 27, 2019



## Region 6 Report

### 1. Meetings held this year

Date and Location: 9/6/19 – Frames NYC

Attendees = # 6

Topics and Training details: NYSFAAA Update, Federal Update, Policy Game – Quote that  
Reg.

Date and Location: 5/17/19 - Adelphi University, Manhattan Center

Attendees = # 23

Topics and Training details: NYSFAAA Update, Federal Update, HESC Update

Date and Location: 2/21/19 – Kingsborough Community College

Attendees = # 9

Topics and Training details: Spring SWT Meeting -

Date and Location: 1/25/19 – Department of Education, Old Slip, New York, NY

Attendees = # 20

Topics and Training details: Verification, Professional Judgement

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

### 3. Treasury update: \$6,125

### 4. Committee reports: N/A

### 5. Conference news (if your Region is involved in Conference planning): N/A

### 6. Upcoming meetings and events: Fall SWT Meeting – 11/15/19 – Adelphi University, Manhattan Center



*New York State Financial Aid  
Administrators Association*

**7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):** N/A

**SUBMITTED BY:** Ajana Wilkinson

**DATE:** 10/25/2019



## Region 7 Report

### 1. Meetings held this year 6

Date and Location: November 18, 2018 Molloy College

Attendees = # 23

Topics and Training details: Exec Council Updates – Debbie Evans  
NYSFAAA Updates – Howard Leslie  
Statewide Training – Technology Initiatives  
How to Reach Millennials  
Generation Z

Date and Location: December 14, 2018 Farmingdale

Attendees = # 12

Topics and Training details: Networking Holiday gathering

Date and Location: February 21, 2019 NYIT College of Osteopathic Medicine

Attendees = # 24

Topics and Training details: Statewide Training – Financial Aid Counseling & the Biology of  
Decision Making  
They Hear You But Are They Listening?

Date and Location: January 14, 2019 cancelled due to low interest

Date and Location: April 12, 2019 Molloy College

Attendees = # 35

Topics and Training details: NYSFAAA Updates from Howard Leslie  
Professional Judgement  
NYSFAAA 2020 Conference Updates  
HESC update – Michael Turner  
DREAM Act  
Expansion of ETA & Excelsior  
College Data Surveys  
Veterans & Excelsior  
TAP refund process changes

Date and Location: June 21, 2019 Total Wines, Spirits & More, Westbury

Attendees = # 18

Topics and Training details: Exec Council Update – Debbie Evans  
Regional elections update –  
Co-chairs: Erica Follick (SUNY StonyBrook) & Samantha Silvia  
(SUNY StonyBrook)  
Secretary: Jeanine Murphy (Suffolk CC)



Treasurer: Evan Udowitch (Hofstra)  
Membership: Ruth Pavon (SUNY Farmingdale)  
Exec Council Rep: *needed – Debbie Evans stepping in as 1<sup>st</sup> VP*  
2018 Tax Updates – Rita Graves (Adelphi University)

Date and Location: September 27, 2019 – Adelphi University Hauppague Center

Attendees = # 18

Topics and Training details: Exec Council Update – Debbie Evans  
Conference 2020 Update – Debbie Evans  
Conference 2019 Update- Debbie Evans  
HESC Update – Michael Turner  
DREAM Act Updates – Michael Turner

**2. Other training events that Region was involved in:** FAFSA filing events  
College Goal events

**3. Treasury update:** \$2,828.76

**4. Committee reports:**

**5. Conference news (if your Region is involved in Conference planning):** Planning has begun. All committee chairs are in place. A calendar has been developed to keep all necessary tasks on schedule.

Region VII is very excited to host the 2020 Conference and welcomes all NYSFAAA members Long Island.

**6. Upcoming meetings and events:**

November 15<sup>th</sup> – Statewide Training will be held at the Adelphi Hauppague site.

November 22<sup>nd</sup> – School Counselor Workshop will be held at Molloy College

**7. Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):**

**SUBMITTED BY:** Debra Evans

**DATE:** October 14, 2019



## Region 8 Report

### 1. Meetings held this year:

1. **Date and Location:** Nov 8<sup>th</sup> 2018, St. Lawrence University

Attendees = # 11

Topics and Training details:

- Presentation from the Associate Counsel for the State University of NY on how to properly record, retain, & dispose of e-commutations.

