



**NYSFAAA Executive Council**  
**February 11, 2019**  
**Albany Marriott Hotel/Wolf Road**  
**8:30 am to 4:00 pm**

**Call to Order & Roll Call**

**Present:**

President – Howard Leslie  
Past President – Darrin Rooker  
1<sup>st</sup> VP – Adrienne King  
2<sup>nd</sup> VP – Brian Smith  
Secretary – Anne Sullivan Polino  
Treasurer – Susan Godreau  
Past Treasurer – Robert Zasso  
Region 1 – Kathy Michalski (via phone)  
Region 2 – Shalena Clary  
Region 3 – Patti Donahue  
Region 4 – Randi Moore  
Region 5 – Joseph Weglarz  
Region 6 – Ajana Wilkinson (via phone)  
Region 7 – Evan Udowitch representing Debra Evans  
Region 8 – Stacey Hawkins

**Guests:**

Lisa Simpson  
Christopher Barto (phone)  
Donna Gurnett  
Lucila Villaquiran (phone)  
Tami Gilbeaux (phone)  
David Garelick  
Heather Adner  
Kerrie Cooper

Howard Leslie called the meeting to order at 9:00 am with a quorum of Executive Council present.

**Discussion via Email**

**MOTION:** A motion was made by Randi Moore, seconded by Stacey Hawkins to approve the Birthday greeting with edits.

A vote was called and the motion passes with 12 in favor, 0 no votes and 0 abstentions. Two members of the EC did not vote.

**Discussion via Email**

**MOTION:** A motion was made by Randi Moore and seconded by Robert Zasso to approve the website splash page with edits.

A vote was called and the motion passes with 10 in favor, 0 no votes and 0 abstentions. Four members of the EC did not vote.

**Discussion via Email**

**MOTION:** A motion was made by Brian Smith and seconded by Debra Evans to accept the letter for the House and prepared by the Governance Committee on the FAFSA Act.

A vote was called and the motion passes with 11 in favor, 0 no votes and 0 abstentions. Three members did not vote.

**Discussion via Email**

**MOTION:** A motion was made by Robert Zasso, seconded by Ajana Wilkinson to add Non-Owned and Hired Auto Liability Coverage to NYSFAAA's General Liability Policy.

A vote was called and the motion passes with 14 in favor, 0 no votes, 0 abstentions.

**Discussion via Email**

**MOTION:** A motion was made by Randi Moore, seconded by Patti Donahue to approve the Government Relations Committee NYS 5 Talking Point for distribution on Advocacy Day, as revised.

A discussion followed where the following points were made:

A number of comments were made concerning the inclusion of item 5, and NYSFAAAs advocating for institutional eligibility prospective.

A vote was called and the motion failed to pass with 2 in favor, 8 no votes and 1 abstention.

**Discussion via Email**

**MOTION:** A motion was made by Robert Zasso, seconded by Anne Sullivan Polino to approve the revised NYS Talking Points with the appropriate edits in regards to the discussion on the following issues with the NYS Talking Points:

Issue #2 – By permitting FAAs to use PJ approved income for state purposes would reduce workload on HESC’s end. But there needs to be a change from the use of NYS income to federal income (like Excelsior) for it to work.

Issue #3 – Suggest removing the current issue #3 referencing EFC, and re-write to propose the use of federal income (like Excelsior) for consistency – reducing confusion for all involved. If agreed, we would then move this to Issue #2 and make Issue #2, #3 so it flows better.

A vote was called and the motion passes with 12 in favor, 0 no votes, 0 abstentions. Two members did not vote.

### **Approval of Minutes –Motion via Email**

**Motion:** A motion was made by Darrin Rooker, seconded by Patti Donahue to approve the minutes from the December 11, 2018\_meeting, with the following edits

- Motion on page 2 - fix vote count to read 0 no votes.

There was no further discussion. A vote was called-the motion passed with all in favor of the motion, 0 no votes and 0 abstentions.

### **New York State TAP Task Force Update**

NYS TAP Task Force update was provided by Joe Weglarz, Lisa Simpson, Howard Leslie, Darrin Rooker and Anne Sullivan Polino. The group defined the purpose of the TAP Task Force as a group of individuals from all sectors of education in NYS who are tasked with helping SED and HESC assess the changing landscape of higher education in NYS and ensure that the state aid regulations are updated as appropriate to ensure that state aid programs are appropriately updated to match these changing dynamics. For example, definitions do not exist in statute to define terms such as “program of study” and “last term of eligibility”. Properly defining these terms will help SED better manage the state aid programs, specially TAP.

