



**NYSFAAA Executive Council
Remote Meeting
April 17, 2017
2-4pm**

Call to Order & Roll Call

President – Darrin Rooker
Past President – Kerrie Cooper
1st VP – Adrienne King
2nd VP – Howard Leslie
Secretary – Kelly Kelly
Treasurer – Robert Zasso
Past Treasurer – Kerry Lubold
Region 1 – Kathy Michalski
Region 2 – Margaret Christian
Region 3 – LaSonya Griggs
Region 4 – Michelle Fountaine
Region 5 – Diane Donohue
Region 6 – Melanie Williams-Bethea
Region 7 – Amy Thompson
Region 8 – Todd Moravec

Guests: Lisa Simpson, Kathy Flaherty, and Tami Gileaux

Discussion via Email #1

February 2017

Executive Council approved associate membership for Credible.

On Thursday, February 16, 2017 Adrienne King received a membership application from Renee Suryan, School Channel Manager for Credible. Listed below is the copy & pasted version of what Credible is as well as the website:

Founded in 2012, Credible believes in empowering borrowers to take control of their finances. We're an online marketplace for private student loans and student loan refinancing. We're not a lender, but our platform lets students and co-signers request personalized rates and compare private student loan and student loan refinancing options from multiple lenders.

Here are a few other key features for interest:

- No fees - There's never any fees for borrowers that use our platform.
- Risk-free comparison - Borrowers can compare options without affecting their credit score.
- Shop with confidence - We never share borrower's information without their permission, ever.
- Power of choice - We thoroughly vet our lending partners, so borrowers can compare the best options available from national lenders and community banks.

In addition, our education financing resources and Client Success team provide complementary support and transparency to help students make smart borrowing decisions.

Website: <https://www.credible.com>

Discussion via Email #2

February 2017

Theresa Weimer from the Novice committee sent an email to Darrin:

We're looking at moving towards an electronic manual for this year's Novice. This will help save some money on expenses for sure. We wanted to keep the cost for registration the same (\$625 w \$70 for NYSFAAA membership included).

Understanding that some people prefer to or may not have access to a device for an electronic version, we discussed charging a fee for a printed manual. The registrant would have the option to request a printed manual at the time of registration and be charged \$50 extra for a printed manual (approximate cost of printing each last year).

MOTION: A motion was made by Kerrie Cooper, seconded by Amy Thompson to charge Novice attendees \$50.00 for a printed version of the training manual per the attendee's request.

Discussion followed via email where the following points were made:

- Does it really cost \$50.00 to create the manual online?
 - The online manual should not cost too much to create. The plan is to put the manual on an USB drive. The idea of \$50.00 fee for a printed manual is that there will be fewer books to print and therefore the cost of printing will be more expensive for each manual. It would be idea to want all students to have access to the electronic manual and use it that way.
- Plan to provide manual both ways-online and printed
 - Assumed to have a mix of students who will want the electric format and some who will want the paper version
- Don't participants use the manual during training? Aren't there worksheets to complete and if so, wouldn't everyone need the printed version?
 - Test cases will still be printed but will be less paper that needs to be handed out and carried around. The manual is used during training, but with the electronic version the students can view it on their phone, tablet, or notebook that they bring to class
 - Electronic access to the manual through USB and either Dropbox/Google Drive
- The only people charged the \$50.00 cost is a novice student who wants a printed copy
- The electronic cost for the manual is charged within the registration fee
- How much of the content in the manual changes from year to year? It is possible to have the electronic version available two weeks prior to the training so that those who want it can just print it?
 - Each year the novice team has to review the whole manual to make sure items have not changed
 - Based on the volume of the material it would be attempted to have the manual out two weeks before online but the USB will not be available until novice begins

