



**NYSFAAA Executive Council
December 17, 2019
Minute Summary
Remote Meeting**

Call to Order & Roll Call

Leslie/Evan

Present:

President – Howard Leslie
President Elect– Adrienne King
1st VP – Debra Evans
2nd VP – Brian Smith
Treasurer – Susan Godreau
Treasurer Elect– Shalena Clary
Region 1 – Lea Nuwer
Region 2 – BJ Revill
Region 3 – Patti Donahue
Region 4 – Randi Moore
Region 5 – Joseph Weglarz
Region 6- Michelle Bolton
Region 7 – Clair Jacobi
Region 8 - Stacey Hawkins

Guests:

Chris Barto
Maximo A Flint-Morgan
Renee Nunziato
Kerrie Cooper
Lucila Villaquiran

Howard Leslie called the meeting to order at 8:04 AM. A quorum existed

Discussion via Email

A motion was made by Patti Donahue, seconded by BJ Revill to not allow the posting of NYSFAAA's Podcast 22 on any of Chris Rhodes websites. This motion was amended by Patti Donahue and seconded by BJ Revill to say, to not allow the posting of NYSFAAA's Podcast 22 on any of Chris Rhodes social media platforms.

There was no discussion. The motion passed with 12 in favor, no oppositions, and no abstentions.

Discussion via Email

MOTION: A motion was made by Patti Donahue, seconded by Stacey Hawkins to post the AEI Podcast of Chris and Elsa on the NYSFAAA website as the next pod cast

There was no discussion. The motion passed with 9 in favor, no oppositions, and no abstentions.

Discussion via Email

MOTION: A motion was made by Shalena Clary, seconded by Brian Smith that NYSFAAA write a letter of support for the Future Act of 2019 that mirrors the NASFAA letter of support, but includes language that makes it NYSFAAA specific

There was no discussion. The motion passed with 11 in favor, no oppositions, and no abstentions.

Discussion via Email

MOTION: A motion was made by Randi Moore, seconded by Lea Nuwer for the presentation PowerPoints from the most recent NYSFAAA Conference in Albany to be available to active members on the NYSFAAA Website for at least six months.

There was no discussion. The motion passed with 11 in favor, no oppositions, and no abstentions.

Discussion via Email

MOTION: A motion was made by Debra Evans, seconded by Patti Donahue that we discontinue negotiations with NJASFAA at this time with Executive Council able to re-open the discussions at a later date if it is deemed appropriate to do so.

There was no discussion. The motion passed with 12 in favor, no oppositions, and no abstentions.

Approval of Minutes (October 28, 2019 – Albany Marriott)**Howard Leslie**

MOTION: A motion was made by Clair Jacobi, seconded by Adrienne King to accept the October 28, 2019 Executive Council minutes.

There was no discussion. The motion passed unanimously.

Advocacy Day – NYSFAAA Position Points**Christopher Barto**

Government relations committee, with the assistance of Lea Nuwer (thanks Lea) got the state aid survey response out with 159 responses received. A summary of these responses is below:

- Advocacy for HESC issued student IDs - 61% said yes, 38% said no
- Advocating for a single state aid application (TAP, Excelsior, ETA) - 88% yes, 11% no
- Advocating for 30 days sign period to Excelsior/ETA contract- 75% yes, 24% no
- Using the same ETA award schedules regardless of dependency status- 73 % yes, 26% no
- Using the same net taxable income cutoff for all students- 80% yes
 - Support for leveling the amount of TAP awards for all students- independent students would receive more equitable awards (will be added as an advocacy point for February)

MOTION: A motion was made by Lea Nuwer, seconded by Joe Weglarz to approve an addition to the Advocacy Day Survey draft to change the independent chart to match the dependent chart

There was no discussion. The motion passed unanimously.

MOTION: A motion was made by Adrienne King, seconded by Patti Donahue that we draft a letter To HESC that relays NYSFAAA's concerns based on the survey that was conducted.

