



NYSFAAAA Executive Council
October 28, 2019
Minute Summary
Albany Marriott

The meeting was called to order and a roll call taken by Anne Sullivan Polino

Present:

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

Guests:

Lea Nuwer
Lisa Simpson
B.J. Revill
Clair Jacobi
Michelle Bolton
Christopher Barto (Remote)
Kelly Kelly (Remote)

Howard Leslie called the meeting to order at 8:00 A.M. A quorum existed.

Discussion via Email

MOTION: A motion was made by Darrin Rooker, seconded by Randi Moore to posthumously award Donald A. Whitlock a special lifetime achievement award at the 2019 Annual Awards Banquet.

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

Discussion via Email

MOTION: A motion was made by Kathy Michalski, seconded by Rob Zasso

That the Region's Chair, and/or his/her designate, be responsible for unanswered BOT questions. If the site visitor is a financial aid professional interested in becoming a NYSFAAA member, then the email address should be the membership chair and/or his/her designate. This would become part of policy and procedures.

Discussion followed where the following points were made:

- There is a concern with assigning this responsibility to someone without having some historical data to use to judge the depth and breadth of what the job will entail.
- Could we recruit some volunteers (maybe 6 people) who would be responsible for answering the BOT questions for a period of, say, 3 or 6 months so that we can judge how much work people will be asked to take on and then discuss how to move forward with a policy?
 - Howard Leslie's responded that he was okay with that idea and asked if each region ready to provide those names?
- Adrienne King indicated that the statement below should not be the Membership Chair because it is the 1st Vice President who receives those requests and then informs the Executive Council about the request.
- If a site visitor is a financial aid professional interested in becoming a NYSFAAA member, then the email address should be the member chair and/or his/her designee. This would become part of policy and procedure.
- The group was reminded that the First Vice President is the chair of the Membership Committee.

Revised:

That the Region's Chair, and/or his/her designee(s), be responsible for unanswered BOT questions. If the site visitor is a financial aid professional interested in becoming a NYSFAAA member, then the email address should be the membership chair and/or his/her designee(s). This would become part policy and procedures.

A vote was called and the motion passes with a 2/3 majority of 6 yes votes, 3 no votes and 5 abstentions.

Discussion via Email

MOTION: A motion was made by Debra Evans, seconded by Patti Donahue, that the 2019 conference banquet not bear the name of any individual or individuals.

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

Discussion via Email

MOTION: A motion was made by Patti Donahue, seconded by Rob Zasso to award Robin Jaycox, alongside his follow founder, a lifetime achievement award.

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

Discussion via Email

MOTION: A motion was made by Darrin Rooker, seconded by Rob Zasso for NYSFAAA to cover any necessary expenses to allow President Leslie to attend the retirement luncheon honoring longtime HESC Director of Grants & Scholarships Programs Barbara Hochberg on December 12, 2019.

There was no discussion. The motion passed with 8 in favor, 1 opposed and 3 abstentions.

Approval of Minutes (August 14, 2019 – Remote Meeting)

MOTION: A motion was made by Randi Moore, seconded by Patti Donahue to accept the August Executive Council minutes.

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

After approval of minutes, President Leslie introduced and welcomed the newly elected Council Members

President's Report – Howard Leslie

Governance Committee update

Advocacy Day – Christopher Barto, Chair of the Government Relations Committee, reported on the Advocacy Day, scheduled for February 11, 2020. A position paper will be developed with talking points important to NYSFAAA. A survey will be developed to gather information from the membership to develop the position paper. Howard and Christopher encouraged attendance at this meeting and asked for early notification of councilmembers intention to attend to assist with scheduling logistics.

Susan Godreau asked about NYSFAAA intention to advocate for additional for funding for HESC. Howard asked Christopher to follow up on this request. The concern is that the small staff combined with additional projects is resulting in slower payment of aid to students.

