

NASSGAP ANNUAL SPRING CONFERENCE
MEMBERS BUSINESS MEETING
MAY 26, 2008
Washington Court Hotel
Washington D.C.

In attendance: Julie Leeper (IA), Leroy Wade (MO), Diane Lindeman (KS), Jerilyn Barnhart (FL), Mary Ann Welch (RI), Karen Woodfaulk (SC), Elizabeth McDuffie (NC), John Klacik (WA), Jack Toney (WV), Marcia Corey (VT), David Hughes (UT), Brian Matthews (NY), Philip Axelroth (AR), Maureen Laffey (DE), Marta Coll-Rivera (PR), Shiela Joyner (OK), Tara Smith (AR), Mike Solomen (IL), Cheryl Maplethorpe (MN), Mark E. French (CT), Melanie Amrheir (LA), Theresa Antworth (FL), Rachelle Sharpe (WA), J. Ritchie Morrow (NE), Jamie H. Dushin (MT), Joann Rieseuback (AK), Stephanie Butler (AK), Christine Zuzack (PA), Lois Hollis (TX), Andrea Mansfield (MD), Chas Treadwell (NY).

Marilyn Cargill called the meeting to order at 1:09 on May 26, 2008. The agenda was reviewed and a motion to accept the agenda was made by Leroy Wade and seconded by Phil Axelroth. An icebreaker activity was added to the agenda. Motion was approved.

The Spring 2007 Membership Business Meeting minutes were approved with the correction of attendees' names and states. Lois Hollis made the motion to accept the minutes and it was seconded by Mary Ann Welch. Motion was approved.

Cheryl Maplethorpe conducted an icebreaker activity for the group.

Officers' Reports

President – Marilyn Cargill (Vermont)

Marilyn welcomed the group and expressed her appreciation for the work of committee members and those who work in financial aid during these times.

Marilyn reviewed the highlights of her activities from October 2007 to March 2008:

- 10/5/07 Student Aid Alliance (SAA) & CEF; requested NASSGAP member support for education appropriation. We responded with emails to the membership.
- 11/05/07 Decided not to ask for seat at NEGREG based on the topics that were on the table. Teach Grants and assorted loan issues
- 11/08/07 Sent Introduction letter to David Bergeron, Director of Policy, OPE, Challenge Grant. Thanks to Stephanie!!
- 11/08/07 Began communicating with Karen Lanning about the possibility of a conference call for multiple organizations to discuss Challenge Grants
- 11/13/07 Finalized letter for Directory mailing – thanks to Vicki, Theresa and Florida team
- 11/15/07 2 emails to NASSGAP members to contact House members to vote to override President's veto of education appropriation bill – Thanks Chas
- 12/11/07 Met Chas in Washington for a whirlwind visit
 - Hired Marie Bennett our new DC Consultant
 - Made multiple hill visits including Amy Jones – Committee on Education & Labor, J D LaRock & Erin Renner – Kennedy Staff, and Seth Gerson – Reed's office
- 12/12/07 Sent email to update the membership on our successful Washington visit
- 12/21/07 NASSGAP renewed CEF membership – Thanks Chas for reminder. Thanks Ritchie for getting it done.