- Wanted to offer the \$50.00 purchase in case someone does not have the ability to get it printed at their college.
- Ideally like to have both options ready two weeks out but would actually need to know further than two weeks in order for us to print copies
- Wasn't the cost of the book part of the registration fee in the past? If so, wouldn't that be freeing up money in the budget and would then not have to charge? Then in future years, it would all be taken into consideration when determining the registration fee?
 - Talk of reducing the registration fee but now all the math has been done yet
- Reducing the cost of the registration fee and then charge the additional fee if participants want a printed manual
- Reducing the registration fee if the participant selects to receive electronically-could be an incentive for some
- Keep novice price same for all but increase for only those who opt out of the digital version
- Ideal to have access sooner-possibly through a secure section of our website
 - Concern of having access if they have not paid yet for registration/membership
 - Checks/payments can be delayed at no fault of the attendee and be penalized
 - Concern that someone could gain access and then decide not to come-would we charge them whether they attend or not, especially if they receive the electronic access?
- Need to make sure the novice program can take the \$50.00 reduction in fees to cover expenses before we ask them to reduce the registration fee
 - Thought of using a google drive link to send to the students who had registered and paid-this could reduce the cost, as assumed that if we put it on the website, it would be charge by ATAC
- If the novice committee feels that the cost reduction of mass manual printing and handling is not enough to absorb the cost of printing the handful of manuals that are wanted in paper form, then maybe Executive Council should ask Theresa and Ajana to submit an updated budget to show EC all of the anticipated expenses. This way EC has a full understanding of where the request is coming from.
- As for how the materials are delivered, how they are protected, etc, Executive Council should not be involved in those logistical decisions of novice development. Executive Council does not micromanage the conference committee and shouldn't do that to novice. There are too many moving parts to have a say in them, that's why we have chairs and committees.
 - Novice materials are copyrighted on behalf of NYSFAAA-availability of the copyrighted work should go to council
 - Protected from use without permission in any form-electronic or paper
 - Committee is responsible for the dissemination of the NYSFAAA Manual regardless of the medium
- Received update from Theresa as she was reworking the numbers and can now provide the paper manual, to those who request it, for \$30.00

AMENDMENT TO MOTION: A motion was made by Kerrie Cooper to charge the Novice attendees \$30.00 for a printed version of the training manual per the attendee's request.

A vote was called: the motion passed with 14 in favor, 1 opposition, and no abstentions.

On Thursday, March 23, 2017 Adrienne King received the membership application for Trudy Plunkett-Bell, Financial Aid Processing Manager for FA Solutions LLC. Listed below is the copy & pasted version of what Trudy Plunkett-Bell, Financial Aid Processing Manager for FA Solutions LLC is as well as the website:

"FA Solutions, LLC is a third party servicer located in ST. Petersburg, Florida. As a third party servicer we provide support to many different types of institutions with things from audits to financial aid services and beyond. I, along with a couple of other employees, am located in the capital district in upstate New York."

Third-Party Processing Partnership

Whether you are evaluating a third party provider for the first time or currently use a third-party processor, FA Solutions will work with you to significantly improve your financial aid processing and to help you remain current with regulations. We'll also assign a team to assist you every day, every hour. Our full-service model provides services to universities, colleges, cosmetology, beauty, barber, trade and technical and on-line institutions.

Co-Sourced Partnership

Our co-sourced partnership was launched based on client requests for specific assistance in specialists including remote staffing, file reviews, Title IV consulting, BBAY or other department specific needs. You retain care, custody and control and use FA Solutions as experts to fill in service gaps. We can even fill in for employees on leave, transition or retiring while you find the perfect replacement.

Financial Aid Staffing Support

Our staff can help fill financial aid department staffing needs on a short or long-term basis due to any unplanned vacancies or absences. Most of these positions can be filled remotely, however, in the unique situation that the school needs replacement staff on-site, we can typically accommodate that as well. With their specialized knowledge, our qualified staff can easily step in to assist your office with almost any type of financial aid operation from basic financial aid processing through financial aid director level support.

Consulting and Training

FA Solutions consultants can conduct an audit of your institution's financial aid operation by looking at policies and procedures, workflow design, staffing and the use of information technology. They can also provide a comprehensive evaluation of your institution's compliance with federal, state and institutional financial aid regulation, and provide specialized training in the following areas: financial aid processing, awarding, and verification training. Let us work alongside you to help maximize your financial aid office's efficiency so that you can save time, reduce errors and streamline administrative tasks.

Financial Aid Processing Support

Is your financial aid team well-qualified, but overwhelmed with work?

Financial aid processing is a time-consuming and often complex task. FA Solutions offers a co-sourced staffing model to provide schools with support in key areas by providing dedicated and expert staff to work alongside your team. This allows FA Solutions to help schools optimize their operations, reduce administrative burden, and improve the overall financial aid experience for students.