The NYSFAAA Strategic Plan includes a provision to teach the community how to advocate. Howard asked Christopher to make this a goal for the Governance Committee. Podcasts, webinars and attendance in conferences are examples of how the committee can meet this goal.

Christopher and Elsa Magee are scheduled to sit on a panel discussion on ETA and Excelsior.

Loan Servicing Regulations – schools are now required to report certain information to the NYS Department of Financial Services and become licensed to use an institutional loan program. The state would like schools to provide promissory note and payment plan terms to the state for review. Thus, some schools are discontinuing the use of these plans. The Committee will keep an eye on this regulation.

Website Report – Lea Nuwer and Howard provided an update on the website.

- The website development was a challenge and continues to have a few hiccups but is moving forward. Questions arose concerning the location of certain data such as Executive Council and committee minutes and use of the Listserv. Instructions will be provided to the necessary members as to how to post minutes and other information as necessary.
- A question arose to allow website administrators to attend the MemberClicks Conference in April 2020 at a cost of \$550.00. The discussion was tabled until the budget could be reviewed.

Videos for students – President Leslie asked for videos geared toward student to be used for High School nights and to drive students, parents and guidance counselors to the website.

The BOT -

- NYSFAAA is the first organization of this type to use a Chatbot.
- The purpose of the BOT is to serve two populations:
 - Students, parents and guidance counselors
 - Financial Aid Community
- The BOT is preloaded with many answers but we still need individuals to respond to questions sent through the Bot.
- The product was originally built for schools with good financial aid answers but needs additional work for our purposes. The content will increase over time as more questions and answers are developed. Howard asked the questions be emailed to him to help with this task. Any questions asked and not answered will be saved and a response developed for future use.
- The BOT will not answer student specific or regulatory questions. The BOT will direct the question back to the school.
- The original thought was to have the regions respond to questions
- A question came up about the name and character used for the BOT with mixed opinions from the Executive Council
- The BOT will be announced on the NASFAA website

MOTION: A motion was made by Susan Godreau, seconded by Randi Moore to launch the Chatbot and allow Ocelot to publicize NYSFAAA's BOT on the NASFAA Website.

There was discussion concerning the readiness of the BOT and recommendations that the launch be delayed until the content is further developed. As the BOT is used, the content builds. Ocelet reviews all answers prior to releasing them through the BOT. Launching it will allow for the content to build. Other concerns expressed included the issues we are still experiencing with the website and the concern that the addition of the BOT will add to these issues. No other states are currently using a Chatbot.

The motion passed with 9 in favor, 3 in opposition and no abstentions.

NYSFAAA Knowledge

- Lea found a way to manage capturing participation in training events on the website to allow information to be stored in the Continuing Education on the profile page.
- There is a question on how to label the participation.
- A question came up on how to track attendance when multiple people attend a webinar together. Each person must register to get credit for the training.
- Work will be coordinated with the regions, SWT and Conference Committee.

EASFAA Report- Howard provided the EASFAA report

- EASFAA has 293 Institutional and 1260 Individual Members. There is a discussion of the impact on membership count with the rollout of institutional memberships.
- They are also converting their website using MemberClicks and are expected to be offline for at least one week.
- EASFAA is looking for a site in Puerto Rico for their conference
- EASFAA is prepping for elections
- EASFAA is looking for awards for the next conference.
- Credit card fees and investment management costs were discussed
 - They are paying a 1% quarterly fee on their portfolio - \$7,700 this year.
 - Florida is paying a 3% fee
 - NASFAA is a comingled rate of .45%.
 - New Hampshire is paying \$4,500 in credit card fees for the past two years on MemberClicks.
 - New Jersey is charging a \$3.00 convenience fee to use credit cards.
- EASFAA is also discussing Diversity and Inclusion. Howard will introduce Danette Burgess to Luis Guaman.

NJSFAAA – Howard provided an update on the pending relationship with the New Jersey organization.

