



NYSFAAA Executive Council
June 27-28, 2016
Fairfield Inn, Verona

Call to Order & Roll Call

President Kerrie Cooper
President-Elect Darrin Rooker
1st VP- Jan Scheutzow
2nd VP- Howard Leslie
Secretary-Kathy Flaherty
Treasurer- Kerry Lubold
Treasurer-Elect Robert Zasso
Region 1 Kathy Michalski
Region 2 Margaret Christian
Region 3 LaSonya Griggs
Region 4 Michelle Fountaine-excused
Kristina DelBridge- sub
Region 5 Diane Donohue
Region 6 Melanie Williams-Bethea
Region 7 Amy Thompson
Region 8 Todd Moravec

Guests: Theresa Weimer –Novice Training: call in
Adrienne King – First Vice President-Elect
Kelly Henry Kelly- Secretary-Elect
Susan Godreau – Budget Committee Chair: call in
Tami Gilbeaux – Development Committee Chair
Vince Scalise – Conference 2016 Facilities Co-Chair

Kerrie Cooper called the meeting to order at 12:54 pm with a quorum of Executive Council present. She welcomed the newly elected officers who would be taking office in October and would be joining this meeting.

Approval of April 20, 2016 Minutes

Motion: A motion was made by Rob Zasso, seconded by Kathy Michalski to accept the minutes. There was no discussion. The motion was passed with all in favor, no oppositions and no abstentions.

HESC Report – Lisa Simpson

A complete report is attached to the end of the minutes.

- Very shorthanded at HESC; many retirements
- Training of new staff is on-going
- The following items were highlighted from the complete report
 - **TAP Processing Timeline for 2017-2018** was presented
 - FAFSA link to TAP will be available October 1 2016
 - 2017-2018 processing will begin October 3, 2016

- Estimates will be available October 4, 2016
- Using Prior prior year
- Information will be available on line, not on rosters
- If additional 2015 documents were requested this year, will have to resubmit to HESC for 2017-2018 as prior year data cannot be imported
- Special Circumstance Events such as death, separation, divorce: event must occur in 2017 to be used and will pro-rate 2015 income
- Five year and remedial question will be updated by Student Record Maintenance, not by student applicant.
- Some data items will be moved on the web application
- Uploading of requested documents is more efficient since item is directed to an individual at HESC

Question: What is the due date for college data fom? Will be March 31, 2017.

- Get On Your Feet (GOYF) Loan Forgiveness
 - More intuitive application process
- Aid For Part-Time Study (APTS)
 - Working on allocations then training will resume
 - Webinar training format works best

Comment: SUNY TAP estimator should be similar to HESC estimator results. Also, may add statement to award notice that if attending a different institution estimate could be higher/lower.

President's Report- Kerrie Cooper

- **NASFAA/EASFAA/NYSFAAA Event**
 - Held on May 11th at NY University
 - Introduction by Martha Cantor
 - Discussion on trends/predications in loans
 - Exploring intersection of tuition and financial aid (whether one drove the other)
 - Policy perspectives
 - Institutional responsibility in responsible borrowing and financial literacy
- **EASFAA Report**
 - June 12-14, 2016: EASFAA retreat
 - Only meets 3 times per year
 - Started with strategic plan (Kerrie co-chairing with Greg Davis/Champlain College in Vermont) developing survey and analyzing data
 - Training, membership and state collaborations discussed as input for Strategic Plan
 - New president is from Brown; will attend NYSFAAA in October and will be at Executive Council meeting then
 - Past president reviewing Policies & Procedures – some things don't match current practice
 - Other state reports (interesting items)
 - Not all states use president as the representative to EASFAA, but have different elected officer serve
 - Maryland does a lot of community service events
 - Workshops on religious diversity and racial diversity (more of professional development than training)

- Puerto Rico sponsoring university president's forum: expecting @ 100
 - New Hampshire developing training with other offices such as registrar
 - Vermont – cancel next conference since EASFAA is there in Burlington in close time to EASFAA
- Update from Morgan Stanley
- 2017 conference in Burlington; any conference topics give to Kerrie
 - (2018 NASFAA Conference is in San Diego)
- Training Committee thinking to purchase some of NASFAA credential modules. Some states are also thinking of purchasing them as part of their State Training. EASFAA would purchase and offer to sites in NY to EASFAA members.
- Wants to do more webinars; and should complement rather than duplicate other associations and coordinate dates
- Membership: numbers going down because not a lot of training in past years, possible issue with on-line memberships (receipts without payment, etc)
- Budget planning
- Discussed membership due increase
- Fall meeting in Rhode Island: early October
- Talked with Government relations: how do committees work and do they have any requirements.
- Kerrie looking for regional representatives for both federal and state advocacy. Please encourage involvement.

.President-Elect's Report –Darrin Rooker

- Election Committee
 - 265 voted: 3 new officers
 - Adrienne King: First Vice-President
 - Howard Leslie: Second Vice-President
 - Kelly Henry Kelly: Secretary

Motion: A motion was made by Melanie Williams-Bethea, seconded by Todd Moravec to destroy the electronic ballots. There was no discussion. The motion was passed with all in favor, no oppositions and no abstentions.

- Governance Committee is working on the annual assessment of the Long Range Plan
 - Highlights of the report
 - Utilized statewide committee surveys, executive officer comments, talked with individual members
 - Overall NYSFAAA has done a good job
 - Mixed results within the report
 - Committee members are: Darrin Rooker, Scott Atkinson, Irv Bodofski, Anne Barton and Gina Soliz

First Vice-President's Report- Jan Scheutzow

- Membership
 - The goal of 1325 has been exceeded with 1340 members
 - 62 2016-2017 memberships have been received (34 new and 28 renewal)

- There are still some outstanding invoices for 2015-2016; some may be tied to webinars. There was a discussion at EASFAA to verify that membership is paid before viewing webinars

Question: Some leeway is given on the earliest webinars for viewing prior to payment since the dues deadline is the Conference. There should be a way in the system to exclude members if they are unpaid. Adrienne King responded that she does believe this is being done as she receives phone calls from those who can't view the webinar.

Question: What is consequence of non-payment? Answered: Individual can't log in as themselves to webinar and loses email.

Second Vice-President – Howard Leslie

- Novice – update tomorrow
- Statewide Training – Kristina DelBridge
 - Very successful
 - 14 webinars were held this year; 7536 people trained
 - 2848 trained on prior prior year: 1673 live and remaining viewed later
 - 63% watched in groups so nearly 3000 were trained with a single webinar
 - Jim Briggs's webinar was also successful
 - Trying not to overlap with other training offerings
 - Quality assurance did not do as well as they would have liked
 - September 21st webinar: Brett Lief and Justin Draeger will discuss financial aid under Trump or Clinton administration. Howard has reached out to Misty Parkinson to have pre-conference topic on prior prior year
 - Sonya Griggs wants to have a FAFSA training webinar at the end of September for training financial aid professionals.
 - Site is not available until September 28/29.
 - Webinar will focus on FAFSA completion rather than prior prior year.
 - Sonya can come up with format and Training Committee will produce it. It can be a public service webinar.
 - Comment: could promote the webinar to affiliate members.
 - Is it a good idea to use a webinar to promote the conference? Consensus is yes; topic to be decided. There was a concern about having 2 webinars so close together and so close to conference.
- Dates for Regional Meeting/Webinars were suggested as: November 18, 2016 (Friday) and February 10, 2017 (Friday)
- Howard is negotiating with Jim Briggs and his new company: details to follow