Our staff can provide assistance with one or more of these services:

- Financial Aid Compliance
- Financial Aid Processing and Verification (on your system)
- Financial Aid Processing for Non Traditional Students
- Financial Aid Processing for BBAY Students
- R2T4 Processing
- Title IV Reconciliation
- Remote Staffing
- Replacement Staffing
- Backfill for Staff Retirement

- Friendly File Reviews
- Title IV Consulting

Website: <http://getfasolutions.com/>

MOTION: A motion was made by Adrienne King, seconded by LaSonya Griggs to approve associate membership for Trudy Plunkett-Bell, Financial Aid Processing Manager for FA Solutions LLC. There was no discussion. The motion passed with 14 in favor, no oppositions, and no abstentions.

Discussion via Email #4	March 2017
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On Thursday, March 30, 2017, Darrin sent out the following email to Executive Council:

It is early in the 2018 Federal Budget process, but legislators are beginning to form their opinion on what their position will be concerning the President's current budget proposal. I don't know how familiar you are with the President's proposed budget, but he asking for very large funding cuts in the Federal Student Aid programs (particularly the campus based programs). The National Association of Independent Colleges and Universities (NAICU) has done some rough figures on the proposed budget effects to NY schools (see attachment).

The Student Aid Alliance is coordinating a letter ([signing on to a national joint Student Aid Alliance letter](#)) for schools and organizations to sign on to. This letter will be forwarded to all members of Congress. So far many NY public and private schools, NASFAA and over 360 others have signed on to the letter.

MOTION: A motion was made by Howard Leslie, seconded by Todd Moravec for NYSFAAA to sign onto the letter. There was no discussion. The motion passed with 14 in favor as 2 members did not vote.

Discussion via Email #5	April 2017
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On Tuesday, April 11, 2017, Darrin sent out the following email to Executive Council:

Below you will find an email from Maria Livolsi, Director of the SUNY Student Loan Service Center and Joe Weglarz, Executive Director of Student Financial Services at Marist College. They are asking NYSFAAA to sign on to a letter of support for the Perkins loan program. I have modified the suggested text (see bolded, italicized text below).

Subject: Our association's support of the introduction of the Perkins Loan Extension Act

Dear Ms. Alicia Molt,

The New York State Financial Aid Administrators Association (NYSFAAA) is writing your office today to support the introduction of Perkins Loan Extension Act. It is important for students at our schools to have access to this important program and this much needed financial aid. This program has been invaluable in helping students achieve their dream of a college education.

In addition, we would appreciate your consideration of the removal for the requirement for the award of Unsubsidized Stafford Loan aid. As you are most likely aware, subsidized Perkins Loans are more beneficial than the Unsubsidized Stafford Loan aid to low-income students as the interest does not accrue while the student is in school. Lastly, we would also like you to consider restoration of the Perkins loan program for graduate students as this program is important to help students that are trying to further their education.

We appreciate the efforts of Representative Pocan and Representative Stefanik in supporting the extension of the Perkins Loan Program.

Good morning, Darrin.

Joe Weglarz and I just returned from a few days in DC where we and our COHEAO board colleagues had 51 Hill meetings. We are extremely encouraged by the support that still exists in DC for the Perkins Program, especially amongst our NY Representatives, and we have some positive news we wanted to pass along to you and the NYSFAAA community. Congresswoman Stefanik from the North Country is joining Congressman Pocan from Wisconsin to introduce a two-year Perkins extension bill. As disclosed below, before they do so, they'd like to get a lot of support from the higher education community. We hope we can count on NYSFAAA to support this important action by signing on by April 14th. Individual colleges and universities as well as regional and state associations are urged to lend their name in support of this extension bill. Can you please distribute this to your NYSFAAA membership if you are in support?

Please let Joe or me know if you have any questions or need additional information.

Best regards,

Maria

Maria Livolsi

President, COHEAO

Director, SUNY Student Loan Service Center

5 University Place, A310 Rensselaer, NY 12144

518-525-2628

Support the Perkins Loan Extension Act Today!

Prepared by: Wes Huffman (whuffman@wpllc.net)

This month, Representatives Elise Stefanik (R-NY) and Mark Pocan (D-WI) will be introducing the Perkins Loan Extension Act, a bill which ensures students will continue to have access to this important student loan program. Working with COHEAO, ACE, the Alliance for Student Aid, and other higher education associations, Reps. Stefanik and Pocan are working to show as much support as possible for continuing Perkins Loans prior to introduction of the extension. They are seeking endorsements from individual schools and state, regional, and national organizations by **April 14, 2017**.