2. **Date and Location:** Feb 21, 2019, Clarkson University

Attendees = # 6

Topics and Training details:

3. **Date and Location:** June 19, 2019, Valcour Boathouse- SUNY Plattsburgh

Attendees = # 11

Topics and Training details:

- PJ presentation by Howard, 2021 NYSFAAA Conference

2. **Other training events that Region was involved in:** Numerous outreach and Aid nights at local High Schools.

3. **Treasury update:** As of 10/11/2019 the balance is \$3519.02

4. **Committee reports:** N/A

5. **Conference news (if your Region is involved in Conference planning):** N/A

6. **Upcoming meetings and events:** Nov 15<sup>th</sup> at Paul Smiths College

7. **Regional comments/recommendations (if your Region has pressing issues that needs to be brought to the attention of Executive Council):**

**SUBMITTED BY:** Stacey M. Hawkins

**DATE:** 10/11/19



## 2018 Conference Summary

### **NYSFAAA 50 Conference Final Report**

#### **50<sup>th</sup> Annual New York Financial Aid Administrators' Association Conference**

#### **"Training Leaders – Past, Present and Future"**

#### **Marriott Syracuse Downtown**

#### **Syracuse, New York**

#### **October 23-25, 2018**

#### **Conference:**

The 50<sup>th</sup> Anniversary Conference was held at the Marriott Syracuse Downtown. This site was chosen as the first NYSFAAA Charter Conference was held in Syracuse, New York in October 1968.

As noted in the 50<sup>th</sup> Anniversary Celebration Booklet

"One hundred forty-seven members elected officers and councilman at-large attended NYSFAAA's Charter Conference held in Syracuse in October, 1968. Committees such as Federal Relations, State Relations, and Professionalism, among others, were established to deal with concerns that arose from charges within programs to suggest and respond to legislation, to provide training, and to facilitate communications among the financial aid community and federal and state governments, as well as the NYSFAAA Council and NYSFAAA members. NYSFAAA's first annual meeting was held in October, 1969, in Albany NY."

The final conference registration included 256 people and 23 vendors. We felt the Conference was successful based on the feedback we received. 83 people responded to the satisfaction survey following the conference. Over 80% of the respondents rated the overall conference very good to excellent. 67% of attendees rated the facilities very good to excellent.

We had also decided to create and implement a NYSFAAA app that would allow for timely updates and a paperless environment. Many thanks to Sean Sherwood and Sarah Macri of our Technology Committee for making this happen. We were able to negotiate a multi-year contract for this app.

#### **General Challenges:**

We realized early on that getting together regularly would be challenging given that at least half of the committee would have an hour drive to any meeting location. We created a Drop Box for information, brain-storming ideas, shared information such as contracts and minutes/notes from our meetings. Learning to use Drop Box was challenging for some but we found this tool useful.

We were lucky in being able to book our main speakers early on and that their calendars were free. We continue to have difficulty in getting representatives from the Department of Education to attend the NYSFAAA conference due to budgetary and informational constraints. This requires last minute flexibility and back-up plans.

This year we spent much time in discussion on how to balance the celebration of NYSFAAA's 50 years of success with the training that this Conference provides. We listened to the comments and suggestions, especially from our youngest generation in establishing this balance.



Additionally, we were challenged to go as paperless as possible, utilize vendor sponsorship and be mindful of attendance when planning. These topics will continue to be challenges for future Conference Committees.

The fire alarm was a new, unexpected challenge to navigate!

**General Recommendations:**

It would be helpful for NYSFAAA to have policies related to the Conference that could be used consistently from year to year, such as Conference speakers who wish to attend other portions/meals for the Conference. NYSFAAA needs a policy regarding vendors, vendor sponsorship and fees. Perhaps a committee of past Conference Chairs could convene and make a recommendation on such policies to Council for consideration.

It would be helpful for a member of the last conference committee to be a member of the current conference committee in an advisory capacity. This would lend to a continuity from one conference to the next. There were many times when a question about process or timing would arise and could have been discussed with the perspective of a previous planner.

More and more people are coming to events with dietary restrictions. You no longer can simply add a vegetarian item to the menu. Working with culinary staff who understand and can accommodate gluten-free and dairy issues is a bonus.