



AASFAA Newsletter

Fall 2000 Edition, September 28, 2000

PRESIDENT'S REPORT

by Dee Talley

Hello to each of you. I hope your 2000-2001 year has gotten off to a great start. It has been an extremely busy time for us these past several months; things are just starting to calm down. I know we are all ready for a break, and some relaxation from the chaos that is our office. I am looking forward to our fall conference in Birmingham, and I hope each of you is planning to attend the conference.

President-elect, Dot Wilkinson, and her conference committee have been very busy these past months planning a conference that will be both informative and enjoyable. Local Arrangements Chair, Cindy Massey, has been working very hard with the hotel and other businesses in Birmingham to provide great activities and entertainment to the membership during the conference. I anticipate that we will have a huge turnout, and I hope to see each of you there.

AASFAA's committee chairs are busy planning their goals and activities for the year. The Two Year College Concerns committee was inadvertently left off the list of committees that were recently mailed to the membership. Wanda Emfinger from Drake State Technical College will chair this committee. Also, Vanessa Kyles from Jefferson Davis Community College has agreed to chair the Bylaws Committee. I would like to welcome both Wanda and Vanessa to the Board. I know that we will have a very busy and productive year.

I encourage each of you to become a member of AASFAA during this year. AASFAA offers many services and opportunities to its members, and provides a great support group for its members. Membership is a low \$15, and the benefits you reap will be invaluable.

I look forward to working with all AASFAA members during the coming year. Please let me know if there are any issues or concerns you would like the Board to address. If you have any suggestions on ways to make our Association even better, please let me know.

I wish each of you a successful fall.

PRESIDENT-ELECT'S REPORT

by Dot Wilkinson

The Program Committee and Local Arrangements Committee have been very busy planning the AASFAA Conference, which will be in Birmingham at the Radisson Hotel on Oct 18-20, 2000. Mr. Education, the Honorable Pete Turnham will be our special guest at the conference. If you have not already made reservations, please do so. If you did not receive a packet about the conference, please call or E-mail me. We hope to have a good attendance. The programs we have planned should be beneficial to all financial aid professionals. Our Vendors and Sponsors are assisting in providing fun activities as well as professional training. Please remember to give them a special thanks.

Please encourage your office staff to join AASFAA. We want our membership to grow. We need the voice and expertise of new members to add new ideas for our professional growth.

If you are a new member or an old member and have not participated as a presenter or moderator for AASFAA, please see me at the Fall Conference. I want you to participate at the Spring Conference. You will be amazed at how much you learn by being involved in the training process.

I am very honored to be an officer of AASFAA and I look forward to serving you. With your help, our organization will continue to grow and provide leadership and training to all financial aid staff in the state of Alabama.

Dot Wilkinson
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LEGISLATIVE RELATIONS REPORT

by Jim Bradsher

Higher Education in Alabama, particularly public colleges and universities, should prepare for the possibility of lean times.

With the passage of the Alabama Teachers National Average Pay legislation the Special Education Trust Fund could be hit hard to fund these pay raises. This will leave fewer available dollars available for Higher Education. Also, if these "national average" pay raises are enacted and proration should hit, the raises will not be subject to proration. This means that any proration activity will come from the operating budgets of K-12 and funding to higher education. You will have teachers with pay raises and no chalk. This despite the fact college and university instructors are paid well below the national average. Much further below the national average than K-12 teachers. Go figure!!!

To help ensure these funding problems do not become worse we should all be on the look out for any attempt to fund projects from the Special Education Trust Fund. Currently the fund pays for a multitude of projects that are not directly related to education. The trust funds pay for various halls of fame, selected community service activities and grants, and a host of other projects that the fund was not intended to pay for. We should all be prepared to write our state legislators if anything indicates that the trust fund will be weakened any further. Things that have surfaced in the past include various scholarship proposals, local service grants, memorials, and... you name it.

If you become aware of any local legislation that attempts to take funds from the trust fund please contact me immediately so that we, as an association, can take appropriate action. My e-mail address is jbradshe@mickey.aum.edu.

Thanks for your help.

PROFESSIONAL DEVELOPMENT REPORT

by Mike Reynolds

I attended the NASFAA Decentralized Training Session in Washington D.C. on September 24-25. This year's training focused on Professional Judgement. There will be a Decentralized Training Workshop held on November 6, 2000 in the Foy Union Ballroom on the campus of Auburn University.

All is set for the New Aid Officer's Workshop to be held October 18, 2000 beginning at 8:00 a.m. There will be a luncheon held at 12:00 p.m. for attendees of the workshop. We will provide an overview of the Title IV programs as well as other important facets of student financial aid. This year's trainers will be Mike Reynolds, Martha Hall, and Charles Markle, from Auburn University.

LOCAL ARRANGEMENTS REPORT

by Cindy Massey

As Local Arrangements Chairperson for the Fall AASFAA Conference in Birmingham, Alabama, it has been my primary objective to make this one of our best conferences ever.