On September 30, 2017 the Perkins loan program is set to expire, which would leave 500,000 students cut off from much needed financial aid. This bill would simply extend the Perkins loan program for a period of two (2) years until Congress can reauthorize the program during consideration of the Higher Education Act.

What You Can Do To Support the Extension

You can contact Alicia Molt, Deputy Chief of Staff/Legislative Director for Congressman Mark Pocan with your school or organization's support for the introduction of this bill. Simply email Alicia at Alicia.molt@mail.house.gov with your personal message or copy the suggested email content below. If you will be using the content below, be sure to add your name, title, and school name at the end of the communication. Please put "Support Perkins Loan Extension" in the subject line of the email.

MOTION: A motion was made by Kelly Kelly, seconded by Robert Zasso for Darrin to sign the letter on behalf of NYSFAAA regarding the Perkins Loan extension act. There was no discussion. The motion passed with 13 in favor, 1 oppositions, and 1 abstentions .

Darrin Rooker called the meeting to order at 2:05pm with a quorum of Executive Council present.

Approval of Minutes

Motion: A motion was made by Kerrie Cooper, seconded by LaSonya Griggs to accept the minutes. There was no discussion. The motion was passed with all in favor, no oppositions, and no abstentions.

HESC Update – Lisa Simpson

- Five new programs – working on getting the full information out-still in the works
- Excelsior Scholarship – still in the works-will send out information when it comes available
- Enhanced TAP – still in the works-will send out information when it comes available
- College Data Survey – deadline is May 31st
- Close out for 15/16 year is June 15
- Novice
 - 36 registered
 - Location is Mt. St. Mary from June 4-9
 - Participants have the opportunity for a flash drive, google doc, or paper manual at a higher cost (more than half wanted the paper manual)

President's Report – Darrin Rooker

- State Budget (NYSFAAA's advocacy efforts)
 - Very political this year
 - Received many questions that he is still working to answer
 - Updated NYSFAAA as information came along-credible information and not rumors going around
 - NYSFAAA's advocacy efforts timeline
 - ✓ On January 3rd the Governor announced the Tuition Free Public College proposal
 - ✓ Early on January 4th NYSFAAA's President emailed Exec. Council informing them that he was drafting a NYSFAAA Position Statement to address additional state financial aid funding proposals. By the end of that day, he emailed a draft of the position statement for council's consideration.
 - ✓ From January 4th through the 11th Exec. Council made edits to the position statement.
 - ✓ On January 11th NYSFAAA's President informed Exec. Council that he would be calling a Special Exec. Council Meeting for further discussion and possible adoption of the proposed NYSFAAA Position Statement.
 - ✓ On January 17th Exec. Council met remotely and adopted the NYSFAAA Position Statement.
 - ✓ On January 23rd NYSFAAA's President sent out a NYSFAAA listserv message informing the membership of the adopted NYSFAAA Position Statement and reviewed the reasons for the statement and advocacy efforts that were planned.

- ✓ On February 10th NYSFAAA's President opened the Statewide Training/Regional Meeting event with a President's Address. The President read the position statement, reviewed Exec. Council's planned advocacy efforts, and invited the entire NYSFAAA membership to use the position statement in their advocacy efforts.
- ✓ On February 13th, Executive Council (joined by Samantha Veeder from the Univ. of Rochester, Debra Bouabidi, from Rockland Community College and SUNYFAP President, and Louise Biron, Director of FA at SUNY Cobleskill) went to the Capital and met with members and staff of Senate and Assembly leaders, as well as the Chairs and several members of the Senate and Assembly Higher Education Committees. In total the group had contact with over 25 legislators. Each member of the group delivered the same NYSFAAA Position Statement message.
- ✓ Following the visits to the Capital, NYSFAAA's President continued to follow up with the Senate and Assembly leaders to reinforce NYSFAAA's position the proposed aid programs. Exec. Council members followed up with the legislators they met with during their Capital visits.
- ✓ On April 5th, NYSFAAA's President sent a NYSFA-L listserv message that included a link to a Buffalo News article, as well as a news Podcast interview with Assembly Chairwomen Glick that outlined where many of the higher ed. issues were at that point in the budget negotiations. The President urged NYSFAAA members to contact their legislators.
- ✓ On April 7th the Governor announced that a budget agreement had been reached. It is unfortunate that during the budget process no details of the proposed budget were made public; and when some did become public it was only hours before the announcement that a budget agreement was finalized. NYSFAAA essentially had no time to respond to any of the details of budget before it was passed.
 - Federal advocacy approaching – looking for involvement
 - Comment: Darrin did a great job in representing NYSFAAA and getting the information out to the members
 - Comment: when meeting with legislature, no one was for the program developed
 - Comment: executive council members should take back to their region meetings of what council is doing-something in writing
- Jim Gathard's email message
 - What ways do we want NYSFAAA to proceed to get information out?
 - Comment: SUNY listserv to get questions to HESC
 - Comment: two webinars possibly with HESC-conservations with HESC for training
- NYSFAAA's letters of support
 - Switching over to federal issues
 - Supporting federal programs
- EASFAA Update
 - Attended March 27th remote meeting on behalf of Kerrie Cooper
 - 2018 conference signed
 - 2019 conference signed
 - 2017 conference is May 7-10 with 141 registered
 - Jeff Baker committed for federal update