- The relationship needs to be approved by both organizations
- This relationship will provide us access to NASFAA training/certifications.
- The preconference Verification training is a first step.

MOTION: A motion was made by Debra Evans, seconded by Stacey Hawkins to enter into an agreement to provide NJSFAAA members with access to NYSFAAA webinars in exchange for

NYSFAAA access to NASFAA credentials with three days of training for the balance of time from when the agreement is completed through August 31, 2020.

There was no discussion, a vote was taken and the motion passed with 13 in favor, no opposition and no abstentions.

MOTION: A motion was made by Patti Donahue, seconded by Debra Evans for NYSFAAA to evaluate the response of membership prior to the June budget review.

There was no discussion.

A vote was taken and the motion passed with 12 in favor, no opposition and no abstentions.

Past- President Report – Darrin Rooker

Darrin Rooker provided his last Past President’s report.

Elections and Governance Committees will now report to Adrienne King as she transitions into her role as President-Elect. There were no updates for either committee now aside from those already provided by Christopher Barto in his Governance Committee update.

Howard thanked Darrin for his guidance and hard work for NYSFAAA

Darrin thanked the Executive Council for past work and support. He also wished the new regional representatives good luck.

First Vice President Report – Adrienne King

Membership Committee - Adrienne King and Lucy Villaquiran provided an update on Membership, indicating that they are still unable to run reports on the new website.

1st Vice President Membership Report

October 28, 2019

I. NYSFAAA Membership Committee
2019-2020

NYSFAAA Membership Chair

Lucila Villaquiran

NYSFAAA Regional Representative

Region 1
Region 2

Marianne Loper
Katelyn Typhair

Region 3
 Region 4
 Region 5
 Region 6
 Region 7
 Region 8

Kevin Shults
 Rochelle Filler
 Cindy Garvey
 Ben Loya
 Patricia Noren
 Patricia Farmer

2017-18 Membership	18-19 Membership (Pre-MemberClicks)	19-20 Membership	% of Goal	2019-20 Goal *as of 10/26/19
Active 1175	908	721*		1136 721
Associate 110	83	76*		100 76
Affiliate 49	36	26*		80 26
Retired 29	29	19*		29 19
Lifetime 11	11	11*		11 11
TOTAL 1228	TOTAL 1067	Total 853	88%	Total 1350 853

- NYSFAAA 3 yr. average membership is 1049
- 827 members have paid for 2019-20 **excludes Affiliate Members
- 185 new members for 2019-2020
- 289 NYS institutions have current members
- 2018-19 per region breakdown (total is 1,246 because some members belong to multiple regions):

Region 1	102
Region 2	130
Region 3	178
Region 4	86
Region 5	129
Region 6	376
Region 7	148
Region 8	41
Not Specified	3
Not Affiliated w/a Region	53

II. School or Lender applying for membership:

III. Other Items

None

Mentorship Committee- Nancy Teodecki and Kerry Lubold provided information on the 10/21/19 podcast on Mentoring, 9/18/19 on conference sessions and 10/17/19 asking regional chairs to bring a new member to regional meetings.

Second Vice- President Report – Brian Smith

TICC Committee

Howard Leslie and Lea Nuwer provided the following information on the TICC

- Google Drive /Archive Storage (Webinars) and other storage– discussed the need to purchase storage space from Google Drive. We lost some information in the transfer to the new website. The storage will cost \$2/month or \$20/year. For 100 GB.
- Storage would include items such as historical data, newsletters, etc.

MOTION: A motion was made by Kathy Michalski, seconded by Joe Weglarz that the Chair of the TICC has the authority to purchase space on Google Drive as necessary for storage.