Secretary's Report – Kathy Flaherty

- School Outreach – Sonya Griggs
 - Planning with Susan Nesbitt Perez (CICU) to host 60 Hempstead NYGEARUP students at Molloy (July 7, 2016)
 - Conference call with site coordinators of NYGEARUP to be scheduled at the end of the summer.
 - Getting lots of call statewide regarding workshops in October
 - Working with Scott Atkinson and BJ Revill to have a FAFSA completion event tied to Conference this fall
 - SUNY Financial Aid dates are tentative for October 15 and November 12, 2016

- Regions are moving College Goal dates to the fall and trying not to conflict with other activities
- College Goal this year will push to have each region be responsible for their own dates.
- Some remaining funding from previous years will be used to produce "My Financial Aid Passport" to note user ids, passwords, etc
- Looking for ideas to replace the Guidance Counselor Workshop wall charts
- Lisa Simpson is working with guidance organizations to have NYSFAAA provide guest speakers for their events rather than hosting the events. Lisa indicated the counselors have been very responsive to this format. Currently, any financial aid topic can be discussed to qualify for funding.
- Technology, Innovation and Communication
 - Requested input from regions as to website areas needing attention
 - Will get further input on the website from a membership survey
 - Budget request was submitted, including a request for funds to improve website
 - Anticipate requesting a mock-up of updated site from ATAC during the Fall 2016
 - Continued efforts to involve membership with social media and blog

Treasurer's Report - Kerry Lubold

- Budget vs. Actual report and Balance Sheet were distributed for review.
- 2014-2015 audit results were distributed for review.
- June revenue sharing checks were mailed last week to the regional treasurers.
- Our trademark has been published at www.uspto.gov under serial number 86871805.
- First Niagara Bank is merging with Key Bank, should mostly only impact treasurer activity.
- Both of our investment portfolios have been transitioned to the new investment program. The new program is more index based (vs. the previous program that focused on mutual funds). Current summaries are available for review from the Treasurer
- Committee – Development – Tami Gilbeaux will speak later during this meeting.
- Committee – Scholarship – No report.
- Committee – Budget – Conversation to follow.
- **Auditors' Recommendations:**
 - **Reserve Fund**
 - Based on the following recommendation:

This fund's purpose is to be able to provide a year's worth of the Association's expenses, which are about \$250,000. In each of the last three years, there has been about a \$10,000 shortfall between the Association's expenses and annual membership dues. As of December 31, 2015, the Association maintained a Cash Reserve balance of about \$250,000 as well as a long term investment portfolio of approximately \$265,000. The Investment Committee met on February 1, 2016, with our Financial Advisor, Robert Bell of Morgan Stanley. Mr. Bell had several recommendations for the Association regarding its reserves. Given the stability of

membership, the first suggestion was to set aside \$50,000 of the Cash Reserves in short term Certificates of Deposit as a 5 year safety net for the annual shortfall. The remaining cash would stay in the operating account. Mr. Bell also suggested some changes to the long term investment portfolio. It has grown enough where it could fund an entire year's expenses. As such, he suggested the Association consider changing the portfolio to become more conservative, with its goal to grow closer to the rate of inflation. In addition, Mr. Bell presented a proposal to upgrade the investment program from one that solely uses actively managed mutual funds to one that can incorporate index funds as well. The proposal will result in a portfolio that reflects the involvement of the Association in a more balance portfolio with greater diversification, at a significantly reduced cost. This process will also satisfy the due diligence and oversight suggested by our auditors.

Motion: A motion was made by Amy Thompson, seconded by Rob Zasso to transfer \$50,000 from the NYSFAAA Reserve Fund to short term CDs as a five year safety net

Discussion followed where the following points were made:

- Will earn higher interest than a checking account
- The checking account balance will still be healthy if funds were moved to CDs
- CDs would have staggered maturity dates
- NYSFAAA expenses are cyclical
- If the funds are transferred, at the maturity date, decision will be made to cash in the CD or reinvest with the idea to reinvest at a higher rate of return
- The decision to be made at maturity is a good task for an Investment Committee

A vote was called: the motion was passed with all in favor, no oppositions and no abstentions.

Motion: A motion was made by Kerry Lubold, seconded by Sonya Griggs to ask Morgan Stanley to explore changes to the NYSFAAA investment portfolio to become more conservative with a goal of growing closer to the rate of inflation

Discussion followed where the following points were made:

- Robert Bell can bring a proposal to Executive Council for discussion
- NYSFAAA's current investment strategy is moderate
- The national recommendation is to have a year's worth of income in reserve
- Will better protect the NYSFAAA investments
- Follows the current Policy and Procedures

A vote was called: The motion was passed with all in favor, no oppositions and no abstentions.

- **Scholarship Fund**

Based on the following recommendation:

The Association has been providing scholarships in the amount of \$7,500 per year. On average, \$2,000 of this has come from members donations, while the remaining \$5,000 has come from a Scholarship Fund. This fund is comprised of a cash account of \$15,000 and a long term investment portfolio valued at approximately \$200,000. The cash amount represents 3 years' worth of scholarship. Given the value to which the Scholarship fund has grown, Mr. Bell proposed tailoring back the risk of the portfolio to one more focused on keeping pace with inflation. His proposal would have the same benefits as his suggestions with the Reserve Fund portfolio through risk reduction, greater diversification, and significant cost savings.

Motion: A motion was made by Kerry Lubold, seconded by Rob Zasso to transfer \$50,000 from the NYSFAAA Scholarship Fund to short term CDs as a five year safety net.

There was no discussion as it was agreed that the points were the same as made previously with the Reserve Fund

A vote was called and the motion passed with all in favor, no oppositions and no abstentions.

o **Ad Hoc Investment Committee** (tabled from previous meeting)

Based on the following recommendation:

Investment Committee

Purpose: The Investment Committee will serve as fiduciaries of the NYSFAAA investment accounts. The committee provides oversight of NYSFAAA's investment funds; coordinates regular review of the portfolios; shares relevant information with executive council and the membership on the health of our accounts; and makes recommendations to executive council regarding asset allocation and risk strategy.

Reports To: Treasurer

Duties:

1. To perform an annual review of our reserve and scholarship funds in consultation with our investment group.
2. Convene a meeting (in person or remotely) annually to go over any updates and significant changes in our portfolios.
3. To report to Executive Council pertinent investment information.
4. To provide an annual report to the membership of the status of our investments.

Membership:

1. The chair is an active member appointed by the President or Treasurer.
2. Additional committee members include the President and Treasurer; Treasurer-Elect or Past-Treasurer; at least two current members of executive council; and up to two additional members who may be active, associate or retired.

Tenure: All committee members are appointed to two year terms and are renewable.

Kerry made the following points:

One additional recommendation from the meeting with Morgan Stanley which was strongly supported by participants was the establishment of a standing investment committee. The standing committee will support our responsibility of maintaining oversight and awareness of our investments. It will also help us with several goals outlined in the long range plan.

I am requesting approval for an Investment Committee. Reading our governing documents, it was unclear to me if the approval needs to come solely from the President or from all of Executive Council. If the establishment of a standing investment committee is approved, the following description is being presented for approval into our Policy and Procedures Manual:

Investment Committee (Morgan Stanley recommendation)

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Membership:

1. The chair is an active member appointed by the President or Treasurer.
2. Additional committee members include the President and Treasurer; Treasurer-Elect or Past-Treasurer; at least two current members of executive council; and up to two additional members who may be active, associate or retired.