### **President’s Report – Howard Leslie**

- **ATAC Update (Preamble)**
  - A new vendor is needed to manage the NYSFAAA Website with ATAC going out of business in November 2019.
  - The TICC and EC will work on a plan for replacing ATAC with Howard taking an active role in the process and the EC making the final decision on a new vendor.
  - Heather Adner reported that a link to a demo from a replace vendor was made available to the EC for review.
  - The plan for and timing of the transition is important given upcoming events that require registration such as Novice, elections, and the 51<sup>st</sup> Annual Conference.
- **President Leslie’s Podcasts**

- Howard has completed 3 Podcasts to date with between 160 and 170 listeners as of last count.
- Plans for future podcasts include introduction of the various NYSFAAA Committees and updates on Key Government Relations Team issues and an update from HESC.
- **Regional Meetings**
  - Howard Leslie goes to the Regions. Howard is working with Regional Chairs to organize visits from him to Regional meetings. He is currently scheduled to visit or has already visited Regions 4,5,6, and 7.
  - Howard would like to organize these visits to best optimize his schedule and the travel budget.
- **NYSFAAA Advocacy**
  - A motion was tabled to add a link to key advocacy activities on the front page of the website to showcase NYSFAAA advocacy activities
  - The plan is to review this concept at future meetings once a better definition of advocacy and a plan is developed.
- **NYSFAAA Novelties**
  - Dave Garlick and Tami Gilbeaux provided a presentation on NYSFAAA Novelties. Dave's company, Collegiate would like to partner with NYSFAAA and act as a fulfillment center for marketing, sales and delivery of NYSFAAA logo'ed products. A portion of all sales will be remitted back to NYSFAAA as a fund-raising vehicle to help with scholarships and other needs.
  - NYSFAAA auditors have confirmed that this plan does not impact the organization's non-profit status.
  - The EC agreed to the concept but asked that a contract or other agreement be in place prior to finalizing the plan.

A motion was made by Adrienne King and seconded by Patti Donahue to inform the membership about advocacy via hot news and twitter with picture of FA Advocacy team for Awareness Month.

The vote was called and the motion passes with 13 voting in favor, 0 no votes and 0 abstentions.

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|---------------------------------------|
| <b>Past President – Darrin Rooker</b> |
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- **EASFAS Update:**
  - EASFAS meeting was being held in Baltimore and is occurring concurrently with this NYSFAAA Meeting. Larry Chambers was representing NYSFAAA and has Darrin's proxy vote.
    - Highlights from NYSFAAA include:
      - Updates from the October and December EC meeting
      - Website Update
      - NYS Excelsior Program
      - Legislative items for NYSFAAA Advocacy Day
  - There is an opportunity for a first-time institutional membership option of \$60/person.
- **Notable Retirement**

- There is a notable retirement in Region 2 with Scott Atkinson retiring. Darrin will attend the reception and provide thoughts on Scott's service to both EASFAA and NYSFAAA
- **Election Committee**
  - Work will begin on upcoming elections for President Elect, Treasurer Elect, and Regional elections, where needed.
  - Darrin announced the names for each regional election committee.
  - Nominations will be coordinated at the end of the month.
- **NYSFAAA Policy and Procedures**
  - Manual was reviewed and approved.

A Motion was made by Darrin Rooker and seconded by Adrienne King to adopt the Policies and Procedures Manual and place the final version on the website.

A vote was called and passed with all in favor, 0 no votes, and 0 abstentions.

The Secretary will update the website with the final version

- **Governance Committee:**
  - The EC reviewed, updated approved the Conduct Policy draft submitted by the Governance Committee. The policy is now called the NYSFAAA Member Conduct Policy.

A Motion was made by Darrin Rooker and seconded by Adrienne King to adopt Code of Conduct policy with edits.

A vote was called and passed with all in favor, 0 no votes, and 0 abstentions.

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| <b>First Vice President's Report – Adrienne King</b> |
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The First Vice President's Report was provided by Adrienne King with assistance from Lucy Villaquiran.

- **Membership Committee Report (Attached)**
  - There are currently 1015 members with 62 payments currently outstanding.
  - The committee met in January to discuss ways to increase participation in regional meetings including the concept of more remote meetings.
  - Two lenders have asked for associate membership in NYSFAAA. A discussion ensues and a vote was called.

A Motion was made by Adrienne King and seconded by Robert Zasso to accept Earnest.com as member of NYSFAAA.

A vote was called and passed with 13 in favor, 0 no votes, and 1 abstentions.

A Motion was made by Adrienne King and seconded by Patti Donahue to accept Sofi.com as member of NYSFAAA.

A vote was called and passed with 13 in favor, 0 no votes, and 1 abstentions.

- **The Mentoring Committee** is collecting regional updates with six submitted to date. Mentors selected for the program will be notified soon.
- Pending item: High School Guidance Counselor membership plan.

## Second Vice President Report – Brian Smith

- **TICC Report** (Attached) was discussed during the President's Update.
  - Quarterly Meetings will be held concerning the website transition.
  - Each region will need to assign one individual to be responsible for keeping region specific information up-to-date.
  - Howard Leslie thanked Heather Adner and Lea for their journey ahead
- A **Statewide Training** update was also provided. It included the introduction of three new members:
  - Kelly Kelly
  - Michael St. John Turner of HESC
  - Robert Weinerman (spelling)
- Reminder that participation in SWT events requires a paid membership. Brian and team have found a better way of managing the process for confirming paid membership status but it was recommended that this task be added as a must have capability for the new website.
- Two Surveys will be going out on the following topics:
  - How to best reach/connect with membership
  - Webinar feedback
- A SWT event is scheduled for February 21 and will include the following topics:
  - Biology of Decision Making
  - They Hear You but are They Listening
- The SWT is considering recommendations to provide pre-recorded webinars.