There was no discussion. The motion passed unanimously.

Additionally, the following discussion points were made on the logistics of the Advocacy Day meeting.

- Last year there was a room to gather in in Albany, Christopher Barto is working on getting it organized in the same location or someplace close, has not been confirmed yet
- Christopher still needs zip codes of where you live and where colleges are located- get to him ASAP
 - Important to have as many people as possible, including students at our event
 - Recruiting on campus or within region

Novice

Renee Nunziato

Renee Nunziato provided an update on the Novice Plans

- The rental agreement with Mercy College is identical to the prior year's agreement except for a shift in dates, a \$500 increase in the charge for the large lecture hall. Cost for 2020 will be \$11,750.
- Novice is scheduled for the following dates: May 31st-June 5th
- We also need to put together the insurance rider. Susan Godreau will put the rider together and include the: dates, location, etc.

Additionally, save the date information will be sent to Howard Leslie and Lea Nuwer to be posted on the website, as there are already inquiries.

Work is being done on the app for this event as well.

Small group leaders are working out who is returning to assist with Novice, who is not, and who has expressed interest in participating as it is important that we make sure we are accommodating when someone is expressing interest since it doesn't happen very often.

MOTION: A motion was made by Patti Donahue, seconded by Randi Moore, to accept the rental agreement as is with Mercy College for 2020.

There was no discussion. The vote passed unanimously.

President's Report

Howard Leslie

Website Report

Howard Leslie and Lea Nuwer provided the following update on the website status:

- DATA
- Doc website info document 40-55 bounce rate is good for our type of website.
- Poll- is attracting people to the website, but people are exiting at 60.71% which means the polls are not working for us.

- Need to have a meeting to look at Google analytics and what that data is showing.
- Now that there has been a rest from the launch of the website, we are ready to jump in and take another look.

The BOT (related motion)

Howard Leslie and Lea Nuwer provided the following update on the BOT:

- Region 2 brought back comments from the membership that using “Rory the Dog” as the BOT name was off-putting. People loved the idea of the bot and the personality
- Other regions have not brought it up but will go back to their regions and see what other regions want.
- If more appear unhappy with the BOT name, we will need to do a survey or contest to name the NYSFAAA BOT
- Strong feeling is that there needs to be a personality.
- Executive Council wants to set guidelines on what the BOT needs to be
- The EC will revisit this topic in February.
- BOT was well received at the conference.
- Joel from Ocelot indicated that BOTs need a personality and that 83% of Ocelot clients use a name and avatar with their BOTs.

HESC Steering Committee

- Lisa Condell from Adelphi, Amber Saulman from Binghamton have been added to the committee.
- The first meeting will be held in January for this three-year project.
- Honest and open answers and input is needed from all of the sectors plus NYSFAAA
- Lisa and Amber to go back to NYSFAAA to get input since not all sectors are necessarily represented

FSA Conference - an update on the FSA Conference covered the following topics:

- Income Borrower Tool
 - Statewide training webinar coming in late January
 - Every borrower, new and continuing will be required to complete this requirement before loans will disburse
- Modernization for FSA website

HESC Workshop

Howard Leslie, Lisa Simpson and Joe Weglarz provided an update on the HESC Workshop.

- Kudos to Lisa Simpson for doing a great job on this event.
- Howard presented award from NYSFAAA to Barbara Hochberg.
- Barbara will continue to work for HESC on a part-time basis.
- Recording will be shared from the entire day and presentations are already available for review.

Credentials

Howard Leslie and Brian Smith provided the following update on credentials.

- NYSFAAA purchased the NASFAA Verification module/credential before last October's conference.