Tenure: All committee members are appointed to two year terms and are renewable.

Qualifications: All committee members should have an interest in providing fiscally responsible oversight of NYSFAAA's investments with deliberate effort towards serving and promoting the purposes of the Association outlined in our Constitution.

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Motion: A motion was made by Kerry Lubold, seconded by Todd Moravec that NYSFAAA establish a Standing Committee on Investments

Discussion followed where the following point was made:

- This committee is currently found under the Budget and Finance Committee

A vote was called: the motion was passed with all in favor, no oppositions and no abstentions.

Kerrie Cooper will discuss the recommendations with Kerry Lubold and will appoint members to the Committee on Investments.

Thank you to those involved: Kerrie Cooper, Amy Thompson, Todd Moravec, Rob Zasso, Darrin Rooker, Tom Dalton and Kerry Lubold.

- Budget Discussion- Kerry Lubold and Susan Godreau
 - Budget discussion included a line by line review of income and expenses.

Motion: A motion was made by Susan Godreau, seconded by Kathy Michalski to approve the proposed 2016-2017 NYSFAAA balanced budget as amended on June 27 2016

There was no further discussion or questions

A vote was called and the 2016-2017 NYSFAAA budget was approved with all in favor, no oppositions and no abstentions.

Executive Council was concluded at 4:53 pm on June 27, 2016

Executive Council was reconvened at 8:08 am on June 28, 2016

Old Business

Novice Training- Theresa Weimer

- 78 out of 79 registrants attended
- Sunday through Thursday was the new format
- Lisa Papke is collecting survey feedback. Anecdotally, folks are pleased.
- Mt St Mary's is evaluating their pricing after this year. Novice may renew the contract for next year.
- Still waiting for payment from some
- Comments: good time, will ask for any special accommodations on the next registration form

Question: Are the names of the attendees sent to the regions and the Mentor Committee for follow-up? Novice will follow-up with Dawn Langdon (Mentor Chair and regional chairs).

Question: were the attendees new to aid? Yes, most were; some from Vermont and Connecticut were from the Admissions/Enrollment areas

Comment (Lisa Simpson): Not feasible to put the manual on line as it could be copied. However, Ajana Wilkinson (staff) will consult with TICC to see if the manual could be available in a password protected area of the NYSFAAA website. The manual is copyrighted

Conference 2016- Vince Scalise

- o Conference committee met yesterday
- o Deadline is July 15 for finalizing program
- o Vendor room is set; room will hold up to 30 vendors; vendor fee is \$400/table
- o Ventilation at Turning Stone is much improved
- o Registration will be up @ August 1, should include program
- o Entertainment: photo booth on banquet night; dinner theatre; cocktails will be in showroom; dinner theatre characters will mingle at that time, followed by dinner and awards; then back to show room to conclude the show
- o Dining options and day trip information is being gathered
- o Publicity: keynote speakers were announced (Leigh Bove will start with entertainment publicity, then program publicity)
- o Charity is St Peter's Soup Kitchen in Rochester (Anne Barton, coordinator)
- o Goal is 250 full registrations
- o Room reservations by September 16 only by phone and open now
- o Shuttles will run from Syracuse: Region 3 will help with transportation. Sonya will speak with Scott
- o Hotel Reservation deadline expected to be mid-September

Question: is prior prior year on the program

The September 21 **Statewide Training** will include a Conference update.

- Room rates for Turning Stone are available on the site. Must request non-smoking
- Registration fee is \$350. Does Executive Council want late or early bird fee?
Recommendation: make \$350 early bird fee and \$375 as regular fee

Motion: A motion was made by Vince Scalise, seconded by Rob Zasso to have an early bird conference registration fee of \$350 and after certain date go to \$375(with a friendly amendment to coordinate with room reservation date)

Discussion followed with the following points:

- Some schools have later budget year start-up dates
- Coordinate dates with hotel deadlines or several days earlier
- This is a registration date, not a payment date

The friendly amendment was added to the motion:

Motion: For the 2016 Fall NYSFAAA Conference there will be an early bird Full Conference Registration fee of \$350 and a regular Full Conference Registration fee of \$375 after September 16 (room reservation deadline).

A vote was called: the motion passed with all in favor, no oppositions and no abstentions.

Review of Long Range Plan – Darrin Rooker

The full report is attached to the end of the minutes.

The following are highlights by topic

- Communication and Technology
 - Pictures of representatives on the website are helpful although many members are camera-shy
 - Regions need to update activities and minutes on the website
 - Government relations activities should be noted
 - Areas needing attention: get website more user friendly; quick links to things like membership directory
 - A review of all items for password protection
- Fiscal Stability
 - Audits are completed in timely manner
 - Audits are now up to date
 - Executive Council is now able to submit balanced budgets
- Advocacy and Public Policy
 - Strength in being recognized by partner organizations for TAP changes
 - Value in providing a TAP solution that involved no additional cost
 - Value in providing technical information to effect a TAP change
 - New York was a leader in the advocacy effort to produce a 2-year extension of the Perkins loan program
 - More effort is needed in encouraging members beyond Executive Council to be active in these efforts
 - SUNY has a Task Force on TAP which NYSFAAA can partner with to advocate for some other TAP white paper issues
- Training and Leadership
 - NYSFAAA must be ready to support training needs that develop on the national, regional and state levels.

- Recent leadership changes are a positive trend in developing a broader group of future leaders
- Outreach
 - Areas needing attention are mentoring; leadership roles; government relations and director listserv for conversation
- Overall
 - Common themes include having active, involved members; participation; some committees were not aware of the assessment process or that they had goals and objectives to achieve.
 - Does the Assessment Committee have recommendations on how to get members to be active? That should be part of the leadership's setting of NYSFAAA's goals for next year
 - Question about how the Mentoring Committee works with participation. It was answered: NYSFAAA can do more. The Committee is currently trying to find a direction and Kerrie is taking suggestions for a co-chair.
 - Comment: Some Committees need more direction which will be given through the President's goals in the future. Other Committees have one main activity and meet once a year to accomplish this.

Setting 2016-2017 Goals and Objectives – Kerrie Cooper

- Looking for review and approval at the August meeting
- Comment: Goal should not be to maintain a relevant website but that could be an objective to a goal of retaining membership. Strategies would then be set to achieve the objectives and ultimately the goals.
- Discussion continued to set three main goals for the coming year keeping in mind the current mission/vision (purpose)
 - NYSFAAA Goals:
 - Support membership
 - Retain current and increase
 - Professional development
 - Support Advocacy
 - Training to become advocate
 - Develop advocacy strategy
 - Increase participation
 - Increase Outreach
 - Training to community based organizations and associated groups
 - Training new members to be presenters
 - Build and enhance new relationships with organizations
 - Recruit regional membership to outreach committee

Kerrie Cooper and Kathy Flaherty will draft Goals and Objectives for comment by Executive Council. Darrin Rooker will lead a session at the Conference to explain in more detail the Long Range Plan. Executive Council and Committee Chairs will be included in the session.