- 1/06/08 Used upcoming Webinar to reach out to non-member states. Invited them to Webinar and to join NASSGAP. Karen Lanning led this initiative – NCHelp (Karen); NCAN: College Access Group; NASSGAP; Council for opportunity in Education; EFC; NASFAA; SHEEO; etc
- 1/17/08 Nationwide conference call/Webinar on College Access Challenge Grant w/284 participants. NASSGAP co-hosted
- 1/25/08 Forwarded NASSGAP comments on House and Senate HEA bill to the Executive Committee for approval. Thanks to Federal Committee.
- 1/27/08 Gained approval for on line library & gave Dennis the “go –ahead.”
- 2/07/08 Notified executives we were signing NGA letter opposing MOE in House higher education bill (HR4137)
- 2/12/08 Press release sent commenting on President’s Budget
- 2/25/08 Sent NASSGAP letter opposing MOE
- 2/27/08 Approved NASSGAP signing annual letter decoupling drug conviction from aid eligibility
- 3/06/07 Contracted membership to support MOE deletion processes w/House & Senate authorizing committees
- 3/07/07 Sent letters congratulatory and introduction to Philip Day, NASFAA President; Molly Corbett Broad, ACE President; Eric White, NCAN President. Thanks again Stephanie
- 3/14/08 Letters sent to Kennedy & Miller w/20NASSGAP language on reauthorizations bills. Thanks Chas & Marie
- In addition to the work mentioned above I have also been working on:
 - Set up Spring Executive Meeting
 - Assisted Planning Process for DC Conference – wonderful, creative, hard working committee members are moving this conference forward and we are going to have a fabulous agenda
 - Weighed in on GAP bill & Priorities from NASSGAP
 - Participated in Nominations Process
- 3/19/08 Sent a bouquet of flowers to Doug Collins and family when we learned of his health issues.
- 3/31/08 Letter to Kim Kiely, NCAN Exec. Director congratulating her and introducing NASSGAP
- 4/06/08 Sent sympathy card to the family of Doug Collins
- 4/4/08 Began work with Mike Solomon and Cheryl Maplethorpe to renew Illinois contract for NASSGAP survey.
- 4/14/08 Began work and conversation with other industry stake holders on creating CACG listserv
- 4/15/08 Finalized contract with Dow Lohnes and Marie Bennett through June 30, 2009.
- 5/08/08 Sent sympathy card to family of Frank Hynes
- 5/16/08 Sent letters to Dallas Martin and Jeanne Saunders bestowing the status of Friends of NASSGAP
- She introduced Marie Bennett, the new D.C. consultant.
- NASSGAP will host a listserv for College Access Challenge Grant providers. The conference call that NASSGAP co-hosted this past winter gave NASSGAP a list of all interested parties, which Marilyn has contacted. The listserv is being welcomed by others. Oklahoma will host the listserve.
- There were several losses in the NASSGAP community, Doug Collins and Frank Hynes both passed away. Bob Ruble from Tennessee has left the industry and asked Marilyn to say goodbye to NASSGAP members.
- Steve Caldwell from California is changing jobs and also sent his goodbyes.
- Dallas Martin, past president of NASSFA and Jeanne Saunders, DOE staff member who worked with NASSGAP for input on the FAFSA have been added as “Friends of NASSGAP.”

DC Consultant Contract

Marilyn Cargill introduced Marie Bennett to the members. Marie has been active with many levels of financial aid organizations. She has worked with many folks on the hill. She has a breadth of knowledge regarding financial aid. Members are encouraged to contact her for help if coming to DC or have specific questions.

Marie stepped right in and began helping NASSGAP.

Past-President – Mary Ann Welch (Rhode Island)

Nominations

Mary Ann Welch thanked the other members of the nomination committee, Melanie Amrhein, Marilyn Cargill, Maureen Laffey and Claude Roy.

Mary Ann Welch presented the slate of nominees and called for nominations from the floor. None were received. Ritchie Morrow moved and Cris Zuzack seconded that nominations be closed. The motion passed unanimously.

The slate of nominees are:

- President-Elect (One year term) **Lois Hollis (TX)**
- Secretary (Two year term) **Stephanie Butler (AK)**
- Treasurer-Elect (One year term) **Jamie Dushin (MT)**
- Member-at-Large (Two year term) **Julie Leeper (IA)**

President-Elect – Lee Andes (Virginia)

Lee said he is looking forward to his term as President. He had no report.

Secretary – Vicki Merkel (Oregon)

Vicki reported that Directory Committee has been added to the User Guide. The committee will be chaired by the Secretary with membership to include the President, the Membership Committee Chair, the Washington D.C. Consultant, the Federal Relations Chair, the NASSGAP Website master, and a representative from the printing agency. The purpose is to assist the Secretary in creating the NASSGAP directory each year.

Treasurer – Ritchie Morrow (Nebraska)

Ritchie presented the 07-08 budget.

Revenues:

- Three more entities joined NASSGAP than were budgeted and a few more people came to the Utah conference than expected. This helped offset the revenue gap for the spring conference. The Washington D.C. site is expensive so this extra revenue helps.
- All of the 3R grant funds have been spent.
- Lumina funds for the website has a balance of \$23,278 remaining.