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

Statewide Training Committee (SWT)

- SWT – Brian Smith and Kelly Kelly provided an update on SWT. Brian thanked the committee and encouraged the regional representatives to get an email out on the upcoming seminar.
- Kelly Kelly is taking over for Mark and Lynn. She asked to be provided with a list of new members.
- She also reported the following:
 - FAFSA training was held
 - There were 10 webinars with 2433 registered and 1763 attendees.
 - November SWT training Goes to the Regions will be on compliance
 - January 2020 topic – 2020-2021 Verification
 - The Committee plans to hold a meeting during the first week of November to build the training schedule for 2020.

Secretary's Report – Anne Sullivan Polino

School Outreach and Early Awareness Committee

- College goal NY for 19/20 had events at different locations across the state. The committee reported that they rely heavily on assistance from NYSFAAA members to help at these events and luckily, to get it (of course. They can always use more).
- The Department of Education released the mobile APP in Fall 2018, this has certainly impacted how students/families complete the FAFSA. The committee's 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. They noticed there was some technology issues last year

- There are 13 events scheduled between Oct and Dec 2019. They have had discussions on merging their events into the 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 the committee is thankful to them for being able to do so.

Treasurer's Report – Susan Godreau

Treasurer's Report to Executive Council – October 22, 2019

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Accounts	Amount	Notes
Key Bank Checking Account	\$224,172.01	As of 10/22/2018
Key Bank Scholarship Account	\$29,579.44	As of 10/22/2018
Key Bank CD	\$52,446.12	As of 10/22/2018
Morgan Stanley TRAK	\$329,442.24	As of 10/22/2018
Morgan Stanley TRAK Scholarship	\$248,207.78	As of 10/22/2018

Current Business

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

Future to Do

- Change the role of the Finance, Audit, & Budget committee
 - Currently only works on budget, Treasurer & Past Treasurer work on audits
- Need to find a new chair of the Finance, Audit, & Budget Committee
- Revise task of Development Committee
 - Talking to Tami Gilbeaux about revisions we can make to the committee
- Begin training Treasurer-Elect Shalena Clary
- Conflict of Interest Statements for 2019-2020 Executive Council (These statements were signed by Executive Council members during this meeting.)

Patti Donahue asked how the Executive Council can assist Susan with getting the audits completed. Tronconi Segara and Associates has 2017 ready to go and obtained an extension for the tax filings.

Donations made through the website are difficult to find and track, if a donation is made through the NYSFAAA store.

MOTION: A motion was made by Debra Evans, seconded by Kathy Michalski to accept the Treasurer's Report, as presented.

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

MOTION: A motion was made by Kathy Michalski, seconded by Joe Weglarz to remove Darrin Rooker, Kerry Lubold and Rob Zasso from the credit card list and add Adrienne King and Shalena Clary. (*Shalena's name will be added once she completed a move.)

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

NYSFAAA, Inc.