Development Committee – Tami Gilbeaux

- Committee includes LaSonya Griggs, Mary Ellen Chamberlain, Max Flint-Morgan and Tami
- Research has found some scholarships for students that would support our goals but

- Recommends that NYSFAAA not renew database subscription since it was not productive
- Has been in discussion with Howard Leslie about funding for webinars. NYSFAAA can't charge for webinars to get federal presenters, so the idea is to market the webinars to other states and have them become NYSFAAA members to participate
- Committee is asking for direction from Executive Council on how to increase revenue and where to go.
- Comments:
 - Currently exploring options with other states on how to include them and track them for webinars. Coordination with EASFAA training and Conference presentations is essential.
 - Allow EASFAA membership discount for NYSFAAA members and vice versa
 - Set a limit for maximum number of webinars that another member can attend; people will shop around for best membership value
 - New York member would be required to be NYSFAAA member first
 - Set price structure so that webinar access alone would cost more than the NYSFAAA active membership
- Kerrie will set up Ad Hoc Committee of EASFAA member, Adrienne King (Membership chair) and other NYSFAAA members to discuss and explore the options
- Jan reported that in the membership database of 1376, 1305 are New York members and 71 are out of state members

Request for Exemption from Alcohol Policy

Executive Council received a request from Regions 6 and 7 for an exemption from the NYSFAAA Alcohol Policy so that alcohol could be consumed at their Summer Meeting/Outing on the Spirit of New York Cruise on June 24, 2016. The package for the day includes 2 drinks (beer, wine or soda) which is included in the per person cost. Since the request was received on May 27, 2016, between regularly scheduled Executive Council meetings, Kerrie Cooper, President, submitted the request to Executive Council for discussion and a vote via email. A vote was taken and the exemption was approved by a majority of Executive Council on June 17, 2016.

New Business

Request from Technology, Innovation and Communication Committee (TICC)

- Lea Nuwer

Motion: A motion was made by Kathy Michalski, seconded by Rob Zasso to consider the following request received from the TICC Committee:

"We are asking to be realigned with the training committee under the 2nd VP. We work very closely with training, and we feel our mission fits with professional development and outreach as listed in the Constitution. We feel this is the proper long-term placement for TICC, so please know that this request is not solely based on our fit under Howard's watchful eye; this is where we believe TICC can thrive."

Discussion followed and the following points were raised:

- Scott Atkinson was contacted by Kerrie Cooper for a history of this change. Scott indicated there were 2 original committees: Technology reporting to the 2nd Vice-President and Communication reporting to the Secretary. He realigned the Organizational Chart to even out the assignments under each officer
- Can another assignment be shuffled to balance assignments to officers
- Kerrie will look at the charges to each Committee
- Novice is training activity and should be assigned to the 2nd Vice-President
- The purpose of the TICC as described in Policy and Procedures is, "(1) To facilitate effective communication between the Association, the membership and the public; (2) To ensure that NYSFAAA remains current, relevant and connected by utilizing the most recent technological and innovative methods possible; (3) To assist the Association, its regions and its various committees and other constituents by providing technological means to assist with communication, information dissemination and training efforts."
- How would moving this Committee enhance the professional development of who reports to the 2nd Vice-President
- The Committee should align with the office, not with the person who holds that office
- Should Conference and Graduate concerns be assigned to the Secretary?
- Committee chairs are appointed by the President
- Committees' purpose and function are part of the Policy and Procedure Manual
- Don't separate Communication from Technology and Innovation.
- EASFAA model: the Training Officer handles training and technology supports that effort
- Howard was asked: what do you mean "get hands back on group"? No specifics were given.
- Long term we should mentor others to take on the jobs

Motion: A motion was made by Diane Donohue, seconded by Margaret Christian to table the vote pending further discussion.

Discussion followed where the following points were made:

- Both TICC Co-Chairs should be asked to present their rationale.
- Governance should have input before a change is made

A vote was called: the motion was passed with 13 in favor of tabling the vote pending further discussion. There was 1 opposition and no abstentions.

Institutional Membership

- As this question is being raised again a task force under the Development Committee will be assigned to research this topic.
- Regions have access to a list of Financial Aid Directors from their region through the regional membership representative

Regional Reports

Reports are attached to end of these minutes. Other items presented were:

Region 1: Can a biography box (for award nominations) be added to the membership application

Region 2: Conference reports needs to be updated on website

Operational Calendar

- Nothing urgent for today

Future Meetings

August: Wednesday, August 17, 2:00 – 4:00 pm (remote)

Officers' Planning Meeting- TBA

October 17-18, 2016 Turning Stone, Verona

As there was no further business a motion was made by Todd Moravec, seconded by Rob Zasso to adjourn the meeting. The meeting was adjourned at: 11:55 am



ANDREW M. CUOMO
Governor

**HESC Update
June 2016**

TAP Processing Timeline for 2017-18

- **October 1, 2016-** Students will be able to submit their TAP application.
 - Confirmation page of the FAFSA will provide a link for NYS students attending a NYS school to apply for TAP.
 - TAP awards will use prior prior tax information for processing (2015 tax information) for the 2017-18 year, the same tax data used to file the FAFSA.
- **October 4, 2016-** Upon approval, students will receive notification of estimated TAP awards. The awards will show a message that the award is an estimate until the 2017 NYS budget passes.
- **October 4, 2016-** Schools will be able to see awards for their students for 2017-18 online.
- **October 7, 2016 -** If the student's application is incomplete, an email will be sent requesting further information. Request for Information (RFI's), Change Forms and Residency Questionnaires will be sent to students as applications are processed.
 - For income adjustments allowed for death; permanent and total disability; and/or divorce or separation, proration will be on the 2015 tax information;
 - For adjustments, the reported date for any reason mentioned above must have occurred between January 1, 2017 – June 30, 2018.
- **Mid October, 2016-** HESC will begin verifying tax information with NYS Tax and Finance
- **October 31, 2016-** Residency denial emails will be sent.
- **January 1, 2017-** College Data survey will be sent.
- **January, 2017-** Reminder emails to apply for TAP will be sent.
- **January 2017-** Customized reports will be available.

- **February 2017-** The Student Status Listing (SSL) with actual award figures will be available to schools.

***** Please note-** For 2017-18, the 5-year or remedial program question will no longer be displayed. If students are in one of these programs, it is the responsibility of the school to add to the students account.

****** The school must go online to student record maintenance to make the change.

****TAP on the Web-** The order of questions for TAP will change slightly. The marital status and date will be moved to the income section.

2016-17 Application Changes

The 2016-17 TAP application no longer contains prefilled information regarding the parent's or spouse's name and social security numbers as a result of additional security safeguards. This information must be entered directly on the application.

For 2016-2017, applications will now ask for the social security number or the tax ID number (TIN) for parents and spouses.

If a student identifies themselves as a graduate student or graduate veteran for all terms, the system will skip the parental information section of the application and only ask for information related to independent students.

Supporting Documentation

In an effort to provide ease of data collection, students and families will now 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

New York State 'Get on Your Feet' Loan Forgiveness Program (GOYF)

The Get on Your Feet Loan Forgiveness Program Application is available and has been improved to be more intuitive. Students who do not qualify will receive a disqualification alert at the end of the application. It will state "that one or more of the questions you have answered indicates that you do not currently meet the qualifications for this

Program.” Students will be able to click onto the Proceed to Qualification List button that will take them to a page that describes the qualifications for this Program. Or, the student will be able to start a new application by clicking the Proceed to Program List. Students who do not want to start a new application will click on the close button.

Students who have graduated with a graduate or professional degree are not eligible for the GOYF program. However, an undergraduate recipient can subsequently enroll in a graduate or post-graduate program and continue to be eligible to receive their payments when they are again in active repayment.