Expenditures:

The Pell Institute \$5,000 grant is in the third year of a four year grant. Income is doing well in the budget. Expenditures include the down payment for the Washington Court Hotel of \$20,000 with another \$5,000 due. Ritchie reviewed other expenses for the executive committee, hiring of the DC consultant, survey, and tax consultants and conferences.

Ritchie pointed out that when NASSGAP signs a contract for a hotel there is a penalty for breaking the contract. Melanie Amrhein asked if the fall conference revenues help to cover the expenses of the Spring conference. Marilyn Cargill said that for the past few years that has been the case but that may change this year and NASSGAP shouldn't count on it.

Unencumbered funds are \$25,554.12 in funds and assets. John Klacik asked if the unencumbered funds are supposed to cover one year of operations. Lee Andes replied that we would only need enough to cover outstanding contracts or obligations to meet our responsibility. He said the executive committee discussed this and felt it was prudent.

Marilyn Cargill asked for approval of the treasurer's report. Shiela Joyner made the motion. Seconded by Chris Zuzack. The motion passed unanimously.

John Klacik thanked Ritchie Morrow and Lee Andes for their work and complimented their budget documents.

Ritchie Morrow then reviewed the 2008-09 budget.

- Membership dues and fall conference rates will remain static. However, spring conference rates will be bumped to \$470 from \$465 for next year.
- The last year of the Pell Institute grant will not be available in 09-10. Ritchie Morrow reviewed the projected amounts for expenditures. He said he has bumped up some of the expenditures for conferences and exec committees to be more realistic.
- There is a line item change in the expenditures from \$20,000 to \$2000 as the Lumina grant is expended.
- The charge for the survey contract will remain the same. Melanie Amrhein asked if there has to be an RFP. Cheryl Maplethorpe said no, the contract could just be renewed.
- Melanie Amrhein made a motion to accept the proposed budget. Maureen Laffey seconded it. The motion passed unanimously.

Members-at-Large – Andrea Mansfield (Maryland) and Stephanie Butler (Alaska)

No report.

Committee Reports

Ed Technical Forms – Maureen Laffey (Delaware)

Maureen Laffey thanked everyone who responded to her email request for FAFSA deadline updates. She reported that the College Cost Reduction Act would affect the FAFSA and probably add more questions. She has a meeting with the other members of the FAFSA redesign team and will keep us informed.

Federal Relations – Chas Treadwell (New York)

Chas Treadwell reported that he has been working with Marie Bennett very well. He thanked all of the committee members. He reported that the committee has been sorting out the GAP issues which were reported in an earlier session.

D.C. Consultant – Marie Bennett

Marie Bennett welcomed members to Washington D.C. Marie Bennett suggested that members say thank you to their federal representatives. She welcomes everyone to contact her if needed. She presented the following report:

Report to the Membership: DC Consultant—Marie Bennett May 2008

1. Thanks for the opportunity.
2. As NASSGAP's member states struggle in these difficult economic times, having an ear in Washington is as important as having a voice. Listening I've learned that:
 - Schools of all sectors are struggling to find the resources to support their students and remain viable while facing the daunting task of providing for what should be the largest freshman class of this century.
 - Congress is struggling to understand the impact of the *unintended* consequences of its actions and the *unknowns* of our country's dynamic economic climate, while it works in the shifting sands of

the usual political challenges of a presidential election year, when all that is known for sure is that the administration will be changing.

- Private lenders, guarantors, nonprofit and for profit; struggle to keep their programs healthy enough to keep students, continuing and new, on track to be in school

3. Working with Lois and Chas to secure speakers for this spring meeting has been at times daunting. Our colleagues weren't sure whether they could be available to present (limited resources to travel, political uncertainties, and the holiday) and how the myriad of uncertainties would affect the subjects they might address or be permitted to address. But, we have a robust set of Washington-based individuals representing a broad array of partners. I'm sure all of you will be listening closely to **what** they say, **how** they say it and **what they don't say**. The last of these may be the most telling.

4. Appropriations has been the most quiet front. Even though we didn't reduce our efforts, because you can never relax your vigilance, politically the Hill seems unwilling to put the energy into a budget that would be vetoed, after the failure to override last year's veto by just two votes. Perhaps continuing resolutions aren't so bad after all.