BUDGET VS. ACTUALS: 2018-2019 FINAL BUDGET - FY19 P&L

July 2018 - June 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
102 Dues	64,250.00	91,000.00	-26,750.00	70.60 %
106 Annual Conference Inc	82,525.00	128,250.00	-45,725.00	64.35 %
107 Novice Workshop Inc	47,455.00	54,000.00	-6,545.00	87.88 %
108 Intermediate Workshop Income		5,000.00	-5,000.00	
110 Interest Income	859.43		859.43	
118 Sponsor Support Conference				
118A Exhibit Table	16,850.00		16,850.00	
Total 118 Sponsor Support Conference	16,850.00		16,850.00	
304 NYSFAAA Scholarship Inc	4,003.00	9,000.00	-4,997.00	44.48 %
Uncategorized Income-1		3,400.00	-3,400.00	
Total Income	\$215,942.43	\$290,650.00	\$ -74,707.57	74.30 %
GROSS PROFIT	\$215,942.43	\$290,650.00	\$ -74,707.57	74.30 %
Expenses				
500R Regional Expense	2,700.00	2,700.00	0.00	100.00 %
501 Executive Council Administration				
501A Revenue Sharing	11,150.00	13,000.00	-1,850.00	85.77 %
501B Professional Services	8,481.10	12,000.00	-3,518.90	70.68 %
501C General Executive Council	1,217.40	200.00	1,017.40	608.70 %
501D Executive Council Meetings	8,411.67	25,000.00	-16,588.33	33.65 %
501E Special Meetings	9,493.36	8,000.00	1,493.36	118.67 %
501F Bank Service Charge	308.07	500.00	-191.93	61.61 %
501G Credit Card Fees	8,926.31	8,000.00	926.31	111.58 %
Total 501 Executive Council Administration	47,987.91	66,700.00	-18,712.09	71.95 %
503 Government Relations Comm		500.00	-500.00	
504 Awards Committee	1,701.94	1,000.00	701.94	170.19 %
507 Communications Committee	900.00		900.00	
507A Website	22,942.40	12,000.00	10,942.40	191.19 %
Total 507 Communications Committee	23,842.40	12,000.00	11,842.40	198.69 %
509 Mentoring Committee	681.09		681.09	
510 Professional Development		500.00	-500.00	
510A Statewide Training	2,500.00	2,500.00	0.00	100.00 %
510E Intermediate Workshop Training		5,000.00	-5,000.00	
Total 510 Professional Development	2,500.00	8,000.00	-5,500.00	31.25 %
511 Annual Conference	75,924.93	128,250.00	-52,325.07	59.20 %
512 Novice Training Exp	53,238.06	61,500.00	-8,261.94	86.57 %
523 Professional Services	52.00		52.00	
601 Conference Committee		500.00	-500.00	
700 NYSFAAA Scholarship	7,500.00	9,500.00	-2,000.00	78.95 %
Total Expenses	\$216,128.33	\$290,650.00	\$ -74,521.67	74.36 %
NET OPERATING INCOME	\$ -185.90	\$0.00	\$ -185.90	0.00%

Accrual Basis Tuesday, October 22, 2019 04:31 PM GMT-7

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	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET INCOME	\$ -185.90	\$0.00	\$ -185.90	0.00%

NYSFAAA, Inc.

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

July 2019 - June 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
102 Dues	50,020.00	84,000.00	-33,980.00	59.55 %
106 Annual Conference Inc	55,060.00	97,875.00	-42,815.00	56.26 %
107 Novice Workshop Inc		54,000.00	-54,000.00	
110 Interest Income	221.77		221.77	
118 Sponsor Support Conference				
118A Exhibit Table	15,400.00		15,400.00	
Total 118 Sponsor Support Conference	15,400.00		15,400.00	
119 Sponsor Support				
119A Web Advertising	2,500.00		2,500.00	
Total 119 Sponsor Support	2,500.00		2,500.00	
304 NYSFAAA Scholarship Inc	1,139.00	7,500.00	-6,361.00	15.19 %
Uncategorized Income-1	18,140.00	7,550.00	10,590.00	240.26 %
Total Income	\$142,480.77	\$250,925.00	\$ -108,444.23	56.78 %
GROSS PROFIT	\$142,480.77	\$250,925.00	\$ -108,444.23	56.78 %
Expenses				
500R Regional Expense		3,000.00	-3,000.00	
501 Executive Council Administration				
501A Revenue Sharing		12,000.00	-12,000.00	
501B Professional Services	2,896.10	8,000.00	-5,103.90	36.20 %
501C General Executive Council	6,768.36	200.00	6,568.36	3,384.18 %
501D Executive Council Meetings	2,485.00	22,000.00	-19,515.00	11.30 %
501E Special Meetings	1,193.15	8,000.00	-6,806.85	14.91 %
501F Bank Service Charge		350.00	-350.00	
501G Credit Card Fees	3,608.28	4,000.00	-391.72	90.21 %
Total 501 Executive Council Administration	16,950.89	54,550.00	-37,599.11	31.07 %
503 Government Relations Comm		500.00	-500.00	
504 Awards Committee		1,000.00	-1,000.00	
507 Communications Committee	1,044.00		1,044.00	
507A Website	415.00	12,000.00	-11,585.00	3.46 %
Total 507 Communications Committee	1,459.00	12,000.00	-10,541.00	12.16 %
509 Mentoring Committee		1,000.00	-1,000.00	
510 Professional Development				
510A Statewide Training		3,500.00	-3,500.00	
510E Intermediate Workshop Training		5,000.00	-5,000.00	
Total 510 Professional Development		8,500.00	-8,500.00	
511 Annual Conference	100.21	97,875.00	-97,774.79	0.10 %
512 Novice Training Exp	240.00	66,000.00	-65,760.00	0.36 %
700 NYSFAAA Scholarship		7,500.00	-7,500.00	
Total Expenses	\$18,750.10	\$251,925.00	\$ -233,174.90	7.44 %
NET OPERATING INCOME	\$123,730.67	\$ -1,000.00	\$124,730.67	-12,373.07 %