The awards will equal the amount of the recipient’s current monthly payment under the income-based repayment plan. Payment will be made for up to 24 months and will be paid directly to the borrower’s Loan Servicers. Yearly recertification will be required to ensure the recipient continues to meet the eligibility requirements of the program.

NYS Masters-in-Education Teacher Incentive Scholarship Program

The NYS Masters-in Education Teacher Incentive Scholarship Program application is available and the deadline to apply is July 10, 2016.

The Masters-in-Education Teacher Incentive Scholarship Program provides a full tuition scholarship to a State University of New York (SUNY) or City University of New York (CUNY) college or university to students who:

- a. have achieved academic excellence in their undergraduate studies,
- b. are pursuing a master’s degree program in education, and
- c. agree to teach for five years in a classroom at a NYS public elementary or secondary school.

Up to 500 awards will be granted to new recipients annually. For the 2016-17 academic year, recipients will be chosen by rank based on the applicant’s cumulative grade point average earned for his/her undergraduate degree. Thereafter, first priority will be given to prior recipients, with second priority given to new applicants. If there are more applicants than available funding, awards will be made by lottery.

To be eligible an applicant must:

- be a legal resident of NYS and have resided in NYS for 12 continuous months;
- be a U.S. citizen or eligible non-citizen;
- have received an undergraduate degree from a college/university located in NYS and have been a NYS resident while earning this degree;
- have earned a cumulative grade point average (GPA) of 3.5 or higher upon completion of his or her undergraduate study;

- be matriculated in an approved master's degree in education program at a SUNY or CUNY college or university which leads to a career as a public elementary or secondary education teacher;
- be enrolled in such program on a full-time basis;
- not be in default on a student loan made under any NYS or federal education loan program or repayment of any NYS award;
- be in compliance with the terms of any service condition imposed by a NYS award; and
- execute a Service Contract agreeing to teach for five years in a classroom at a public elementary or secondary school, including charter schools, located in NYS.

A recipient is entitled to a maximum of four semester payments, or its equivalent, for full-time graduate study leading to certification as an elementary or secondary classroom teacher.

The program code for the Masters in Education program is 56 and the literal is GE. Recipients will appear on the 300 series roster. To be eligible for the Masters award the student must maintain a cumulative 3.5 GPA each term. Students cannot be certified until the term is completed.

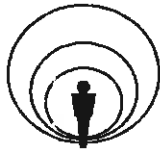
Aid for Part-time Study (APTS) Training Webinar

HESC is providing APTS training to interested schools.

The APTS training includes:

- Eligibility Requirements for Schools, including Institutional Applications to Participate and Institutional Allocations;
- Student Application Process;
- Student Eligibility Requirements;
- Good Academic Standing;
- Processing Flow;
- Payments: EFT and Refunds.

If you are interested in attending an APTS Training Webinar session, contact Lisa Simpson at 518-473-0842 or by email at lisa.simpson@hesc.ny.gov.



*New York State Financial Aid
Administrators Association*

**Assessment of the New York
State Financial Aid
Administrators Association
Strategic Long Range Plan
By the
New York State Financial Aid
Administrators Association
Governance Committee**

June, 2016

Executive Summary

The NYSFAAA Governance Committee has met and reviewed the performance of our Association in regards to the NYSFAAA Strategic Long Range Plan (LRP), 2014-2017.

The Committee utilized various documents and feedback from a number of sources in their analysis including the NYSFAAA Annual Report (2014-15), statewide committee surveys, executive officers' comments, the membership at large through individual contacts, and reviewing member's support of the association's various activities.

It should be noted that this analysis is not a statement on the effectiveness of the Association or its leadership, but rather an evaluation of progress as it relates to the LRP. It is hoped that in many instances, these would be congruent particularly as we advance further into the years covered by the LRP.

Generally, it is the opinion of the Governance Committee that NYSFAAA has done well in conducting many of the activities it has undertaken over the last year. Significant efforts and achievements are noted in the areas of aid programs' advocacy, communications, development, and training. The continued vigilance in the area of fiscal management is also noted; evidenced by a balanced annual operating budget and timely audit submissions.

There were areas identified where there have been mixed results or where further improvement is needed:

- The need for a greater number of "involved" active members was a consistent theme of all areas responsible for supporting the mission and operations of the association. Executive Council should find ways to communicate the importance, and duty, of member participation.
- Although there have been constant efforts in terms of advocacy, particularly in regards to TAP program issues and the Federal Perkins Loan, this must become a statewide undertaking at the individual or regional level rather than the Association relying on the Executive Council or a few representatives of the Government Relations Committee. It may also be helpful for the Government Relations Committee to present regular sessions at the annual conference on this topic.
- The Association's Novice Workshop provides an excellent opportunity for training and mentoring. However, there is a disconnect afterwards where there is no immediate mentoring taking place and where these persons are not permitted to attend regional meetings or other training activities. It would seem that the assignment of mentors needs to be done by the time of the actual Novice Workshop so that this relationship can be established immediately upon completion.
- The development of annual goals and objectives to support the Association's initiative as detailed in the LRP has been undertaken by the President and Executive Council, but not been by the standing committees. This must be done each year with an assessment done in the following year's annual report.

Respectfully Submitted,

NYSFAAA Governance Committee

Darrin Rooker	New York Chiropractic College, Chair
Scott Atkinson	The College at Brockport, State University of New York
Irvin Bodofski	SUNY Upstate Medical University (retired)
Anne Barton	Inceptia
Gina Soliz	Colgate University

Communications and Technology

Communications and Technology is crucial to the success of our organization. This interaction must take place not only among our members but with government and other agencies/associations. A review of NYSFAAA's effectiveness in this area reveals both significant achievements as well as room for improved performance.

Feedback from Membership:

- Website not current
 - Statewide and regional officer pictures not on the site
 - Executive Council, Statewide Committees and Regional meeting minutes missing
- Website navigation needs to be more user friendly
- Need to expand/utilize technology capabilities
 - QR
 - HTML email
 - Facebook
 - LinkedIn
 - Twitter
- Blog needs to be used for both exchange of ideas/best practices
- Need to recruit more technologically savvy members to participate
- Need to publish agendas in addition to times and location of Executive Council
- Encourage Executive Council members to bring a guest to meetings to encourage involvement and groom future leadership
- Posting of Executive Council and Committee minutes and activities needs to be timely to engage membership

Areas of Strengths:

- Affiliate membership which allows colleagues in other fields to receive our communications and participate in our training and other events
- Revamped website including a blog which provides better mechanisms for improved communication with the membership and external organizations
- Assistance from the Technology, Innovation and Communications Committee for various activities and functions of the Association. Training sessions have also been provided to the Executive Council and other groups as requested
- Public announcement of locations and times of Executive Council meetings to allow attendance by the general membership Outreach to the public through events such as College Goal New York, High School Counselor Workshop, Support Staff Workshops, high school presentations, etc., conducted regularly and frequently throughout the year
- Communication with government or other agencies regarding current or needed regulatory changes have been frequent and constructive Example: The successful change in the income base year for the TAP program.