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- We have the ability to go to all of the regions to do verification credentialing and:
 - Charge \$50/person to cover a continental breakfast and travel cost for the trainer.
 - Lucy Villaquiran (downstate), LaSonya Griggs (upstate) are both credentialed, as are other members.
- Charging for the training would pay for the credential packaging in the future.
- There were 22 participants in the Verification credentialing session at the NYSFAAA Conference, each of whom paid \$50 for the session and lunch.
- There should be some discussion about what the charge should be as we don't want it to be cost prohibitive.
- Consideration should be given to providing a discount if schools are sending multiple people.
- Most regions would do the training in the morning, region would offer lunch, and then region meeting in the afternoon. It will be important to find venues that won't charge.
- Regions will need to gather interest for the credentialing- should be offered if there is interest of 5 or more people.

MOTION: A motion was made by Michelle Bolton, seconded by Randi Moore that we do the Verification credentialing at \$50 per person which includes breakfast and travel for the trainer.

There was no discussion. The motion passed unanimously.

President Elect's Report

Adrienne King

Adrienne King reported that there is going to be meetings in January with Elections Committee and Governance Committee to review the 1st and 2nd Vice President positions that will be up for election this year.

First Vice President Report

Debra Evans

Debra Evans reported that she is planning on meeting with Lucy Villaquiran in January and provided the following information.

Current Membership Rosters				New Members in the Last 90 Days	
Member Type	Lapsed	Graced	Active	Member Type	New Members
Active	253	0	873	Active	79
Admin	0	0	6	Admin	0
Affiliate	10	0	33	Affiliate	5
Associate	26	0	82	Associate	10
Lifetime	0	0	11	Lifetime	0
Retired	6	0	22	Retired	0
Total	295	0	1027	Total	94
Prospect			1075	Prospect	48
Total Active			2102	Total New	142

Event Dashboard

- Total of 1027 members, but not all are paying members, slightly lower than the prior year totals.
 - Potential of 1075
 - Affiliate, lifetime, non-paying members

Second Vice President Report

Brian Smith

Statewide Training

- January training
 - Federal Student Aid training will occur at the end the month
 - JoEllen Soucier will provide Verification training on January 16th.
- Spring trainings are being planned.
- We need to make sure we are getting dated on website as soon as dates/trainers are established.
- There is a concern that attendance may suffer if there is overlap between SWT sessions and verification credentialing.
 - The committee with clarify with description of the January SWT event with JoEllen Soucier.

Treasurer's Report

Susan Godreau

Susan Godreau provided the following Treasurer's Report.

- Balance today (12/17/2019) in our accounts is as follows:
 - Checking: \$191,306.21
 - KeyBank Savings (scholarships): \$32,003.37
- In addition, we need to discuss whether or not to renew the CD at KeyBank, which matures on January 9, 2020. Currently the balance is \$52,589.80.
 - Discussion- 1.637% interest for 38 month
 - Can we buy savings bonds? Takes longer to get a return, but might be better use of investments
 - Susan can look into this and will provide information to the Finance Committee
 - Lisa Simpson asked for a breakdown of costs so that they can compare costs
- Novice Costs include \$452 for storage
- Scholarships were paid out.
- Susan needs an updated list of Regional Treasurers to provide revenue sharing payouts. The regional representatives need to provide Susan with these names.
- Susan also needs membership count totals. Lea Nuwer will help Susan find the information on the website.

MOTION: A motion was made by Randi Moore, seconded by Debra Evans, to accept the Treasurer's Report.

There was no discussion. The motion passed unanimously.

HESC Update

Lisa Simpson

Lisa Simpson provided the following HESC update.