NYSFAAA, Inc.

BALANCE SHEET

As of October 23, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
004 Key Bank	227,717.51
006 Key Bank Scholarship	29,579.44
007 Key Bank CD	52,375.60
Total Bank Accounts	\$309,672.55
Accounts Receivable	
042 Grant Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
023 TRAK	297,281.69
024 TRAK SCHOLARSHIP	223,835.00
045 Accrued Interest Receivable	0.00
050 Prepaid Expenses	27,692.20
100R Regional Cash	47,427.28
Uncategorized Asset	124.75
Total Other Current Assets	\$596,360.92
Total Current Assets	\$906,033.47
Other Assets	
040 Accounts Receivable	11,590.00
Total Other Assets	\$11,590.00
TOTAL ASSETS	\$917,623.47
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
060 Accounts Payable	7,560.26
Total Accounts Payable	\$7,560.26
Credit Cards	
065 MASTERCARD	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
075 Deferred Revenue	14,815.00
077 Deferred Grant Revenue	0.00
302 Temporarily Restricted	107,413.41
Sales tax payable	0.00
Total Other Current Liabilities	\$122,228.41
Total Current Liabilities	\$129,788.67
Total Liabilities	\$129,788.67
Equity	
300 Fund Balance	136,721.81

Regional Reports

The Council Representatives provided Regional Reports

Regional Reports can be found at the end of these minutes.

HESC Update – Lisa Simpson

Lisa Simpson provided an update on Excelsior, Enhanced Tuition Award, Dreamers and new student ID system.

- HESC is working to adjust student identification numbers to the new numbering system because of the Dream Act.
- Any student related information will go out to school only if HESC has the school ID.
- TAP AP will ask for the ID. The question may be skipped.
- The HESC website is programmed to not allow for Dream Act students to be identified as dreamers.
- APTS lists will be submitted once the system is ready even though the deadline has passed. Lists already submitted will error out.

Conference 2019 – presented by Joe Weglarz and Lisa Simpson

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

- There are 229 registered attendees and 31 vendors.
- There will be 35 sessions
- 30 members are scheduled to attend the Monday night museum event
- 20 attendees are registered for the pre-conference NASFAA verification session.
- Zach Goodwin, formerly of the US DOE, will provide a federal update.
- Other events are scheduled for the week.
- Awards Committee – Rob presented Lea with the St. Bernadine award for her work on the website.

Conference 2020 – presented by Debra Evans

Debbie Evans provided an update on the Conference 2020 including the new logo.

- Everything is coming together for the event and a conference secretary positions was created to help keep things on track.
- The theme of the conference is to be lean and green and to embrace the idea of working with companies who employ individuals with disabilities.

Conference 2021

A discussion began on plans for Conference 2021. Regions 6 and 8 will consider joining forces to chair the conference. This topic will be added to the December Meeting Agenda.