Areas Needing Attention:

Website content should be updated on a more regular basis to enhance information dissemination and communication

- Items such as the NY Buzz, the Calendar of Events are seldom used

- Information such as the Policy and Procedures Manual, Executive Council minutes, committee activities, Constitution and By Laws are not updated on a regular basis
 - Website navigation is not intuitive and certain topics are hard to locate
 - Frequently used areas and tools on the site should have quick links from the homepage
- Executive Council agendas should be sent via the listserv or be posted to the website in addition to meeting notices
- A review should be done of all items to determine which should require password protection. All other items should have public access Greater engagement of our affiliate members should become a goal
- There is a lack of goals and objectives established to support Communications and Technology

Fiscal Stability

To assure that NYSFAAA can continue its mission of providing training for its members, conduct outreach to students and parents, and to continue its advocacy role the Association needs to be financially solvent. NYSFAAA can no longer rely only on revenues from its membership dues and annual conference profits to support our training, outreach and advocacy efforts. NYSFAAA needs to look to outside sources of revenue to support its activities and increase fund reserves.

The following is a summary of comments requested from several NYSFAAA members. I also solicited input from the present Budget Committee.

-

Areas of Strength:

- An annual balanced budget presented to the Executive Council for its review & approval.
- Annual audits completed in a timely manner.
- Executive Council's diligence in the management of the Association's resources.
- Solicitation of vendor support following all pertinent legal guidelines.

Areas Needing Attention:

- Explore new revenue sources for NYSFAAA.
- Explore opportunities through grant writing.
- Offer training opportunities in grant identification & grant writing for interested members.
- Assist the Conference Committee in identifying potential vendors for the annual conference.
- Create a list of foundations & submit applications for sponsorship.
- Establish an investment committee to monitor the investment portfolio & make recommendations to Executive Council.
- There is a lack of goals and objectives established to support fiscal stability.

Training and Leadership Development

Training and leadership development is an integral part of NYSFAAA. It is one of the key components to sustainability. NYSFAAA training is inclusive of all levels of higher education offerings at all the institutions of our member's (undergraduate, graduate, professional, public, private and for profit). NYSFAAA training is inclusive of all members or potential members of our association regardless of race, color, age, gender, sexual orientation, national origin, religion, or mental or physical disability. NYSFAAA training and leadership development is inclusive of all members of our association regardless of their membership level (active, associate, affiliate and retired).

Feedback from Membership:

- NYSFAAA provides varied training topics that reach out to many levels of financial aid experience. The state has a strong group of experts and should rely more on them than those outside of the industry or state.
- The reliance on webinars is counterproductive to bringing people into leadership roles. If every regional meeting was focused on a training module then maybe more members would attend a local venue.
- Every statewide committee needs new members. There has been little or no outreach to invite emerging leaders to statewide events. Should committee work be redesigned to be less onerous by creating task forces that address a few issues in a compressed timeframe? An Executive councilperson's responsibility should be to mentor replacements. Councilpersons should have more of an active role at the regional level beyond delivering the Council report.
- While NASFAA and EASFAA training modules are useful, they may diminish the need to be a NYSFAAA member. NASFAA and EASFAA modules are usually webinars which is not always conducive to identifying or encouraging new leadership.
- We use technology well. It is both a strength and a weakness. While it delivers good training, it isolates members from each other. It doesn't encourage people to attend meetings and is not effective for leadership development.
- Some of those who always volunteer must step aside for others to participate. We need to develop a leadership academy that helps new members realize the role of leader is not as daunting as the mythology implies.
- The annual conference is the best way to gather and inspire the membership. The agenda must be strong and challenging. Sessions should be developed that are not available at FSA, NASFAA, or EASFAA. Proportionate sessions should be tracked by experience level. It may be time to rethink the regional conference concept structure and find affordable and reachable locations throughout the state.
- Novice training is an excellent training venue and should be maintained. Novice continues to provide new leaders from its ranks.
- Continuous communication with our Novice graduates and their supervisors should be a priority of the Executive Council. There is no mechanism to keep them engaged.
- Regional meetings should have purpose above and beyond the governance of NYSFAAA. Each region should have a member on the statewide professional development committee.
- Intermediate and Director training should be as popular and offered as often as Novice. It is an excellent training for future directors on campus and a way to identify new leaders.

Areas of Strength:

- NYSFAAA's specific niche on what training to provide has changed over the past several years, with changes in the training offerings of NASFAA and the establishment of solid federal training. NYSFAAA needs to continue to annually evaluate the training needs of the membership, and be ready to be a flexible training resource.
- NYSFAAA must be ready to support training needs that develop at the national, regional, and state levels. The Professional Development Committee should be actively working with NASFAA and EASFAA to develop training activities. The Professional Development Committee should use available technology to ascertain what training is needed and how to deliver said training. The Professional Development Committee will need to evaluate and understand the effectiveness of training provided electronically versus in person, to make sure we provide the best potential for success.
- The annual conference will continue to be our largest annual training event. We must continue to provide a strong conference program and post the program to our membership as soon as possible. Novice training should continue to be the main training vehicle for our new colleagues.
- Recent leadership changes are recognized as a positive trend in the direction of involving a broader group of future leaders. Some examples: Novice Training Committee leadership change, as well as many new Region Representatives on the Executive Council.

Areas Needing Attention:

- Executive council should seek potential leaders from the regions to put on state wide committees.
- NYSFAAA should always enlist members to serve as committee members, presenters, and site facilitators to maximize opportunities for professional involvement and development.
- Novice graduates should be actively recruited to serve on a committee upon graduation.
- NYSFAAA should add intermediate training options that encourage attendees to seek positions as directors.
- There is a lack of goals and objectives established to support training and leadership development.

Outreach

NYSFAAA's mission is to advocate for students and to promote equal access to post-secondary education. To be successful in our mission, we must encourage active membership among financial aid professionals, associate membership among colleagues in fields related to financial aid, and welcome members who were once directly involved in financial aid administration but who are now retired.

The following is a summary of comments solicited from several NYSFAAA members, some from currently very involved members and some from those who have not recently been involved in NYSFAAA activities. It is my belief that we need to gain the insight and perception of various NYSFAAA members when evaluating our effectiveness in the goal of outreach.

Feedback from Membership:

- Outreach to get new members involved is not visible IF it is being done at all
- Leadership/involvement seems to be the same people serving all the time

- Insufficient efforts are being made to promote the value of NYSFAAA membership
- Webinars are FANTASTIC!
- NYSFAAA needs to encourage face to face participation – electronic is nice but does not compare to personal interaction

Areas of Strength:

- Maintaining and increasing membership
- Outreach to affiliate members
- Professional development
- Outreach to students and families

Areas Needing Attention:

- Mentoring new members
- Leadership role in reaching out to solicit new volunteers and follow up to ensure involvement
- Leadership role in encouraging members to take on leadership roles
- Government relations committee outreach to legislators
- Creation of a DFA listserve to encourage camaraderie and recruitment of new members

Region 1 Report

NYSFAAA EXEC COUNCIL MEETING

1. MEETINGS Held This Year

Date and Location: April 21, 2016 – Joint meeting with Region 2 at GCC

Attendees = 44

Topics and Training details: **HESC Update** on Prior-Prior for TAP, NYS Standardized Award Letter, “Get on Your Feet” Loan Forgiveness Program, and TAP updates.

PPY – Round Table discussion on how schools are handling the implementation, PJ, Educating our students, Summer Aid, Setting up COA sooner, changes in packaging cycles, changes to Admissions/Recruitment timing.

2 Other Training events that Region was involved in : None

Example – CGNY, Guidance Counselor workshop?

3 Treasury update: No reports given

4 Committee Reports – No reports given

5 Conference news (If your region is involved in Conference planning) – Conference to be held at Turning Stone Casino and Resort on October 18-20, 2016. The program is coming along great; speakers are being booked. The various committees are hard at work planning a great conference.