5. Most were predicting that Reauthorization of the HEA would be delayed until June and many were already predicting that it wouldn't happen until after the elections. That was before Senator Kennedy took ill. The two main barriers seem to be:

- "BIG" Maintenance of Effort Provision found in the House bill that speaks to all state expenditures on higher education, which the National Governor's Association opposes (NASSGAP supports that opposition); and,
- the **dozens** of new reporting requirements that are embedded in the bills which many predict will contribute more to higher costs of education than to the improvement of higher education.

Nevertheless, Chas, Mary Ann and I have spent many hours in talks with Seth Gerson of Senator Reed's office to iron out the specifics of the GAP language with an eye to achieving the vision of Senator Reed. That is to find a way to ensure that direct costs are covered for the neediest students with as much grant as possible, but within the boundaries of today's economic realities.

6. Call, write, send up smoke signals if you must, but please keep me in touch with your concerns so that I can work in support of them.

Membership and Communication – Shiela Joyner (Oklahoma)

Invoices will be sent early June for membership dues, which will remain at \$1,000 per year. She has a copy of the listservs and addresses currently subscribed for members to review.

The College Access Challenge Grant listserv will be an open listserv where individuals self-subscribe and unsubscribe. . This is different from our other listservs where an administrator manages the subscribed e-mail addresses. Oklahoma will adhere to the OneNet acceptable use policy. She will send that out to members.

Current NASSGAP listservs are not archived so they cannot be searched via an internet search engine. She asked for advice for the Challenge Grant listserv since this is an open list. There will be a disclaimer that NASSGAP and the Oklahoma State Regents for Higher Education accept no responsibility for the content of messages posted to the listserv by its subscribers.

Lois Hollis asked if vendors could see but not respond to the NASSGAP listserv. Shiela Joyner said that would not be appropriate per the OneNet acceptable use policy, which prohibits the use of the OneNet system for commercial activities.

John Klacik asked if agencies could prepay membership dues. The answer was yes but there will be no discounted rate.

Policy and Research – Cheryl Maplethorpe (Minnesota)

Cheryl Maplethorpe is working to update the Illinois contract for the survey.

Web Committee – Dennis Obergfell (Indiana)

Mike Solomon reported the committee is working on the online directory that could be printed from the web. Also working on the document library accessible online. This would provide members access to target information.

38th Annual Survey Update – Mike Solomon (Illinois)

Mike Solomon thanked everyone who has completed the survey. He will be sending out paper copies. If member need more they can contact him.

New Business: Future Conference Discussion

Number of Annual Conferences

The straw poll on the website was completed by 26 people with only 3 who said they would like NASSGAP to continue with 2 conferences per year. There were 19 votes for a fall conference and 4 for spring.

There are 28 states present at the business meeting so there was a quorum present.

Cheryl Maplethorpe moved that NASSGAP move to one conference a year. Elizabeth McDuffee seconded the motion. Discussion ensued. Theresa Antworth asked why this issue is being raised? Marilyn Cargill said that other and larger organizations meet only once a year. There are budget issues and also attendance issues. She said she feels that the more attendees the better the conference. Marilyn asked for other Executive Committee input.

Maureen Laffey said that DC folks don't necessarily attend. There are also budget issues for states. Is it our "biggest bang for the buck" when some folks can come twice a year and others only once every two years. She also said the Executive Committee discussed other ways we can communicate via new technology.

Discussion ensued.

Cheryl Maplethorpe tabled the motion. Brian Matthews seconded the motion to table. The motion was unanimously passed.

Increasing Revenues

Currently our expenses are more than our revenues, which may impact NASSGAP's ability to continue having two conferences and an Executive Committee meeting each year. The Executive Committee discussed revenue-raising options such as grant writing. Marilyn explained that we do have some groups that use our website and tools. Marilyn Cargill asked for members to consider volunteering to help.

A motion was made to adjourn the meeting by Lois Hollis and seconded by Cris Zuzack. The motion was approved and the meeting was adjourned.

Respectfully Submitted,

Vicki Merkel, NASSGAP Secretary