- Federal government limiting those to do only certain number of federal updates
- EASFAAA charity – Kings Street Center in Burlington, VT.
- Raffle baskets being done at conference
- Sam Vedeer is the 2018 EASFAA president
- Last year we donated money to the raffle

MOTION: A motion was made by Howard Leslie, seconded by LaSonya Griggs for a \$100.00 donation to the King Street Center. There was no discussion. The motion passed with all in favor, no oppositions, and no abstentions.

Past-President's Report – Kerrie Cooper

- Election Committee-update
 - Nominations are still open
- Governance-Long Range Plan-update
 - Committee created-organized and planned
 - New goals and objective for 17/18

First Vice-President's Report – Adrienne King

- Membership update
 - Two email reminders
 - Closing out the year soon
 - Will be doing phone calls for collection
 - 15-16 = \$83570.00 1351 members
 - 16-17 = \$77560.00 1218 members

Second Vice-President's Report – Howard Leslie

- TICC update
 - last webinar had 78 attended
 - next webinar is unusual enrollment but still up in the air

Secretary's Report – Kelly Kelly

- College Goal NY budget and expenses (reported by LaSonya Griggs)
 - Total \$25186.00 to spend this year
 - College Goal NY – billed \$3869.29 for folders-this was a late invoice from HESC
 - Over budget by \$1333.81

MOTION: A motion was made by LaSonya Griggs, seconded by Howard Leslie to cover the negative balance to pay off the invoice and bring the account to zero.

Discussion followed where the following points were made:

- How would we handle this?
- Rob would pay this out of checking and will confirm this with the auditors

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

Treasurer's Report – Robert Zasso

- Report sent out with balance information – no new information
- Region 7 revenue checks rejects and sent back-determined it was an incorrect address
- Account receivable – still reviewing
- Adrienne informed him of membership through EFT-fees absorbed at schools when sending checks

Past Treasurer's Report – Kerry Lubold

- Auditing process should be finalized by end of April

Old Business

- Conference 2017 – Update by Melanie Williams-Bethea
 - Mini-site is up and running, updated information will be added as it becomes available
 - Program Committee identified a Keynote Speaker-will share with the committee shortly-the committee is still confirming the details
 - Motivational speaker-TBD
 - Once the motivation and keynote speaker are confirmed, an email will be sent promoting the conference
 - April 15th was the deadline for session proposals and topics
 - Vendor committee-sent out save the dates to exhibitors
 - The committee is gathering details on shipping/receiving, days and times for setup/takedown
 - Formal invitation will be sent to vendors in May with registration to open shortly after
- Conference 2018 – Updated by Kathy Flaherty and Tami Gilbeaux
 - 50th anniversary
 - Provided proposal to EC
 - Looking at October 22nd
 - Open to questions

MOTION: A motion was Adrienne Kind, seconded by Todd Moravec to accept the proposal to have the 2018 conference at the Marriott Syracuse Downtown. There was no discussion. The motion passed with all in favor, no oppositions, and no abstentions.

- Review of Operational Calendar – Darrin Rooker
 - Budget meeting in June
 - Proposed budget in process
 - Audit in process

Future Meetings

- June 19-20, Westchester Marriott
 - Budget meeting
- August 17th – remote meeting

As there was no further business, the meeting was adjourned at 4:10pm.