6 Upcoming meetings and events – next meeting May 19th at Medaille College

7 Regional comments/Recommendations (If you region has a pressing issues that needs to be brought to the attention of Council) - None

Region 1 Report

NYSFAAA EXEC COUNCIL MEETING

1. MEETINGS Held This Year

Date and Location: May 19, 2016 – Medaille College

Attendees = 12

Topics and Training details: PPY, Support Staff Workshop, Admissions Counselors Workshop and Guidance Counselor Workshop. Region 1 will be sending out a survey to inquire what is the best day to hold meetings and how often members would like to meet.

2 Other Training events that Region was involved in : None

Example – CGNY, Guidance Counselor workshop?

3 Treasury update: Balance as of 5/6/16 is \$7454.59

4 Committee Reports – Regional Summer Outing to be held on June 23, 2016 at Buffalo Bisons Baseball game. Includes lunch and ballgame.

5 Conference news (If your region is involved in Conference planning) None

6 Upcoming meetings and events – Summer outing June 23rd.

7 Regional comments/Recommendations (If you region has a pressing issues that needs to be brought to the attention of Council) - I had a suggestion from one of our members about possibly having an awards & bio section on the NYSFAAA website similar to what we have for the expertise section on the NYSFAAA website. It would assist other members when nominating someone for an award.

Region 2 Report

NYSFAAA Exec Council Meeting

June 27-28, 2016

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

a. Date and Location: February 26, 2016-SWT at Roberts Wesleyan College

Attendees = 31

Topics and Training details: State of the Association Update-Kerrie Cooper

State-wide Training was presented by Jim Briggs

b. Date and Location: March 11, 2016 at RIT

Attendees: ????

Topics and Training: Ramon Rodriguez presented the "Alpha Effect for Financial Aid Administrators"

c. Date and Location: April 21, 2016 at GCC (this was a joint Region 1 & 2 meeting)

Attendees= 43

Topics and Training: Roundtable discussion of Early FAFSA/PPY on campuses

d. Date and Location: June 2, 2016 at Finger Lakes Gaming and Racetrack

Attendees=14

Topics and Training: Roundtable discussion on EASFAAA Conference and what campuses are doing about Perkins for 16-17

2. Other Training events that Region was involved in :

Example – CGNY,Guidance Counselor workshop?

none

3. Treasury update: As of June 2, 2016- Regional balance is \$1,950.01 which does not include a revenue sharing check that is expected in August.

4. Committee Reports

- Membership-Deidre Strutz reported that Region 2 has 125 members. There are a couple of outstanding invoices that are being followed up on.

5. Conference news (If your region is involved in Conference planning) The speakers have been are confirmed and contracts have been signed.

- Dr. Guadalupe Quintinella is an Associate Professor at the University of Houston and who presented to NYSFAAA back in the late 1990's. She tells her story of her struggle with learning English and then goes on to college. She owes her success to a financial aid advisor who didn't give up on her.
- The keynote speaker will be Pam Sherman who writes a weekly column for the Democrat and Chronicle titled, "Urban Outlaw." She encourages engagement and get excited about leadership regardless of your level in the organization.
- Smoking is more contained at Turning Stone since our last conference so the smell should be minimal. Also the HVAC system has been upgraded.
- Adrienne King will be leading the Grad/Professional symposium which will be held from 8am to 11:30am before the conference officially kicks off at noon.

6. Upcoming meetings and events

- The first meeting for the 16-17 school year will be on September 23, 2016 at SUNY Geneseo
- New Regional officers for 16-17 are:
 - Co-chairs: Deidre Strutz from RIT and Megan Kennerknecht from SUNY Geneseo
 - Secretary: Jon Heininger from SUNY Geneseo
 - Treasurer: Nora Bell-Owens from SUNY Brockport

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

- An issue was brought forth at our June regional meeting that the website needs to be updated so that past Conference information is archived on the site. Currently 2013 is the last conference that we have access to...2014 & 2015 are not available.

Region 3 Report

June 27, 2016

1. Meetings Held This Year

April 1, 2016 # Attendees=11

Topics and Training details:

Planning details for support staff workshop, HESC update, Executive Council update from February meeting, Regional/State CGNY update, elections update and round table discussion. Topics for roundtable discussion included ideas to get more colleagues involved with volunteering, PPY, packaging and then verifying versus verifying first and then packaging, November as new financial aid awareness month and HEOP/EOP and PPY.

May 13, 2016 # Attendees=9

Topics and Training details:

Treasurer's report, Executive Council update from April remote meeting, membership update, HESC update, support staff workshop update and elections committee update. Topics for discussion included PPY, NYS award letter, unusual enrollment history and community college hopping, transcripts for UEH, NYS high school graduation requirements.

Next meeting: September 29, 2016 at Oswego Fallbrook Lodge

2 Other Training events that Region was involved in :

Region 3 held its Support Staff Workshop on Friday, June 25th at LeMoyne College. The cost to participants was \$10 per person. A continental breakfast and lunch was served. There were 39 in attendance who represented a good cross section of front line and processing staff. Many of the colleges represented either sent all of their support staff or a good number of their processing teams. Syracuse University sent 12 staff members and Cornell sent seven. Many in attendance were responsible for verification, loan processing, Pell payments and TAP certification. The agenda included the following:

LaSonya Griggs, Tompkins Cortland Community College	Federal and State Update
Vince Scalise, American Student Assistance	Loan Repayments and Options
Sara Macri, Berkeley College	Transcript Review and
Verification	
Ann Bersani, LeMoyne College	The Protection of Title IX

3 Treasury update

Current bank balance:	\$6236.83
Transactions:	Deposit of \$95
Outstanding transactions:	Payment for services to LeMoyne for support staff workshop

4 Committee Reports

Membership from April meeting:
Region 3 has 205 members.

Support staff workshop committee:

Activity listed under other training events. Members are Kevin Shults from Onondaga Community College and Amy Connors from Syracuse University.

High School Outreach:

No longer printing the wall chart but are looking to develop a document for students and parents to use. Considering a "financial aid passport" that HESC is drafting with printing costs to be covered by remaining CGNY funds. There is no more national funding for CGNY and all funds from 1516 must be spent by September 30th. Rome Free Academy and Oneida High School have already set their CGNY dates. Holding off on confirming these dates until the conference committee had determined whether NYSFAAA can host a FAFSA completion event(s) as a volunteer opportunity during the conference.