## Secretary's Report – Anne Sullivan Polino

- **School Outreach and Early Awareness Committee**
  - An update from the School Outreach and Early Awareness Committee was provided by Anne and Lisa Simpson and included the following update:
  - Gene Rogers, Amy Thompson, Patrick Ziegler and Lisa Simpson reported on their Goals and Objectives: (Attached)
    - Continue to investigate outreach opportunities.
    - Network with communities to promote FAFSA filing opportunities or the like.
    - Work with our state partners on College readiness initiatives tied to college aid and access.
    - Look for opportunities to assist high school guidance counselors with training on aid topics.
- Updates were also provided on College Goal New York
  - 23 events in 2018 into 2019.
- Guidance Counselor Workshops
  - October Workshop had close to 100 participants.
  - An event is scheduled for March 1 in Rochester
  - Help will be needed with the annual Guidance Counselor meeting in late April.
  - We need to look for other opportunities to host these events across the state.

## Treasurer's Report – Susan Godreau and Robert Zasso

- Investments are rebounding up.
- There is a need for a candidate for the budget committee. Recommendations are requested.

- Susan and Rob continue to work on the transition to Susan in the Treasurer’s role.

**Treasurer’s Report to Executive Council – February 11, 2019**

| <b>Account</b>                  | <b>Amount</b> | <b>Notes</b>     |
|---------------------------------|---------------|------------------|
| Key Bank Checking Account       | \$151,080.52  | As of 02/08/2019 |
| Key Bank Scholarship Account    | \$25,226.06   | As of 02/08/2019 |
| Key Bank CD                     | \$51,807.91   | As of 02/08/2019 |
| Morgan Stanley TRAK             | \$308,012.28  | As of 02/08/2019 |
| Morgan Stanley TRAK Scholarship | \$231,896.86  | As of 02/08/2019 |

**Current Business**

- Committee Reports
  - Finance, Audit, & Budget: None
  - Development: None
  - Scholarship: None
  - Investment Committee: None

**Future to Do**

- Need to find a new chair of the Finance, Audit, & Budget Committee.
- Transition Treasurer

NYSFAAAA Financial Statements were also reviewed during the meeting.

A Motion was made by Adrienne King and seconded by Joe Weglarz to approve the Treasurer’s Report.

A vote was called and passed with 14 in favor, 0 no votes, and 1 abstentions.

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| <b>HESC Update – Lisa Simpson</b> |
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**2019-20 TAP Application Processing**

- Estimated awards are available to students on their HESC account and to schools on View Student Record. As in the past, a message will be displayed to indicate the awards shown are estimated until the State budget is passed.
- Emails are sent to students inviting them to log into their HESC accounts to see the status of their applications.
- TAP estimators are available. Students have the option to see the TAP estimates for a specific type of school or multiple types of schools.
- Student Status Listings will be sent to schools in February, 2019, and will include the estimated TAP awards. The awards on the Student Status Listing will not be masked. Customized reports will be available in April 2019.
- Schools must report if students are enrolled in the EOP, HEOP, SEEK or College Discovery programs or in an approved five-year program. If a student is entitled to a fifth year of TAP

awards, the information must be submitted by the school using Student Record Maintenance (SRM). The school must also confirm the enrollment for the fifth year of TAP payments through the certification process when the student is in the final two terms of studies.

### **Supporting Documentation**

In a continued effort to provide ease of data collection students and families will have the capability to upload supporting documentation to HESC. If additional documentation is needed, the student will receive a message and link from HESC to view their account. A page will display the information required along with a button for them to upload the information. Documentation available to upload includes:

- DD214 forms, documentation for those in foster care, orphans, and ward of courts and any third party documentation.
- State or federal tax forms
- Copies of Social security numbers
- Signed signature pages

### **2018-19 Excelsior Scholarship Program:**

- The Excelsior Manifest for certifying Fall 2018 term is available.
- Excelsior Manual is available for download on the HESC website.
- The Excelsior Scholarship Application for the Spring 2019 Term deadline has passed. The deadline was January 14, 2019.

### **Changes to the Excelsior / ETA Manifests**

HESC has completed improvements to the Excelsior/ETA manifests (HE8976) which will enable schools to more easily identify files as we begin processing for multiple-aid years. New manifests for Fall 2018 will be generated beginning January 23, 2019.

HE8976 files for 2018 will be sent on Mondays, Wednesdays, and Fridays, and for 2017 on Tuesdays and Thursdays. File names will include the aid year for that file, similar to the example shown below:

- File Name: HE8976\_\_2018\_\_026.dat
- File Name: HE8976\_\_2017\_\_415.dat

As you receive these files, please note the following:

- Only those students who were identified as Eligible for an Excelsior/ETA payment will be included.
- Any student who was deemed ineligible in a prior year will not be displayed on the subsequent manifest file.
- Students who did not complete the income verification process (IVP) with NYS Taxation and Finance will not be added to the manifest until income is completed.
  - First-time applicants: income is verified prior to final approval of Excelsior/ETA.



- Returning recipients: HESC runs a daily file verifying income.
  - Income verified: student will display on manifest for certification.
  - Income cannot be verified: student will receive an email to review their account where they will find an income questionnaire to be completed and returned to HESC. Income information will be manually updated. You will be able to see the income status on view student record, as shown below:

**Excelsior Scholarship Flag**

**Enhanced Tuition Awards Flag**

**Excelsior/ETA Income Verification Status 2 - PENDING VERIFICATION**

Excelsior/ETA income verification statuses are:

00 - Not Verified

01 - Verified

02 - Pending Verification

03 - Verified HESC

04 - Verified - New Applicant from CSR

Please feel free to contact HESC if you have any questions.