Coordinating activities and sessions with the conference committee as well as providing on-site assistance with the hotel are some of the major roles of this appointment.

We have an excellent program planned as well as some exciting activities. Joining us for the Fall Conference will be the Mayor of Birmingham, Bernard Kincaid, and retired Alabama House of Representative, Pete Turnham (Mr. Education). We are sure you will enjoy hearing from both of our guests.

See you in Birmingham!

VENDORS AND SPONSORS REPORT

by Lora Kiser

The Vendors and Sponsors Committee serves as the coordinating committee responsible for activities and events sponsorship opportunities at the Fall and Spring conferences. The responsibility of the committee is to identify activities and events, prepare and mail solicitations, serve as a liaison to the conference committee, make effective use of exhibitor space, publicly recognize the contributions of sponsors, review policies affecting sponsorship, design exhibitor floor plan, create and distribute instructions for exhibit space and provide storage to exhibitors in advance of conference (s). The Committee chairperson coordinates all vendor and sponsor activities and presents committee report to the Board at each conference. E-mail address: lora@kheaa.com.

ACHE LIAISON REPORT

by Bill Wall

ACHE is pleased to announce that Cheryl B. Newton has been appointed Student Assistance Administrator and will be assuming many of the responsibilities formerly handled by Jan Hilyer, who retired on August 31, 2000. Cheryl has a degree in accounting from Alabama State University and has worked at the Commission on Higher Education for nearly 12 years in the student loan corporation section.

POLICIES AND PROCEDURES REPORT

by Bill Wall

The Policies and Procedures manual continues to be a work in progress. Hopefully, a revised draft will be available for the Board to review this Fall.

2000-2001 COMMITTEE CHAIRS

ACHE Liaison _____ Bill Wall
Awards & Recognition _____ Dorenda Adams
Bylaws _____ Vanessa Kyles
Legislative Relations _____ Jim Bradsher
Lender Liaison _____ Linna Alcoser
Local Arrangements (Fall) _____ Cindy Massey
(Spring) _____ Jonna Moses
Membership _____ Joan Waters
Nominations _____ Dorenda Adams
Policies & Procedures _____ Bill Wall
Professional Development _____ Mike Reynolds
Program _____ Dot Wilkinson
Publications & PR _____ Anthony Richey
_____ Eric Dossey
Site Selection _____ Andy Weaver
Two Year College Concerns _____ Wanda Emfinger
Vendors & Sponsors _____ Lora Kiser

LENDING MATTERS

by Jay Powell

Sallie Mae and USA Group to Combine Operations

On June 15, 2000, Sallie Mae and USA Group announced their agreement to combine operations. USA Group is the leading education finance service provider to schools, lenders and students. Sallie Mae, the industry's largest private capital provider, will acquire USA Group's guarantee servicing, student loan servicing and secondary market operations. SLM Holding Corp., the parent company of Sallie Mae, will be renamed USA Education, Inc.

The transaction aligns two of the student loan industry's leading players and creates a single, stronger entity that is better positioned to meet your needs and those of the students you serve.

USA Funds, the USA Group affiliate that is the nation's largest guarantor of education loans, is excluded from the transaction. Retaining its own separate nonprofit status, USA Funds will be separately governed and managed. It will have its own staff to carry out legal, finance, policy and compliance, and customer service functions.

Both companies will continue to offer their familiar, quality products and service through the 2000-2001 academic year. Long-term, USA Education, Inc. will strive to meet the needs of financial aid professionals by selecting the best of both companies' product offerings and delivering the most seamless and comprehensive services available. The transaction will not interrupt borrower service levels, nor will it impact any existing borrower benefit programs.

Both companies are excited to join forces to create a stronger unit that they are confident will ultimately benefit their customers.

Albert L. Lord, vice chairman and chief executive officer, Sallie Mae, said, "Our new alliance enhances our ability to better serve our customers with more innovative products and services, and will raise the bar on product quality and customer service for the ultimate benefit of students and schools."

Jim Lintzenich, vice chairman and chief executive officer, USA Group, said, "USA Group is pleased to align itself with a well-respected industry leader like Sallie Mae to provide seamless, comprehensive offerings to our customers."

Following are some of the most frequently asked questions. If you have additional questions, please contact your sales representative.

Can I continue to work with the people, products and services I know?

Our joint customer base is one of the most valuable assets of this combined organization. Both companies will be working to ensure that we maintain and improve upon our current high levels of service. There will be no changes in the products and services offered by Sallie Mae and USA Group for the upcoming academic year. Long-term, we intend to make changes that will enhance the products and services you receive and make transitions as seamless as possible.

Will this transaction impact my product and service choices?

Both companies clearly understand the importance of delivering the highest-quality products and customer service to their clients. This will not change. The transaction enhances both companies' ability to continually improve product offerings. When it comes to products and services, USA Education, Inc. will focus on quality, not quantity. This transaction allows us to leverage each other's strengths to create greater value for lenders, schools, and the students and families they serve.