5 Conference news

N/A

6 Upcoming meetings and events

Regional meeting: September 29, 2016 hosted by SUNY Oswego at the Oswego Fallbrook Lodge

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

None

Region IV Report

NYSFAAA Exec Council Meeting

June 27th-28th 2016

1. **Meetings:** February 20, 2016 at Excelsior College. We had breakfast, viewed Jim Brigg's statewide training together and then had lunch followed by a regional meeting. The regional meeting included a HESC update by Lisa Hearley, and we also had Erika Terwilliger attend as a guest.
 - A regional meeting including a panel of schools who recently went through an audit (both Federal and NY State panelists) was scheduled for 4/22/16 but was later cancelled due to lack of interest/attendees.
- 2 **Other Training events that Region was involved in:** College Goal Sundays participation
- 3 **Treasury update:** \$8338.55 current account balance.
- 4 **Committee Reports:** Membership: 121 Associate, Affiliate, Retired and Life Member; 101 active.
- 5 **Conference news:** None
- 6 **Upcoming meetings and events:** At our last regional meeting (4/22/16) we handed out a survey to our attendees regarding interests in a summer regional gathering. The most popular suggestion for a gathering was an afternoon lunch cruise on Lake George. We are looking into the details and the most convenient month/day for our members.
- 7 **Regional comments/Recommendations:**
 - a. Members expressed satisfaction with the NYSFAAA webinars that have been offered this past year for training. The survey showed that the following 3 most popular topics that members would like to see trainings/webinars on in the future include UEH, default management and c-codes.
 - b. Strategic Long Range Plan goals:
 - i. **ADVOCACY:** We would like to increase advocacy efforts of Region IV members due to our location. Over the next year we would like to continue to incorporate guests from state legislature, SED, OSC and HESC into our meetings in order to strengthen our relationships with those agencies.
 - ii. **LEADERSHIP and DEVELOPMENT:** Over the next year we will encourage other members to attend Executive Council meetings so that they can have an opportunity to learn more about NYSFAAA. This will provide a targeted mentoring opportunity for those who may be interested in becoming future leaders within NYSFAAA.

Region V Report

NYSFAAA Exec Council Meeting

June 27, 2016

1. MEETINGS HELD THIS YEAR

Date/Location/Attendees: November 20, 2015, Berkeley College, 19 attendees
January 21, 2016, The Culinary Institute of America, 32 attendees
February 26, 2016, Berkeley College, 21 attendees

Topics and Training details:

November meeting – Statewide training event followed by regional meeting to discuss CGNY, future meetings, encourage regional reps for NYSFAAA, and Exec Council and Treasurer's reports

January meeting – Guest speaker, Lisa Simpson, gave a very informative HESC Update and answered numerous questions regarding standardized award letters and other current hot topics. Discussed CGNY, promoted state-wide training event Feb 26, asked for advice regarding future meeting topics, and Exec Council and Treasurer's reports. Following the meeting we had a delicious lunch at the Ristorante Caterina de' Medici.

February meeting – Statewide training event followed by regional meeting to discuss possible June meeting, spoke about regional reps for NYSFAAA committees including new rep for State Government Relations Committee (Kathy Gailor, CIA) and introduced our regional rep for Election Committee (Dan Robinson, Pace), gave Exec Council Report and Treasurer's report.

2 Other Training events that Region V was involved in :

CGNY events held in Region V included locations in Poughkeepsie, Yonkers, and New Rochelle. Members participated in Novice Training at Mt. St Mary's.

3 Treasury update:

As of the February 26 meeting, Region V had a balance of \$10,905.99 with pending payments of \$1,025.72 for an available balance of \$9,880.27.

4 Committee Reports n/a

5 Conference news (If your region is involved in Conference planning) n/a

6 Upcoming meetings and events

Regional officers will meet in mid-July to set dates for meetings for the upcoming year.

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

Discussion regarding PPY changes and timing of annual conference. October may be a busy time for financial aid offices that are sending estimated financial aid notices.

Region 6 Report

June 24, 2016

1. MEETINGS Held This Year

Date and Location: February 26, 2016, Fordham University School of Law

Attendees = 125

Topics and Training details:

Statewide Training at your Region: Jim Briggs, The Tax Detective

Regional Meeting/Updates

2 Other Training events that Region was involved in :

Example – CGNY, Guidance Counselor workshop?

Region 6 Support Staff Training

May 6, 2016, Phillips Beth Israel School of Nursing, NY

Attendees = 44

Topics and Training details:

- Financial Aid 101
- Apply to Qualify: dealing with Verification, CFlags, and other obstacles that may impede on eligibility
- Sources of Financial Aid
- Basic of College Cost: Developing a Plan
- HESC Training

NASFAA in NYC-May 11, 2016 at NYU

3 Treasury update:

\$2945.57 is currently available in our regional account.

4 Committee Reports

Membership Committee: Region 6 Membership as of June 22, 2016: 478

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

Region 6 will be hosting the 2017 NYSFAAA Conference in Westchester, NY October 10-12, 2017
We are establishing committees and working on developing a theme.

6 Upcoming meetings and events

Region 6/7 Summer Meeting
June 24, 2016-Phillips Beth Israel School of Nursing
8:30am-11am- Federal Update/HESC Update
Spirit of NY Cruise on the Hudson River

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

Region 7 Report

NYSFAAA Executive Council Meeting

June 27, 2016

Submitted by Amy Thompson St. Joseph's College

1. Meetings Since Last Exec Council Meeting

- a. February 26, 2016 State Wide Training hosted at NYIT
 - i. 44 attendees
 - ii. Topic: Jim Briggs the Tax Detective
- b. March 4, 2016 Regional Meeting hosted at SUNY Farmingdale
 - i. 41 attendees (bring a buddy session)
 - ii. Topics:
 1. Student Loan Repayment Strategies, presented by Joe Garzillo, Vice President, Sallie Mae Bank
 2. Post 9/11 Veteran's Education Assistance Act of 2008, presented by Richard Robitaille, Assistant Vice President of Military and Veteran's Affairs, Berkeley College
 3. We sold NYSFAAA Cookbooks and did a raffle for a free 16-17 Region 7 membership (sold 13 and raised \$130.00 for scholarship fund)
- c. June 24, 2016 : Summer Meeting (Combined with Region 6)
 - i. Topic: Federal Update: Verification, Conflicting Information and PJ presented by Zach Goodwin, Training Officer, Department of Education
 - ii. 14 Region 7 members signed up for meeting as of June 15, 2016

2. Other Training Events That Region Was Involved In

- a. College Goal NY at Brentwood High School, 91 families assisted.

3. Treasury Update

- a. \$2,540.41 balance as of June 15, 2016 per our Treasurer, Jeanine Murphy

4. Committee Reports

- a. N/A

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

- a. N/A

6. Upcoming Meetings and Events

- a. N/A

7. Regional Comments/Recommendations

Region 8 Report

NYSFAAA Exec Council Meeting

June 27, 2016

1. Meetings Held Since Last Executive Council

- 2/26/16 NYSFAAA Statewide Training and Region VIII Meeting
Location: SUNY Canton
Attendees: 11 members
Topics and Training: Networking with muffins and coffee, NYSFAAA update from Kerrie, HESC Update, and high school equivalency for TAP, Statewide training from Jim Briggs - The Tax Detective, Lunch, & then a Region Meeting
- 5/12/16 NYSFAAA Statewide Training and Region VIII Meeting
Location: Clarkson
Attendees: 12 for meeting and 15 for training and an additional 4 at SUNY Plattsburgh.
Topics and Training: Exec council update, EASFAA conference, NASFAA evaluation of products, Statewide training from several presenters on Early FAFSA and Its Impact on enrollment.

2. Other Training:

- 2/20/16 SUNY Financial Aid Day
Location: SUNY Potsdam
Attendees: 17 families and 33 people
Topics and Training: FAFSA on the Web

3. Treasury Update: \$3,282.49 as of 6/22/2016.

4. Committee Reports: Nothing to report.

5. Conference News: Nothing to report.

6. Upcoming Meetings and Events:

- 9/22/16 Region VIII Meeting
Location: St Lawrence
Attendees: TBD
Topics and Training: TBD

7. Regional comments/Recommendations : Carolyn Corcoran will be stepping down as regional chair. She took over for Sue Merchant when she retired to the south.