**2019-20 Scholarship Program Applications available in Spring 2019:**

- Excelsior Scholarship Program
- Enhanced Tuition Award
- New York State Part-time Scholarship (PTS) Award Program
- NYS Masters-in Education Teacher Incentive Scholarship Program
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**New York State Part-time Scholarship (PTS) Award Program**

- Rosters for 2017 are available for certification.
- Rosters for 2018 (all terms) will be available soon.

**NYS Get on Your Feet Loan Forgiveness Program**

Your spring 2018 graduates who are now in repayment on their federal student loans may be eligible for loan debt relief through the NYS Get on Your Feet Loan Forgiveness Program.

The NYS Get on Your Feet Loan Forgiveness Program provides up to 24 months of federal student loan payment assistance to NYS college graduates who are participating in certain federal income-driven repayment plans.

Help get the word out to your recent grads by sending them information about the NYS Get on Your Feet Loan Forgiveness Program, which can be ordered for free at [hesc.ny.gov/publications-fap](http://hesc.ny.gov/publications-fap).

**NYS Science, Technology, Engineering and Mathematics (STEM) Incentive Program**

The NYS STEM Incentive Program provides tuition awards to students who are New York State residents attending a public or private degree-granting college or university located in New York State. Recipients

must be in the top 10 percent of students of their high school graduating class, pursue an approved, two or four-year STEM degree program and agree to live in NYS and work in a STEM field in NYS for five years after graduation.

The NYS Science, Technology, Engineering and Mathematics (STEM) Incentive Program Application is open.

### **Tap 2017-18 Academic Year Closeout**

HESC is closing out TAP certifications for the 2017-18 academic year which ended June 30, 2018.

All student certification transactions for 2017-18 TAP payment rosters 001- 021 must be submitted before March 5, 2019. Transactions left pending after this date will be decertified by HESC.

To review pending student certifications transactions for 2017-18 academic year, go to Transaction Processing, select Grants & Scholarships, enter ID and password, then choose View/Submit Pending Certifications.

### **2019-20 College Data Survey is Available on HESCWeb**

The 2019-20 College Data Survey is now available on the Web. The survey is used to collect your school's information for the Tuition Assistance Program (TAP), Aid for Part-time Study (APTS) and scholarship processing. The information must be provided by May 31, 2019 and will be used to determine actual awards.

Access the College Data Survey

TAP Certifying Officers should click on **Secure Transaction Processing** and log on to Grants and Scholarships. Then click on the College tab and select either *View/Update College Data* or *List College Codes by Federal Code*.

TAP Certifying Officer Requirements

TAP Certifying Officers must view the data displayed on the survey and update the information as needed. This survey may only be updated by TAP Certifying Officers.

TAP Certifying Officers who want to submit data updates via the Web must have Web update authorization. They may request authorization by contacting HESC's Help Desk at 888-NYS-HESC (888-697-4372).

Only those with Web update authorization will be given access to make changes to the survey pages. Other authorized staff will have the ability to view the data within the pages but will not be able to update information.

## Updating Term Information

### **Term Tuition and Start/End Dates**

This information is required for calculating awards and processing payments. It is important that this information be provided accurately by May 31, 2019, as it is crucial to award determinations and payments. Incorrect tuition or dates could affect award calculations and payments to your institution.

- **If awards for accelerated summer study are available, report tuition charged for "half-time" attendance.**
- **Schools set up on a semester basis must have terms that are at least 15 weeks in duration; Schools set up on a trimester/quarter basis must have terms that are at least 10 weeks in duration.**
  - **Failure to meet these requirements may affect a school's eligibility for NYS financial aid. Questions regarding term length should be directed to the New York State Education Department's Office of College and University Evaluation at (518) 474-1551.**

### **Mandatory Fees, Room & Board Allowance and Cost of Attendance**

This information is used to calculate or estimate scholarship awards that are not based upon tuition. Enter the appropriate information as follows:

- **Mandatory Fees** - Average fees charged to all students.
- **Room and Board Allowance** - Average cost of room and board charged by the college for a typical student. (If no student housing, leave blank.)
- **Cost of Attendance** - Use Title IV cost of attendance.
- **Term Add/Drop Dates**- This is required for the APTS Program. As with term start dates, the accuracy of this data is crucial to APTS processing.

## Registered Business Schools

The total program tuition at registered business schools must be prorated by term. For example, if the total program tuition is \$6,000 and it takes four terms to complete the program, the term tuition is \$1,500 (\$6,000 divided by four).

Registered business schools must submit a copy of their enrollment agreements for all TAP-eligible programs and a document listing all start and end dates for terms with multiple start dates.

The enrollment agreements must indicate the term length or term structure. Total program tuition and term tuition should also be stated on the enrollment agreements.

## College Survey Deadline and Post Deadline Updates

College and Term Information must be submitted via the Web by May 31, 2019. If changes to college information are necessary after May 31, 2019, TAP Certifying Officers should send a detailed email to HESC at [Collegeupdates@hesc.ny.gov](mailto:Collegeupdates@hesc.ny.gov) . This address may also be used to address any questions concerning the College Data Survey process.

#### Update Your School's Contact Information

Contact information may be updated by TAP Certifying Officers at any time when staff changes occur; except for CEO or College president data. HESC strongly encourages TAP Certifying Officers to review their school's contact information, and submit changes - especially email addresses - for all staff. This information is particularly important for APTS Coordinators as HESC will be sending automatic notifications of processing deadlines to the email address listed for them. Send your request for changes to CEO or college president data to [Collegeupdates@hesc.ny.gov](mailto:Collegeupdates@hesc.ny.gov) .

**Important:** Please remember to notify HESC when staff are no longer authorized to access your college or student data on HESCWeb.

#### Novice Workshop Update – Lisa Simpson

- Novice Training will be held at Mercy College
  - Cost: \$625.00 includes membership in NYSFAAAA
  - Includes Online Manual

A Motion was made by Robert Zasso and seconded by Brian Smith to open registration for Novice on March 1, 2019.

A vote was called and passed with 14 in favor, 0 no votes, and 1 abstentions.

- Brian Smith will provide this information to TICC.

#### Standing Committee Reports

- **Conference 2018** (Tabled)
- **Conference 2019**
  - Joe Weglarz and Lisa Simpson reported on Conference 2019 plans to date.
  - Conference Venue: Albany Marriott
  - The Committee would like to promote Early Bird registration with a reduced fee. They are projecting 250 attendees and want a \$35.00 price break for early registration.
  - Vendor Fees: The Committee would like to increase vendor fees by \$100.00. given our rate is lower than most organizations. Tami Gilbeaux expressed some concern that this information should have provided to vendors prior to their budget period. Last year there were 23 vendors at the conference.
  - The Committee is also working on:
    - Guest Speakers

- Extra Curricular Activities but are finding it a challenge given the conference start date, transportation, food and cost.
- Call out for session presenters.
- Microsite and Conference App
- The Conference Budget

A Motion was made by Susan Godreau and seconded by Patti Donahue to open registration for Novice on March 1, 2019.

A vote was called and passed with 13 in favor, 0 no votes, and 1 abstentions.

A Motion was made by Susan Godreau and seconded by Patti Donahue to accept the proposed conference budget

A vote was called and passed with 13 in favor, 0 no votes, and 1 abstentions.

- **Conference 2020**
  - Evan Udowitch provided an update on Conference 2020
  - The Conference will be help on Long Island with Debbi Evans and Gene McCarthy as Co-Chairs.
  - Vendor selection is ongoing with five options currently under review.
  - A conference call will be held in April to select vendor for consideration by EC.
- **Leadership /Mentorship**
  - Nancy Teodeci and Lynn Sabulski provided an update on Leadership and Mentorship
  - The plan is to provide sessions that can be used for professional development that will attract new members and develop future leaders.
  - Must work with Conference Committee on prices and timing to determine if these sessions should be held as pre-conference sessions or standalone sessions at a different time.
  - A survey will be conducted to help with the planning.

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| <b>Old Business</b> |
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- **Advocacy Day**
  - An update was provided by Donna Gurnett from the Governance Committee who provided the group with their individual Advocacy Day Schedules and handed out the Advocacy Day Talking Points.
- **Operational Calendar**
  - The EC reviewed the Operational Calendar for 2019. Events and Deadlines Include:
    - February - Advocacy Day
    - March - Election Committee
    - April - Executive Council Meeting
    - June – Executive Council Meeting
- **Strategic Plan**
  - Work began on updates to the Strategic Plan but were table due to time constraints

**New Business**

There were no New Business Items discussed.

**Regional Updates**

Regional Update Summaries presented at this meeting are attached.

**Future Meetings**

April 1, 2019, Remote Meeting from 1:00 p.m. to 4:00 p.m.

As there was no further business, a motion was made by Robert Zasso seconded by Adrienne King to adjourn the meeting. A vote was called with 13 in favor, 0 no votes and 0 abstentions. The meeting was adjourned at 4:15 p.m.

**ATTACHMENTS and REPORTS**

1<sup>st</sup> Vice President Membership Report

February 11, 2019

I. NYSFAAA Membership Committee  
2018-2019

NYSFAAA Membership Chair Lucila Villaquiran

NYSFAAA Regional Representative

|          |                 |
|----------|-----------------|
| Region 1 |                 |
| 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 |

| 2016-17 Membership | 17-18 Membership Goal | 2/09/2019      | % of Goal | 2018-19 Goal<br>*as of 2/09/19 |
|--------------------|-----------------------|----------------|-----------|--------------------------------|
| Active<br>1090     | 1175                  | 874*           |           | 1136<br>874                    |
| Associate<br>88    | 110                   | 73*            |           | 100<br>73                      |
| Affiliate<br>50    | 49                    | 30*            |           | 80<br>30                       |
| Retired<br>21      | 29                    | 27*            |           | 29<br>27                       |
| Lifetime<br>9      | 11                    | 11*            |           | 11<br>11                       |
| TOTAL<br>1258      | TOTAL<br>1228         | Total<br>1,015 | 88%       | Total<br>1350<br>1,015         |

- NYSFAAA 3 yr. average membership is 1099
- 985 members have already paid for 2018-19 **\*\*excludes Affiliate Members**
- 271 NYS institutions have current members
- 2018-19 per region breakdown (total is 1,103 because some members belong to multiple regions):

|                           |     |
|---------------------------|-----|
| Region 1                  | 94  |
| Region 2                  | 118 |
| Region 3                  | 161 |
| Region 4                  | 79  |
| Region 5                  | 107 |
| Region 6                  | 319 |
| Region 7                  | 139 |
| Region 8                  | 36  |
| Not Specified             | 3   |
| Not Affiliated w/a Region | 47  |

## II. School or Lender applying for membership:

- Nancy Chalker, Director of Campus Partnerships at Earnest  
[www.earnest.com](http://www.earnest.com)  
Applying for Associate Membership  
"Earnest is the #2 refinance lender in the country, but is not entering the in-school space as a lender. We will be offering, in addition to refi loans, in-school loans that will have a very competitive borrower benefits and superior customer service. We look forward to working with the schools in New York State."
- Ann Traverso, Director of Campus Relationships & Jason Kahn, Director of Campus Relationships at SoFi (Social Finance, Inc.)  
[www.sofi.com](http://www.sofi.com)  
Applying for Associate Membership

“SoFi, a Financial Technology Company offering private student loan financing products for Undergraduate, Graduate and Professional students, is interested in joining NYSFAAA. We are headquartered, in San Francisco, California, with six additional offices throughout the US, including New York City. Jason Kahn and I will be the sales representatives supporting the state of New York.”

### III. Other Items

Regional Chairs: Please let me know if there is a change with who is representing your region as Regional Membership Chair.

## TICC Update

Co-Chairs: Heather Adner & Lea Nuwer

February 11, 2018

With the recent announcement by ATAC to cease operations, there have been changes in what the TICC will be focusing on this year. Overall this has thrown a wrench into our plans but it something that is definitely doable and in the end we will be better off.

### TOPIC 1 – NYSFAAA Website

#### **Current Status of our Web Provider:**

ATAC will be ceasing services in November 2019 and they are the main provider for the majority of financial aid associations across the country. They plan to be able to get us through the summer to the end of the conference if needed. Fortunately, in our case we had already started to consider getting a new web provider and had completed a demo with Member Clicks. Based on that demo we were going back to ATAC to ask them if comparable services were available (we were very impressed with Member Clicks and the features/options they can provide). However, before we could move forward with that ATAC announced they would be ceasing operations.

#### **Search for a new Web Provider:**

This is currently our priority. Since we had already started looking that gives us a step up on other associations. Member Clicks suggested a 60-90 day timeframe for the switchover and we don't expect difficulty with ATAC during the transition period. If you have any suggestions for us to consider, please forward information on the company to us for review. We are researching each suggestion & reviewing other financial aid associations to see who they are using for ideas (similar to when we launched a new homepage design).



We will be doing our best to ensure the same services we currently have. Based on what we have seen so far a new provider may be able to give us more services at an even better price. We are now making a request for feedback from EC:

- What are the top items you want to make sure our website will provide?
- Do you have any suggestions for items that are not currently on our website?
- Do you feel any of the items we currently have on our website are unnecessary?
- Are there any items you would like to see expanded?

Recently a chatbox feature has been suggested. We are looking at that as an option. More information to come.

#### **Outline for transition process:**

1. Review potential providers
  - a. View demos from a minimum of three potential providers.
  - b. Record demos so any interested parties can review the product.
  - c. Provide a summary and/or share recorded demos. Follow up with any additional questions.
    - i. The Member Clicks demo can be viewed at [https://memberclicks.zoom.us/recording/play/UN3PEihHx21A3N22pCGIOz\\_ZdrjRlyWlJfIJEJ5iURrME4iZ-hO7\\_VPvXAOsd2Z?continueMode=true](https://memberclicks.zoom.us/recording/play/UN3PEihHx21A3N22pCGIOz_ZdrjRlyWlJfIJEJ5iURrME4iZ-hO7_VPvXAOsd2Z?continueMode=true) (recording actually begins at 9:27 in).
2. Make an official recommendation to EC to approve a new web provider.
  - a. Include a demo and/or presentation of the product for review.
3. Negotiate the cost & contract as needed.
4. Set up transition between ATAC and the new provider.
5. Training for those who will be using the features (communications, payments, emails, webinars, etc.).

We hope to have our recommendation ready before the next EC meeting in April, ideally with the ability to view a recorded demo or presentation prior to the meeting. This would give us the ability to transition in late spring/early summer before the conference registration opens. ATAC is already assisting us with transition tips to help make for a smoother transition.

#### **TOPIC 2 - Keeping website content up-to-date**

For several years now we have repeatedly been asking for support in getting the Regions & Committees to keep the content on their pages current. We are still not getting a good response. What would make this easier? If EC is collecting the information at the EC meetings, it could simply be forwarded to the TICC to be updated on the website. The TICC is not responsible for developing content, merely supporting it.

With a change to a new web provider we hope they would be able to give us a better way to communicate with members and from what we have seen so far that is a real possibility. More information to come. Once we get the issue of finding a new web provider settled we will once again resume pushing for content to be kept up-to-date.

**Committee Name: School Outreach**

**Committee Membership:**

Gene Rogers  
Amy Thompson  
Patrick Ziegler  
Lisa Simpson

**Goals and Objectives**

1. Continue to investigate outreach opportunities
2. Network with communities to promote FAFSA filing opportunities (CGNY) or the like
3. Work with our state partners on College readiness initiatives tied to college aid and access (i.e. NYGEARUP)
4. Look for opportunities to assist high school guidance counselors with training on aid subjects

**Summary of Activities: Since Oct 2018**

**College Goal New York**

We have scheduled 23 events for 2018 into 2019. The majority of those events have occurred with a few more scheduled in February and March. Turnout for the events have been typical, a few of the newer sites have had mixed results. We hope to continue CGNY but will certainly change with the times if need be. Unfortunately, funding has been lost for 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**

There was an event on the 1<sup>st</sup> day of the NYSFAAAA conference this year in Syracuse (as a pre-conference event) Funding was made possible by NYSFAAA, The event was run by LaSonya Griggs and Pat Johnson and help from Lisa Simpson (HESC) We had close to 100 attendees.

There is an upcoming workshop scheduled for March 1<sup>st</sup> in Rochester.

Over the past few years, guidance counselor workshops have been minimal, especially downstate. We have discussed the possibility of reaching out to other college counselor associations to offer our help in doing financial aid related sessions at their events. We have also discussed the possibility of each Region hosting their own GC event and covering any necessary expenses via Regional funds. We do have some expectation that we will have sites downstate for the upcoming Fall 2019 term.

## **NYGEARUP**

As our partnership with NYGEARUP continues, we expect the heavy lifting of NYSFAAA's role to begin. The current co-hort is in 11<sup>th</sup> grade. I have been contacted by many of the GEARUP counselors for possible events in the coming months and throughout 2019. I will surely be counting on our NYSFAAA members to be available to assist in these events. Stay tuned.  
Upcoming Meetings and Events:

As a committee, we try to meet via phone at least once every other month

Submitted By: Gene Rogers

**Date:** Feb 8<sup>th</sup> 2019

## **Regional Updates**

### **Region 1 Report NYSFAAA Exec Council Meeting February 11, 2019**

#### **1. MEETINGS SINCE LAST EXEC COUNCIL MEETING**

Date and Location: Forestview Restaurant on December 13, 2018

Attendees: 26

Topics and Training details: Election discussion – our region will need a new EC Regional representative. My term is ending this year. Nicole Griffo is the new Election Committee Chair for our region. We are still in need of a Membership Representative for the Membership Committee.

SWT is being held in February – date to be determined.

NYSFAAA Training Committee has suggested that the organization create a series of pre-recorded training modules that can be used during regional meetings. Please send any suggestions to Laura Worley.

NYSFAAA Mentoring Committee is looking for volunteers, please contact Laura Worley if interested.

March regional meeting will be held at D'Youville College. We will be taking a tour of their newly renovated one-stop office and they will share the new innovations they have implemented. This came about as a result of the SWT training that was held in November. Matt from D'Youville was a presenter for the SWT.

- 2 **Other Training events that Region was involved in:** none  
**Example – CGNY, Guidance Counselor workshop?**
- 3 **Treasury update:** Current balance is \$3,731.39. Our region was hacked by fraudulent check request. The hacker sent emails using fake accounts posing as our Region 1 Chairperson. The crime was reported and investigated. In the future, our Treasurer will be verifying any email request for payment before making the payment.
- 4 **Committee Reports:** none
- 5 **Conference news (If your region is involved in Conference planning):** none
- 6 **Upcoming meetings and events:** SWT training in February, March 19<sup>th</sup> meeting at D'Youville.
- 7 **Regional comments/Recommendations (If your region has a pressing issues that needs to be brought to the attention of Council):** none

## Region 2 Report

NYSFAAA Exec Council Meeting

February 11, 2019

### 1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

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.

## 2 Other Training events that Region was involved in:

### Example – CGNY, Guidance Counselor workshop?

FAFSA FEST and FAFSA Completion Days

-working with Rochester College Access Network (RCAN) and Rochester City School District. We are participating in a national FAFSA Challenge that ends June 20, 2019

RCAN received \$40,000 to put towards efforts to get an increased FAFSA filing rate of 5% in Rochester

We are 1 of 25 districts selected to participate in this challenge and the only New York State District

4 large fall FAFSA events in October and November

5 smaller events in the fall around the city

Spring- 2 large events and several smaller events

Our increase is at 4.7% from this time last year- which puts us in 2<sup>nd</sup> place to date in the challenge

Grand Prize is \$100,000 (and of course being able to help all of those families complete their financial aid paperwork)

Guidance Counselor Workshops is planned for March 1, 2019. There are 40 registrants at this time. Topics to be covered:

NYS Grants/Scholarships update from HESC (Lisa Simpson)

FAFSA/Federal Updates

DACA/ Undocumented students

PJ/special circumstances

3 **Treasury update: \$6,254.59**

4 **Committee Reports**

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

6 **Upcoming meetings and events**

7 SWT and Region meeting February 21<sup>st</sup> at Roberts Wesleyan

Guidance Counselor Workshops is planned for March 1, 2019

Support Staff Workshop in June

8 **Regional comments/Recommendations (If you region has a pressing issues that needs to be brought to the attention of Council)**

What are other regions doing that seem to be working to get increased attendance and involvement?