Strategic Plan

The strategic plan was reviewed and updated. It will be posted to the website. The Council discussed agenda item 1.14 – Training to support charging Guidance Counselors and other current members who we do not charge. SWT will be asked to work on this initiative. The idea was floated to hold pre-conference day for Guidance Counselors as done last year.

Howard Leslie charged new members to consider how they want to get involved with the organization. Darrin Rooker reminded new members to read the bi-laws, the Constitution and other important documents to prepare for future meetings.

MOTION: A motion was made by Randi Moore, seconded by Anne Sullivan Polino to approve four Strategic Plan Agenda items (2.12,2.14,2.21 and 2.32)

There was no discussion. The motion passed with 143 in favor, no opposition and no abstentions

Operational Calendar Review -

The Annual Conference and Business Meeting will be held the week of October 28, 2019. Treasurer will distribute revenue sharing based on membership statistics as of June 30 of the preceding year in December.

There will be a remote Executive Council meeting held in December.

Regional treasurers are to provide quarterly report and copies of bank statements to Treasurer in December.

Old Business – None

New Business –

Recognizing NYSFAAA's own properly and timely

Rob Zasso reported on the Awards Committee's discussion on how to recognize people more timely to ensure that awards such as a Lifetime Achievement award are given out while recipients are still alive. The Committee would also like to investigate:

- The creation of awards for members who participate at the state level;
- Review with Executive Council who should get an award by creating a rubric on to recognize people to be honored; and
- Discuss the creation of regional lifetime awards for individuals active in the regions but who may not be active at the state level.

Rob Zasso agreed to bring the following ideas back to the Awards Committee for consideration:

- Darrin Rooker indicated that he liked the idea of adding this process to the Operational Calendar in February and having the Executive Council help develop the recipient list. He also

recommended added a nomination form to the website. Lea Nuwer confirmed that this was possible.

- Adrienne King liked the idea of creating the regional award.
- Clair Jacobi recommended using a “Years of Service” slideshow.
- Ajana Wilkinson recommended using the website as a way of recognizing individuals and Lea Nuwer confirmed that this is something that could be done by adding a new page to the website.
- Patti Donahue indicated that not everyone understands the awards and recommended that more information be made available on the website or through a Listserv email. Perhaps using monthly emails describing the awards as a way of informing members of what awards are available.
- Debra Evans feels that we are missing an opportunity to show appreciate while people are alive and liked the idea of the regional award.
- BJ Revill recommended using the Statewide Training opportunities as a way for Howard and Rob to present this information to the membership.

Article on Student Data Sharing

The Council briefly reviewed an article on student data sharing, “Student tracking, secret scores: How college admissions offices rank prospects before they apply.” Written by Douglas MacMillan and Nick Anderson of the Washington Post on October 14, 2019.

Next Meeting–

- December 11th 1 -4 (Wednesday) Remote – (*rescheduled to December 17, 2019)
- February 10th EC Meeting
- February 11th Financial Aid Alliance Lobby Day (CICU/NYSFAAA)

Adjournment –

MOTION: A motion was made by Rob Zasso, seconded by Ajana Wilkinson to adjourn the meeting.

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

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 5th had 14 attendees
November 8th had 27 attendees
December 13th had 26 attendees
February 21st had 14 attendees
March 19th had 19 attendees
June 21st 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 on 9/13. Howard presented on Professional Judgement. There were 35 people in attendance. Next meeting will be the SWT on November 15th 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 Annual Report 2018-2019

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 Krueger 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 1st.

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 15th. 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 27th- 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 15th- 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 Annual 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 (4th quarter) to Robert Zasso.

4. Committee reports:

Election Committee – election results as follows:

Executive Secretary	Council	Representative	-	Patti	Donahue
Treasurer - Cynthia Roach		-	Janet		LaFata

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 Members

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 Annual Report 2018-2019

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:

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 VI 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

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 VII 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 Really 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 1st 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 15th – Statewide Training will be held at the Adelphi Hauppague site.

November 22nd – 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 8th 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 15th 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