How will this impact your default prevention efforts?

Both organizations have had significant success in the default prevention arena. With the linking of our companies' back-end operations, we believe we can do an even better job -- for borrowers, for schools, for FFELP participants and for American taxpayers.

If you have any questions or would like to learn more about the Sallie Mae/USA Group merger, please do not hesitate to contact either David Long at 205-444-9113 or Jay Powell at 850-767-7291. We look forward to working with AASFAA and its constituents.

AASFAA NEWS

by Dee Talley and Jim Bradsher

Promotions

Debbie Marcus, Director of Financial Aid at Bessemer State Technical College was recently promoted to Assistant Dean for Planning, Research and Development.

Vickie Adams, Jacksonville State University, has been promoted to Director of Financial Aid.

Cassandra Matthews, Assistant Director of Financial Aid at Lawson State Community College was promoted to Coordinator of Student Financial Aid.

New Positions

Barbara T. Chisholm has been named Interim Director of Financial Aid at Tuskegee University.

Retirements

Nanline Holt, Director of Financial Aid at Jefferson State Community College, retired on June 30, 2000.

Larry Smith, Director of Financial Aid at Jacksonville State University, retired on June 30, 2000, but will continue to work part-time until mid-December.

Sheryl Threatt, Coordinator of Financial Aid at Lawson State Community College, retired on June 30, 2000

Jan Hilyer, Assistant Director for Grants and Scholarships with the Alabama Commission on Higher Education, retired on August 31, 2000 after 25+ years of state service.

Jean Sims, Financial Aid Officer/Veterans Affairs at Southern Union State Community College, retired on August 31, 2000.

Congratulations

David Long, USA Group, on the upcoming birth of his second child. His little girl, Caroline Elizabeth, will be born on October 31, 2000.

Evelyn McKeithen, Director of Financial Aid at Troy State University-Montgomery on her recent marriage.

Welcome

Ron Day, new Director of Financial Aid at Birmingham-Southern College.

Cheryl B. Newton, Student Assistance Administrator, at the Alabama Commission on Higher Education.

Good Bye

Evelyn McKeithen, Director of Financial Aid at Troy State University-Montgomery. We love you, Evelyn and will miss you very much!

Sympathy

Theresa Duke, former AASFAA President, passed away on June 20, 2000 due to complications from surgery. She was a long time friend to many financial aid colleagues in Alabama, throughout the southeast, and across the nation. She served as AASFAA president in 1991.

Theresa was Vice-President for Regions Bank in charge of Student Loan Services. In that role Theresa weathered the changes in the student loan business and led Regions Bank to be one of the top 100 student loan lenders in the nation and one of only a few who provide full in-house servicing for their loan portfolio.

Theresa was a leader in the industry and was always on the alert to changes and innovations that could affect the delivery of loans. She provided assistance and advice to her colleagues, and competition, in the student loan business in addition to regularly helping financial aid officers perform their job more effectively. Her insight and common sense approach to the student financial aid business aided many in the business to effectively implement new regulations and processes over the years. In addition to serving as AASFAA President, Theresa regularly served the association on various committees and during special events. AASFAA has named a scholarship in Theresa's honor. The scholarship will be awarded annually to an Alabama Institution in her honor.

A tree will be planted by Regions Bank in honor of Theresa on the campus of the University of South Alabama. The dedication will be in November. The tree will be planted in the park area behind the Administration Building where the Office of Financial Aid is located. A plaque honoring Theresa will be placed at the foot of the tree. Additionally, Regions Bank has established a scholarship fund in Theresa's memory. For information about this fund or to make a donation, you may contact Julie Coburn in Region Bank's Student Loan Department at 1(800) 422-7404.

Theresa will be greatly missed and warmly remembered by all.

Upcoming Events

AASFAA Fall Conference	Oct. 17-20
SASFAA Conference	Feb. 11-14
AASFAA Spring Conference	May 8-11
NASFAA Conference	July 22-25

**2000-2001
Application for Membership**

General Information (please print):

Name _____

Title _____

Institution/Agency Name _____

Street Address _____

City _____ State _____ Zip _____

Telephone Number _____ Fax Number _____

*E-mail Address _____

*Your e-mail address will automatically be added to the AASFAA List Serve. If you do not wish to be included on List Serve, please circle: **NO**

Institution/Agency Type (check one):

_____ Less-than-two-year _____ Vocational/Technical

_____ Two-year _____ Lending Agency

_____ Four-year _____ Other

Control Type (check one):

_____ Public _____ Private Career School

_____ Private _____ Other

Dues for 2000-2001 membership are \$15.00. Please Make check payable to AASFAA.
Mail check to:

Buddy Jackson
Director of Financial Aid
5345 Atlanta Highway
Montgomery, AL 36109