- 130 registered for the December Training.
- HESC wants to keep schools informed on the modernization of the HESC system.
- Presentations are on website, recordings will be out shortly
- Clarification on Dream Act and who is eligible, is available.
- Excelsior and ETA clarification, are available.
- HESC will continue these outreach events going forward
- 20-21 TAP applications are being processed- schools can see who has applied, ready to allow for Excelsior/ETA certification
- Manifest will be sent later this week- need to make sure all students have IDS and not social security numbers
- Email will go out when the videos are available
- Please complete the survey, if attended
- Spring Excelsior application open today, December 17th and will close on January 30th
- Dream Act students will show on SSL, but will not show on the system because of no SSN, due to system capability issues.
- Dream Act students will also not be on a roster yet either
- Potential Dreamers- not just undocumented student, and others such as students graduating from NYS schools, but whose parents moved out of state for work will also need to apply through the Dream Act portal and not through the normal application process.
- 18-19 Excelsior cleanup emails will go out over break time- particularly Graduate schools
- Barbara Hochberg's last day is December 27th, but as indicated above, Barbara will be back in a different roll-
- Email Lisa for now or call 800 number for Priority Services

Conference 2019	Joe Weglarz and Lisa Simpson
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Joe Weglarz and Lisa Simpson provided an update on the 2019 NYSFAAA Conference.

- Howard Leslie commented on a well done conference.
- Joe and Lisa are working on conference report to have it ready for February.
- It appears that the conference made a profit.
- Suggestion for next year's conference
 - Excelsior
 - Plan early for the preconference, whether it is going to be organized by the training committee, conference committee
- Conference evaluations were mostly positive.
- The Committee tried to think out of the box with entertainment and events such as the therapy dog visit, etc.
- The final attendance was 238 conference attendees, estimated at 250

Conference 2020	Debra Evans
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Debra Evans provided the following update on the 2020 Conference.

- Debra wants to meet with Lisa Simpson.
- Committee meetings will begin in January 2020.
- Volunteers are still coming in.
- Open to any suggestions- topics, ideas, etc.
- On suggestion is to engage membership as early as possible to gain interest.

Conference 2021**Stacey Hawkins**

Stacey Hawkins provided the following update on the 2021 Conference.

- Region 8 will host the conference.
- Stacey is waiting form information on venues to accomodates the dates in Lake Placid.
- The Committee also looked at Watertown, Clayton, Alexandria Bay- but could not find enough hotels to accommodate the size of the group and/or the meeting space.
- A suggestion was made to consider the Sagamore?

Review of Strategic Plan**Howard Leslie**

The following sections of the Strategic Plan were reviewed and comments noted below:

- 1.1.1 – Create update and effective marketing materials to attract more members.
- 1.1.5 – Reaching out to schools that do not have NYSFAAA members – and reaching out to former NYSFAAA members to BRING THEM HOME.
 - Max Flint Morgan- Region 3 chair- presented at conference in Albany- Syracuse University- Associate Director of Communication- Financial Literacy Coordinator
 - 1.1.1- financial literacy- Texas in addition to FAA Association FAA Education Association- focusing on best practices, training to develop staff who are financial literacy/wellness educators
 - Maybe we don't have a separate group, but another membership trac for financial educators to supplement training we provide financial aid administrators
 - Maybe a membership drive along the lines of financial literacy that might eventually lead to a separate track.
- Future Act- may eliminate some of our workload with verification selection set decreasing, how do our responsibilities change and what kind of training might we need to make some of these changes
- 1.1.6 create a new item on the strategic plan to create a new committee that will be charged with looking into training topics on debt management, budgeting, and more financial literacy/wellness education
- Use it to offer benefits to new members
- Areas of opportunity to provide more content to membership
- Would work in combination with state-wide trainings- provide topics and potential resources

MOTION: a motion was made by Shalena Cleary, seconded by Patti Donahue to add a new tactic to strategic plan to create new committee to pursue different kinds of training and benefits in regards to financial literacy/wellness for our membership

There was no discussion. The motion passed unanimously.

Max Flint Morgan will be chair of committee as appointed by Howard Leslie.

Shalena Clary will go back to Region 2 as Deidre was looking at a brochure for associate members.

1.1.4 – Training to support charging Guidance Counselors and other current members who we do not charge.

A discussion took place on what kind of training/benefits would guidance counselors like and that we can provide. - State Wide training will look into it.