We have some newer staff members in the region assisting with Guidance Counselor Workshop as well as co-chairing. There also have been quite a few newer faces at meetings, specifically those attached to SWT- so there are continuous conversations about how to bring more value to what we are doing to get even more people involved.

## Region 3 Report

### NYSFAAA Exec Council Meeting

2.11.19

#### **1. MEETINGS SINCE LAST EXEC COUNCIL MEETING (12/11)**

Date and Location: 12/14, Sherwood Inn, Skaneateles (Holiday Luncheon)

Attendees = 21

Topics and Training details: As EC Region 3 Rep, I updated attendees on various items discussed at the remote EC meeting on 12/11; discussed whether the day for hosting statewide trainings should change, noted elections coming up, FSA Conference update, Anniversary committee for the conference wrap-up.

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

**None noted since the last EC meeting.**

**3. Treasury update:** \$5,824.52 after a deposit of \$790 for revenue sharing from NYSFAAA this month.

**4. Committee Reports:** Last reported in September - Membership Report provided by Kevin Shults. Region 3 has 195 active members, 2<sup>nd</sup> largest (behind Region 6)

**5. Conference news:** none

**6. Upcoming meetings and events:** SWT on 2/21, LeMoyne; looking at a (Go to Meeting?) Option for membership in the region in March 2019 to help increase attendance and keep connected.

**7. Regional comments/Recommendations (If your region has a pressing issues that needs to be brought to the attention of Council) –** Region 3 recommends SWT remain on Thursdays.

**Submitted by: Patti Donahue**

## Region #4 Report

### NYSFAAA Exec Council Meeting

Date 2/11/19

#### **1. MEETINGS SINCE LAST EXEC COUNCIL MEETING**

Date and Location: We had 2 state wide trainings in our region. The first one was held on 2/26/18 and took place at Empire State College in Saratoga Springs, NY. The topic was 2018 Verification and we had 23 members attend. The second state wide training was held on 11/8/18 and also took place at Empire State College in Saratoga Springs, NY. The topic was "going mobile" and there were 16 in attendance.

Attendees = 23 on 2/26/18 and 16 on 11/8/18

Topics and Training details: 2018 Verification and going mobile

**2. Other Training events that Region was involved in:** The region participated in several FAFSA completion days/nights and advocacy day in Albany, NY.

**3. Treasury update:** We have \$7220.74 in our account

**4. Committee Reports:** We have 77 total members in our region

**5. Conference news:** Although the upcoming conference in October 2019 will take place in Albany, it will not be hosted or organized by Region 4.

**6. Upcoming meetings and events:** We will be hosting a Professional Judgement presentation with Howard Leslie on Wednesday 2/13/19 at Memorial College of Nursing in Albany, NY and then hosting a state wide training on 2/21/19 at Albany Law School.

**7. Regional comments/Recommendations:** none at this time



Region 5 Report

NYSFAAA Exec Council Meeting

Date

**1. MEETINGS SINCE LAST EXEC COUNCIL MEETING**

Date and Location: January 11, 2019, St. Thomas Aquinas College

Attendees = 20

Topics and Training details: HESC Update, 2019 Conference

**2. Other Training events that Region was involved in:**

Example – CGNY, Guidance Counselor workshop?

**3. Treasury update: \$7, 875**

**4. Committee Reports**

**5. Conference news (If your region is involved in Conference planning) Several discussions took place about the 2019 conference and the group resolved vendor cost and off site NYS museum visit. A survey was sent to the membership regarding the added cost for the museum and it appears that the membership is was OK with the added cost.**

**6. Upcoming meetings and events Discussed February 21 training workshop.**

**7. Regional comments/Recommendations (If your region has a pressing issues that needs to be brought to the attention of Council) Discussion on the 2019 conference operating budget.**

**Region VII** held a holiday gathering on December 14th that was attended by 10 people for drinks and an evening of collegial conversation. The regular regional meeting that was scheduled for January was cancelled due to lack of interest.

The Statewide Training Meeting will be held at New York Institute of Technology (NYIT).

There are meetings scheduled for April and June.

Planning is underway for the NYSFAAA Annual Conference in 2020. A core of volunteers have stepped forward and we are assembling committee, picking chairs and moving forward with hotel visits. We will be receiving the hotel proposals shortly.

We do not have a treasurer's report at this time.

## Region #8 Report

### NYSFAAA Exec Council Meeting

Date: 2/11/2019

#### **1. MEETINGS SINCE LAST EXEC COUNCIL MEETING**

**Date and Location:** November 8, 2018- St. Lawrence University

**Attendees = 11**

**Topics and Training details:** SWT followed by Regional Meeting

Seth Gilberson- Associate Counsel for the State of NY provided a discussion on how to properly record, retain, and dispose of e-communications.

Support Staff Workshop overview and evaluations

- 2. Other Training events that Region was involved in: N/A**
- 3. Treasury update:** As of 11/8/18 balance of \$2515.80
- 4. Committee Reports:** No Committee Reports
- 5. Conference news (If your region is involved in Conference planning) N/A**
- 6. Upcoming meetings and events:** SWT 2/21/2019 @ Clarkson University  
June 2019- Regional Meeting-Requesting Howard present prior to or after June Exec Council Meeting.
- 7. Regional comments/Recommendations (If your region has a pressing issue that needs to be brought to the attention of Council)-** Request that Exec. Council updates be provided more frequently.