1.1.5- Reaching out to schools that do not have NYSFAAA members – and reaching out to former NYSFAAA members to BRING THEM HOME.

Howard wants to be able to complete these three tasks before his tenure is up. Howard also plans to provide Tami Gilbeaux information from someone he connected with through LinkedIn.

Review of Operational Calendar	Howard Leslie
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Howard Leslie reviewed the Operational Calendar and noted the following:

- Treasurer distribute revenue sharing
- Regional treasurers quarterly report
- January, President request items for Feb meeting

Old Business	Howard Leslie
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There were no items to review

New Business	Howard Leslie
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There were no items to review

Next Meeting	Howard Leslie
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The next Executive Council meeting will be held on February 10th EC Meeting

- All day meeting
- Lisa Simpson should be notified of who needs rooms and for what nights ASAP
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February 11th Financial Aid Alliance Lobby Day (CICU/NYSFAAA)

April 28th 1 – 4 Remote

Adjournment	Howard Leslie
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A motion was made by Patti Donahue, seconded by Debra Evans to adjourn the meeting.

Exhibits:

Facilities Usage Quote Novice Training at Mercy College

Site Specifications	Facilities Costs	Cost to Novice (85% discount)
Large lecture hall (120 person capacity) w/ AV equipment- PA with wireless mic, PC with MS PowerPoint, LCD projector, projection screen (all days)	\$7,500.00	\$500.00
Ten classrooms or small seminar rooms (12 person capacity) (all days) [near lecture hall is preferred]	\$25,000.00	\$3,750.00

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Single occupancy dorm rooms for 100- 120 (all days) [same building or quad]	\$30,000.00	\$7,500.00
Parking near dorm or quad (all days)	\$0.00	\$0.00
*Cafeteria or dining hall (all days)	\$6,000.00	\$0.00
Gymnasium (one day)	\$800.00	\$0.00
Theatre (one evening)	N/A	\$0.00
Pub or Rathskellar (all evenings) Must be able to serve adult beverages	N/A	\$0.00
Banquet facility (one evening)	\$2,000.00	\$0.00
Three lounge areas in living area	\$2,250.00	\$0.00
Access to recreational and athletic facilities (all days)	\$4,000.00	\$0.00
Total Charges	\$77,550	\$11,750

Preferred requirements in addition to above:

Air-conditioned facilities: All assigned spaces are fully air conditioned

Strong wifi/internet access in all areas on campus with access for all participants for the entire length of the conference: Free Wifi

Access to airport and public transportation: 45 mins from White Plains Airport and 10 minute walk to Metro North Train Station

Food charges must be negotiated separately with Lessings food Services - cateringservices@mercy.edu or 914-674-7251

Mercy College Lessing's Dining Services

555 Broadway
Dobbs Ferry, NY 10522

914-674-7251

Reference # Index : Name of affair: Contact/Person: Department: Address: Phone: Phone: Fax: Phone #:	Quote Novice Training Worksgroup 2018 Lisa Simpson	Day: Date: Guest Count: Location : Organization # Account #: E-mail	Monday - Friday TBA TBA Mercy College	
Type of Service	Outside Group	Delivery Time	Event Time	Clean-Up Time

Please review, sign and fax back to 914-674-7249

I, the undersigned, agree to the above listed arrangements and understand that any changes or cancellations must be made a minimum of 72 hrs. in advance of the scheduled event. I also realize that the department / organization listed above is financially responsible for the guaranteed number and arrangements listed in this contract. Mercy College Dining Services guarantees that we will provide these listed above arrangements at the agreed upon price. Changes of the guest count or quantity after 48 hours will be subject to a ten percent surcharge. We also require that this document be signed, dated, and on file in the Mercy College Dining Service office 48 hours in advance of your event.

V.P. Approval:	_____	Date: _____	ORG Name:
Client Signature:	_____	Date: _____	ORG Number: