

NYSFAAA

New York State Financial Aid Administrators Association, Inc.

2016-2017 Annual Report

President's Remarks	1
NYSFAAA 2016-2017 Goals and Objectives	6
Awards Committee	8
Conference 2017	9
Development Committee	10
Mentor Committee	11
Elections Committee	12
Finance, Audit, and Budget Committee	14
Investments Committee	15
Governance Committee	16
Government Relations Committee	18
Membership Committee	19
Novice Training	21
George Chin Memorial Scholarship Committee	25
School Outreach and Early Awareness Committee	27
Statewide Training Committee	29
Technology, Innovation, and Communication Committee	31
Treasurer's Report	33
Regional Reports	50
Region 1 Report	50
Region 2 Report	52
Region 3 Report	55
Region 4 Report	56
Region 5 Report	58
Region 6 Report	61
Region 7 Report	63
Region 8 Report	65
2016 Conference Summary	66



President's Remarks

NYSFAAA President 2016-17 Annual Report

This past year turned out to be a much different than what I anticipated when I became NYSFAAA's 27th President. Responding to two major state financial aid program proposals, severe cuts proposed in the Federal budget for FSA programs, the scheduled loss of the Federal Perkins Loan program, the reestablishment of year-round Pell and the loss of the IRS data retrieval tool; all of which challenged the stamina of not only NYSFAAA's Executive Council, but all financial aid administrators in New York State.

Despite these challenges, NYSFAAA's leadership team was able to make significant progress on many of our planned initiatives. This President's report provides highlights of some of NYSFAAA's activities over the past year:

2016-17 Executive Council

Darrin Rooker – President – New York Chiropractic College
Kerrie Cooper – Past President – SUNY Canton
Adrienne King – First Vice-President – Bank Street College of Education
Howard Leslie – Second Vice-President – Berkeley College
Robert Zasso – Treasurer – Dutchess County Community College
Kerry Lubold – Past-Treasurer – SUNY Plattsburgh
Kelly Kelly – Secretary – Le Moyne College
Kathy Michalski – Region I – Niagara County Community College
Margaret Christian – Region II – University of Rochester, School of Dentistry & Medicine
LaSonya Griggs – Region III – Tompkins Cortland Community College
Michelle Fountaine – Region IV – SUNY Empire State
Diane Donohue – Region V – SUNY New Paltz
Melanie Williams-Bethea – Region VI – Columbia University, Teachers College
Amy Thompson – Region VII – St. Joseph's College
Todd Moravec – Region VIII – SUNY Plattsburgh
Lisa Simpson – HESC Liaison

2017-18 Executive Council

Darrin Rooker- President – New York Chiropractic College
La Sonya Griggs – President-Elect – Tompkins Cortland Community College
Adrienne King – First Vice President – Bank Street College of Education
Howard Leslie – Second Vice President – Berkeley College
Robert Zasso – Treasurer – Dutchess County Community College
Susan Godreau – Treasurer-Elect – SUNY Potsdam
Kelly Kelly – Secretary – Le Moyne College
Kathy Michalski – Region I - Niagara County Community College
Shalena Clary – Region II – University of Rochester



Patti Donahue – Region III – Binghamton University
Michelle Fountaine – Region IV – SUNY Empire State
Joseph Weglarz – Region V – Marist College
Ajana Wilkinson – Region VI – Kingsborough Community College
Debra Evans - Region VII – Adelphi University
Stacey M Hawkins - Region VIII – Clarkson University
Lisa Simpson – HESC Liaison

Communication & Technology

As I have already stated, despite unforeseen challenges this past year, significant progress on goals were met in the communication and technology area. Under the leadership of Heather Adner and Lea Nuwer our Technology, Innovation and Communications Committee (TICC) formulated and implemented a redesigned NYSFAAA website. Our website now has a much more modern look, as well as a more user friendly menu view and navigation tools. Future goals will be to continue improving the organization of information on the website, and to enhance the tools available for member's use.

In its communication role, the TICC committee is working closely with our Statewide Training and Professional Development committees. All NYSFAAA training events are announced prominently on the website and recorded webinar trainings are easily accessible to our members anytime.

Advocacy

Advocacy is an area where the Executive Council and multiple statewide committees spent more than the normal amount of time and resources this past year. One of my first actions as President was to form a TAP Reform Whitepaper task force, under the leadership of Samantha Veeder as its Chair. This task force was charged with revising and updating NYSFAAA's original TAP Reform Whitepaper. It had been more than five years since the original whitepaper was written. Some of the issues that had been originally identified had changed over the past five years, and new issues have since arisen with the program. The new revised TAP Reform Whitepaper was adopted by Executive Council and can be found on the NYSFAAA website.

In November, Susan Mead (Chair of the State Government Relations Committee) testified before the New York Assembly Standing Committee on Higher Education. The Higher Education committee invited NYSFAAA to testify on the Rising Cost of Higher Education and Student Loan Debt in New York State. Susan did a great job representing NYSFAAA and used our newly revised TAP Reform Whitepaper as the basis of her testimony. In her testimony, she promoted the idea of increasing the individual student TAP award amounts and responded to committee member's questions regarding student debt.

In January 2017, the Executive Council immediately drafted and adopted a position statement in response to the proposals to create additional state financial aid programs. NYSFAAA's position statement strongly favored increasing the student award amounts in the well-established Tuition Assistance Program in place of adding new financial aid programs.



Executive Council members, along with some additional NYSFAAA members, carried out legislative visits in February 2017. This was done in conjunction with Student Financial Aid Advocacy Day at the Capitol. The newly revised TAP Reform Whitepaper and NYSFAAA's Position Statement on Adding New State Financial Aid Programs were the two documents that formed the talking points discussed with legislators. NYSFAAA members met with over 25 legislative offices including the Chairs and members of the Senate and Assembly Higher Education Committees, as well as the minority leader of the New York State Assembly. According to our records, this was the largest number of legislative visits done by NYSFAAA in quite some time.

Most legislative representatives understood our points of not complicating, even more, an already complicated financial aid awarding process by adding on additional aid programs and regulatory requirements. Despite our efforts to advocate for an alternative proposal to increase student TAP award amounts (via the Capitol visits and follow-up contacts), most of the legislators we met with did end up voting in favor of the state budget bill that included the Excelsior Scholarship and Enhanced Tuition Assistance programs.

At the Federal Student Aid level NYSFAAA's Executive Council signed on to multiple letters of support to extend the Perkins loan program, at least until reauthorization of Title IV is complete. Executive Council also signed on to multiple higher education group letters advocating against 2018 Federal Budget proposals that included severe funding cuts to many Title IV programs.

Training and Leadership Development

NYSFAAA has long been looked upon as delivering high quality training programs. This year was no exception. Thanks to the leadership of Lisa Simpson our Novice Training Committee provided an excellent Novice Training Workshop held in June at Mount Saint Mary College in Newburgh. There were 85 novice attendees who gave excellent reviews of the training they received.

For more experienced financial aid administrators, we are planning to hold a more advanced level workshop in the spring of 2018. Lynn Sabulski and Brian Smith of SUNY Cobleskill are already working on the organization of this event.

The Statewide Training Committee lead by Howard Leslie and Kristina Delbridge delivered a tremendous amount of training via webinars throughout the year. A total of 13 trainings covering a wide array of topics were offered to meet the needs of all levels of aid administrator expertise.

Mentorship

Under the leadership of Amy Connors and Nancy Teodecki, the Mentorship Committee made renewed efforts to reach out and inform newer members of all of the benefits of being a member of NYSFAAA. They made a special effort to stay connected with the attendees of this year's Novice Training Workshop. They are planning to continue to reach out to newer members in various ways, and times, throughout this coming year.



Out Reach

Under the leadership of LaSonya Griggs and Gene Rogers (heavily assisted by Lisa Simpson). They put hundreds of miles on their cars conducting and coordinating Outreach events throughout the state.

With the work of the entire Outreach Committee NYSFAAA continues to reach out to hundreds, if not thousands, families and students that need our assistance starting the process to answer the question of: How in the world am I going to pay for school? This past year we did this through College Goal Events, High School Financial Aid Information Nights and Financial Aid Forms Workshops.

Goals and Objectives

- One of my goals is to refocus NYSFAAA's leadership to work toward more of our Goals and Objectives and the Long Term Plan. During the past year, much of our time was spent responding to state and federal aid program proposals, program changes, in addition many of NYSFAAA's Executive Council and Statewide Committee members felt the significant time burden caused by the rushed implementation of the new state aid programs at their schools.
- Throughout the coming year I will be working closely with our President-elect to prepare them to take over the office of President next October.
- I will continue to support advocacy efforts, at the state and federal level, to help guide policy that will benefit the students we serve.

Upcoming Meetings and Events

- NYSFAAA's 50th Anniversary Conference October 23rd – 25th, 2018 at the Marriott Syracuse Downtown
- Executive Council remote meetings in December, April and August
- Executive Council meeting in Albany in February with legislative visits
- Executive Council planning meeting June at the Marriott Syracuse Downtown

Recommendations

N/A

Conclusion

Even with the unusual challenges this past year, I feel we got a lot accomplished. This is in great part to the dedicated Executive Council members I had working with me. Each member participated at a high level and brought something different to the table. I do want to recognize the people who are leaving Council this year. The first is Kerrie Cooper, in the past Kerrie has served on Council on multiple occasions as her region's Council representative, and now is leaving after serving four years as President-elect, President and Past-President. Kerrie was a great mentor in helping me learn the duties of the President's job and has been a great resource for all of the council members. The other outgoing officer that needs recognition is Kerry Lubold. Kerry has also served as her region's Council representative on multiple occasions and over the past four years has done a tremendous job as Treasurer-elect, Treasurer and Past-Treasurer.



Thanks to Kerry, and her predecessor Pat Johnson, we have had very clean audits the past several years. I would like to thank Margaret Christian, Diane Donohue, Todd Moravec, Amy Thompson, Melanie Williams-Bethea each one of them represented their region honorably and applied their unique talent to the Council's work.

As I stated in the beginning of my report, I am only highlighting a mix of items from this past year in my section of the annual report. Please read this entire report to learn about all of the important work that was accomplished at the committee level. I would like to thank everyone who served on a state or regional committee, or held a regional office this past year.

I look forward to working with the incoming Executive Council members to continue our association's mission and goals.

Respectfully submitted,

Darrin L. Rooker



NYSFAAA 2016-2017 Goals and Objectives

Goal: Retain Membership

Objectives:

1. Maintain relevant website
Strategies
 - Timely posting of events
 - Increasing interest in blog writing
 - Promote government relations activities through blog
2. Involve newly trained Novices in Organization
Strategies
 - Assigning Novice members to regional/statewide committees
3. Explore new revenue streams to support training, advocacy and outreach efforts
Strategies
 - Establish investment committee
 - Provide training in grant identification and grant writing
 - Explore possible collaborations with EASFAA on training

Goal: Support Advocacy

Objectives:

1. Increase participation in advocacy
Strategies
 - Offer training opportunities on being an advocate
 - Include regular Conference Session on government relations
 - Reach out to those political leaders seeking re-election
 - Develop participation opportunities
2. Continued support of TAP Change
Strategies
 - Advocating for elimination of SUNY tuition credit and increased TAP funding



Goal: Increase Outreach

Objectives:

1. Increase membership participation in College Goal Events
Strategies
 - Training newest members as presenters (Mentor)
 - Recruit regional membership to School Outreach Committee
2. Encourage future involvement/leadership
Strategies
 - Encourage Executive Council members to bring a guest to meetings
 - Announcement of Times and Location of Executive Council Meetings
 - Include regional members on statewide Professional Development Committee
 - Regularly held Intermediate Training
3. Network with regional and national financial aid organizations
Strategies
 - Consulting on training topics and opportunities
 - Provide training to Community Based Organizations and affiliated groups.

Goal: Develop NYSFAAA Vision and Mission Statement

Objectives:

1. The Vision & Mission will serve to drive the Long Range Plan
 - Appoint ad hoc Strategic Planning Committee
 - Create draft Vision & Mission Statement for review by Executive Council
2. Begin planning for next Long Range Plan
 - 2016-17 is last year of current LRP
 - New Vision & Mission Statement would be basis for new LRP
 - Use various methods to gather input from entire membership



Awards Committee

Committee Members:

Troy Martin Co-Chair
Robert Zasso Co-Chair
Region 1 - Mary Koehneke
Region 2 - Susan Romano
Region 3 - Dawn Langdon
Region 4 - Brian Smith
Region 5 - Rob Zasso
Region 6 - Melanie Bethea
Region 7 - Debra Evans
Region 8 - Todd Moravec

Goals and Objectives (Long Range):

Our goal for the 2017-2018 year is to increase nominations from the membership for the state wide awards.

Our long term objective is to promote the major points of the NYSFAAA long range plan by highlighting the aims of the plan through our award ceremony at the annual conference. Ideally each year we will be recognizing awardees that are strong examples of advocacy, outreach, mentoring, & fostering a strong financial aid community.

Summary of Activities:

The NYSFAAA Awards Committee continues to enjoy its work. The Committee is currently in the process of collecting nominations, printing plaques and programs for the 2017 awards. Though nominations have been low in number again this year than in the past, we ended up with a good number of awardees and believe that we have adequately and appropriately honored deserving members with our final selections. We are hopeful that in the future members will take the time to nominate a deserving colleague.

We are still trying to find a volunteer to replace Robert Zasso as our Region V representative as we were unable to find a replacement during the last year.

Upcoming Meetings and Events:

Our next meeting will be at the 2017 NYSFAAA Conference and then the next planned conference call will be in winter 2017.

Recommendations:

None

Submitted by: Troy Martin and Robert Zasso, Awards Committee Co-Chairs

Date: 10.03.17



Conference 2017

Committee Members:

Lucy Villiaquiran
Melanie Williams-Bethea
Ajana Wilkinson
Michele Bolton
Tom Zarkos
Mike Turner
Lisa Simpson
Claire Jacobi
Howard Leslie
Toya Pigford-Konte
Jeanne McCarthy
Chris Earnshaw

Goals and Objectives:

Follow up with any outstanding payments.

Develop and submit conference report to Exec Council in December.

Transition conference planning to Region 3 and provide guidance where necessary.

Summary of Activities:

Met several times in person and via telephone conference call to plan the conference.

- a) Conference Theme and logo created September 2016
- b) Estimated budget submitted and approved December 2016
- c) Committee's formed- January 2017
- d) Identified a Keynote Speaker- April 2017
- e) Tour of facility-June 2017
- f) Program confirmed- August 2017
- g) Registration Opened-August 2017
- h) Final arrangements and meetings for conference September 2017

Upcoming Meetings and Events:

Debrief Thursday October 12 at 1pm

Follow up conference call November 2017

Recommendations:

None

Submitted by: Melanie Williams-Bethea & Lucy Villaquiran

Date: 10.13.17



Development Committee

Committee Members:

Tami Gilbeaux- Chair

Strategic Business Director-Inceptia

LaSonya Griggs- Director of Financial Aid Tompkins Cortland Community College

Mary Ellen Chamberlain- Director of Financial Aid Paul Smiths College

Max Flint-Morgan- Assistant Director of Undergraduate Scholarships Syracuse University

Goals and Objectives (Long Range):

A priority should be the obtaining of additional means of financial support. The Development Committee was created for this purpose.

Summary of Activities:

The committee did not meet in 2017 as there was not a positive outcome from the outreach to foundations in 2016. Opportunities are not available for organizations to secure operational expenses. Additionally, the requests to supplement our scholarship funding went unanswered, rejected or are not in alignment with goals of either organizations.

Upcoming Meetings and Events:

None

Recommendations:

Secure a consultant with expertise in foundation relations to examine NYSFAAA's ability to receive support based on our mission and goals.

Submitted by: Tami Gilbeaux- Chair

Date: 10.26.17



Mentor Committee

Committee Members:

Amy Connors Co-Chair
Nancy Teodecki Co-Chair

Goals and Objectives (Long Range):

Continue to keep in touch with the 2017 Novice graduates periodically during the academic year.

Contact Regional Chairs for updates of Novices serving on regional committees or activities.

Summary of Activities:

This past May our President contacted us to serve as co-chairs of the Mentor Committee. He requested that we contact the upcoming Novice 2017 graduates and follow-up with them periodically over the course of the year.

A 'Welcome to NYSFAAA' letter was written and was e-mailed to each Novice graduate in mid-June. We encouraged them to become active in NYSFAAA and guided them to their regional officers as a resource. A copy of this letter was also e-mailed to each Regional Chair to inform them of our contact. Responses were received from several Chairs and some requested a list of the Novices in their region for further follow-up.

In September a follow-up letter was e-mailed to each Novice graduate requesting that the graduate contact us if attending the 2017 conference. Our goal is to meet with each one while at the conference, discuss volunteer opportunities, and have the Novice graduates meet-up again. We also will offer them an opportunity to meet and spend some time with members from across the state.

Upcoming Meetings and Events:

None

Recommendations:

None

Submitted by: Amy Connors and Nancy Teodecki, Mentor Committee co-chairs

Date: 09.27.17



Elections Committee

Committee Members:

- Region 1- Lisa Tremem
- Region 2- BJ Revill
- Region 3- Pat Johnson
- Region 4- Kristina Delbridge
- Region 5- Dan Robinson
- Region 6- Meanie Bethea Williams
- Region 7- Gene Rogers
- Region 8- Carolyn Corcoran

Goals and Objectives (Long Range):

This next year, the Election Committee will be charged with conducting elections for NYSFAAA's First Vice President, Second Vice President and Secretary. The following goals have been established to enhance the election process.

- Establish the 2017-18 NYSFAAA Election Committee shortly after the 2017 conference. Committee members should take an active role at regional meetings to discuss the upcoming elections and solicit candidates from the regions.
- A goal will be to obtain 2 candidates for each position with representation across all regions and sectors.
- A series of communications at the state and regional level should be used to maximize participation in elections and volunteerism

Summary of Activities:

The NYSFAAA Election Committee was charged with conducting elections for the position of President Elect and Treasurer Elect. The Committee was formed and solicited nominations for the positions. A ballot with candidates for each position was constructed and candidacy statements were distributed. Elections were held via electronic vote. The election results were as follows:

President Elect, LaSonya Griggs, Tompkins Cortland CC
Treasurer Elect, Susan Godreau, SUNY Potsdam

In addition, the regions also held elections for the 2017-19 Councilpersons. The results were as follows:

Region 1 – Kathy Michalski, Niagara CC
Region 2 – Shalena Clary, University of Rochester
Region 3 – Patti Donahue, Binghamton University
Region 4 – Michelle Fontaine, SUNY Empire State
Region 5 – Joe Weglarz, Marist College
Region 6 – Ajana Wilkinson, Kingsborough CC
Region 7 – Deb Evans, Adelphi
Region 8 – Unknown at this time



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Congratulations to all of our new officers and Executive Council members.

Upcoming Meetings and Events:

None

Recommendations:

None

Submitted by: Kerrie Cooper

Date: 10.13.17



*New York State Financial Aid
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Finance, Audit, and Budget Committee

Committee Members:

All Region Treasurers

Goals and Objectives (Long Range):

Submit a budget that balances available income and spending requests, and supports the goals and objectives of the organization.

Summary of Activities:

Emailed to solicit submission of budget requests to be reviewed by the NYSFAAA Executive committee. Sent notifications of decision of budget requests to requestors.

Upcoming Meetings and Events:

As needed.

Recommendations:

None

Submitted by:

Date: 10.23.17



Investments Committee

Committee Members:

Darrin Rooker (Co-Chair)
Robert Zasso (Co-Chair)
Kerrie Cooper
Tom Dalton
Amy Thompson
Kathy Michalski
Samantha Veeder
Kerry Lubold

Goals and Objectives (Long Range):

The committee has met one of the major goals of the 2017-2018 objectives by being created this past winter.

Look into other strategies that could create reserve funds to help with NYSFAAA's other goals and objectives as statewide funding becomes scarcer for many of the organization's training and outreach initiatives.

Summary of Activities:

The committee was formed in February 2017 to meet with our account manager from Morgan Stanley Robert Bell. Mr. Bell proceed to review our accounts and advised we do not make any changes to our investment strategies at this time. He also discussed with the committee about the outlook of the scholarship investment if NYSFAAA ever increased their scholarship award and were not able to maintain the award amount by annual donations.

The committee has not met at any other time during 2016-2017, but have stayed apprised of our investments from periodic notifications of our investment statements.

Upcoming Meetings and Events:

We plan to meet for our annual review of our investments with Morgan Stanley during our NYSFAAA winter Executive Council meeting in 2018.

Recommendations:

None

Submitted by: Robert Zasso & Darrin Rooker, Co-Chairs

Date: 10.03.17



Governance Committee

Committee Members:

Scott Atkinson
Anne Barton
Irvin Bodofsky
Kathy Flaherty
Gina Soliz

Goals and Objectives (Long Range):

Each year we review NYSFAAA's activities as they relate to the Long Range Plan. The annual Long Range Plan evaluation is still a relatively new process to NYSFAAA. While the goal was to have the 2015-16 annual reports be the basis for review of in early Spring that did not happen. The first thing that the Governance Committee discussed was the appropriate timing for such a review. It was determined that reviewing the year based on the final annual reports is not the best use of the evaluation process. You cannot really determine success/failure by reviewing reports after the fact. The best use of the process is to do a review during the year so that the NYSFAAA Standing Committees can make adjustments as they are going through the year if necessary. It is suggested that in the future the review of the current year should take place in April/May (ex. April/May of 2018 for the 2017-18 year). This will give committees the chance to "tweak" what they are doing for the best possible outcomes at the end of the year in October. Due to the lateness of this year's review it was done on the 2016-17 year instead of 2015-16 because it was felt that we were too far beyond the 2015-16 year for a review to be beneficial.

The assessment was discussed with Executive Council and was used as a basis for the 2017-18 Goals & Objectives.

It was noted that 2016-17 was the last year for the current Long Range Plan. A plan to update the LRP will be discussed soon.

The main goal will be to assess what NYSFAAA is doing in terms of the Long Range Plan using the new timeframe suggested.

Assist with the new Long Range Planning process.

Summary of Activities:

Constitutional Changes

There were no suggested changes to the constitution this year.

Policies & Procedures Changes

The following change was made to the Policies & Procedures. This change was approved by Executive Council.

Clarification of NYSFAAA Travel Reimbursement Policy to the EASFAA Conference. The EASFAA Representative is the President or Past-President depending on timing. The transition is done at the EASFAA retreat in June so NYSFAAA reimbursement will be made to the current EASFAA Representative.



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Upcoming Meetings and Events:

None

Recommendations:

None

Submitted by: Kerrie Cooper

Date: 10.13.17



Government Relations Committee

Committee Members:

Sue Mead

I try to recruit new members each year after the conference, but even the ones who express interest do not respond to my inquiry of participation.

Goals and Objectives (Long Range):

Develop advocacy initiatives that address the TAP issues identified above.

Evaluate the impact of Excelsior and ETA for students in NYS and develop recommendations based on the results of the evaluation.

Summary of Activities:

Darrin Rooker appointed a task force, led by Samantha Veeder to revise and refine the NYSFAAA White Paper on the NYS TAP Program, which was originally developed in 2012. I was asked to serve on the task force based on my activity with the State Government Relations Committee and I was one of the original people who was part of the group who developed the original white paper. The revised White Paper was to be used as a basis to identify points that could be addressed on Student Aid Advocacy Day to be held in February 2017.

As the chairperson of the State Government Relations Committee, I was invited to testify before the Higher Education Committee of the New York State Assembly on November 30, 2016 for a hearing titled, Rising Costs of Higher Education and Student Loan Debt in New York State. I developed testimony that was approved by Darrin as I was speaking on behalf of NYSFAAA.

On February 14, 2017, members of NYSFAAA met with 25 legislators regarding the Excelsior Scholarship Program. On 1/4/2017, Governor Cuomo announced the Excelsior Scholarship Program as free tuition for students attending SUNY and CUNY schools. The platform that we brought to Albany on 2/14/17, when speaking with legislators was that instead of Excelsior, which only was for SUNY and CUNY students, the money used for Excelsior should be put into the NYS TAP Program, to benefit all students in NYS. We were looking to have the income thresholds increased as well as requesting a simplification of the TAP schedules and an increase in the minimum awards. We felt this would address many of the needs that the Governor was trying to address with the Excelsior Program, especially for students from middle income families. It was NYSFAAA's position, that any state funded program be used to benefit all students in NYS, not just students attending SUNY or CUNY.

Upcoming Meetings and Events:

Student Aid Advocacy Day will be February 13, 2018.

Recommendations:

None

Submitted by: Sue Mead

Date: 11.06.17



Membership Committee

Committee Members:

Region 1 – Sandra Looker
Region 2- Deidre Strutz
Region 3 – Kevin Shults
Region 4 – Rochelle Filler
Region 5- James Filippelli
Region 6 – Michael Turner
Region 7 - Patricia Noren
Region 8 – Patricia Farmer

Goals and Objectives (Long Range):

1350 Members

Collect \$91,000 in Membership Dues

Hold 4 membership conference calls in 2017-18 to discuss membership issues, outstanding dues, engagement activities, etc. These conference calls are usually held prior to EC meetings. Target dates include October, February, June, and September.

Develop a plan to engage Affiliate Members

Develop a plan to invite/ engage Active Members in Leadership roles

Support other NYSFAAA Committees as needed

Reach out to the Directors to find out why their Novices do not attend meetings.

Come up with Networking Sessions for members.

Summary of Activities:

- 1259 total members (93% of our 1350 goal)
- \$79,710.00 Dues collected (88% of \$91,000 goal)
- Reviewed LRP with committee members- ongoing
- Developed email plan to solicit renewal – ongoing
- Reviewed outstanding bills timely- solicited payment

Upcoming Meetings and Events:

Hold 4 membership conference calls in 2017-18 to discuss membership issues, outstanding dues, engagement activities, etc. These conference calls are usually held prior to EC meetings. Target dates include October, February, June, and September.



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Recommendations:

Meet regularly to discuss regional membership needs

Communicate with membership more regularly:

- Send renewal dues reminders – invoice reminders
- Engage the membership with upcoming events
- Inform membership of Leadership opportunities

Submitted by: Adrienne King – 1st Vice President

Date: 10.06.17



Novice Training

Committee Members:

Ajana Wilkinson
Lisa Simpson
Darrin Rooker
Lisa Papke
Scott Khare
Scott Atkinson
La Sonya Griggs
Perry Brown
Jim Hanley
Adrienne King
Kerry Lubold
Sue Mead
Renee Pelletier
Dan Robinson
Brian Smith
Lucy Villaquiran
Melanie Williams-Bethea
Earl Tretheway
Robert Zasso

Goals and Objectives (Long Range):

The primary goal of Novice is to provide financial aid training for those who are new to the profession as well as other personnel who may have job functions related to financial aid (i.e. admissions, student accounts). It may also serve as a refresher for those who are returning to the industry.

Five days of intensive training with sessions that alternate between large group and small group settings. Large group sessions discuss topics in a general session format. Break-outs into small groups allow for discussions, practical application of the larger topic and case studies to be reviewed under the guidance of an experienced aid professional. Group interaction is encouraged within small groups and amongst the larger group as a whole through a variety of activities designed for team-building and networking.

We will be accepting applications to host Novice 2018 and conducting site visits in the fall to determine the site of Novice 2018. Updating The Novice Training Manual will begin in the very near future. The goal continues to be approximately 70-75 registrants.



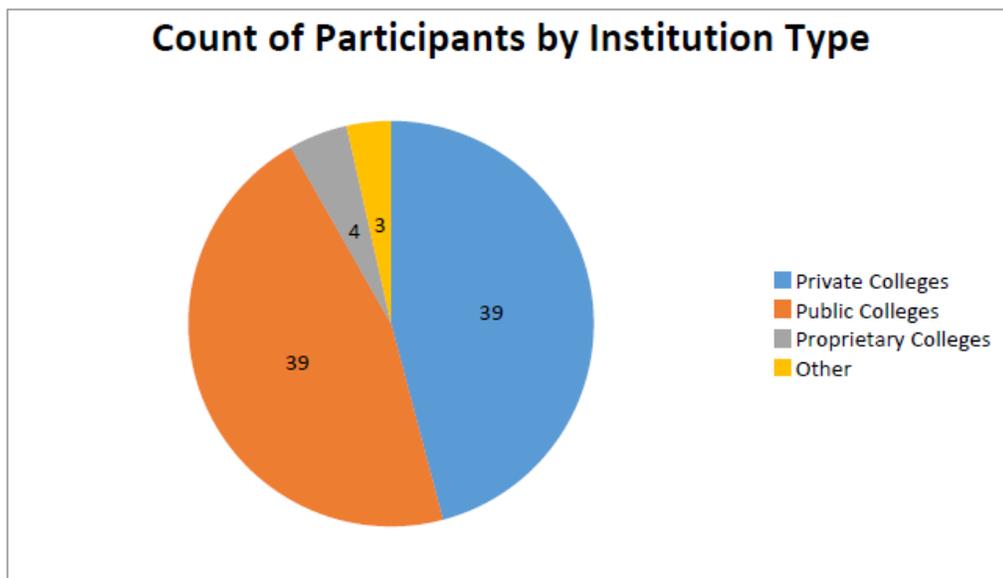
Summary of Activities:

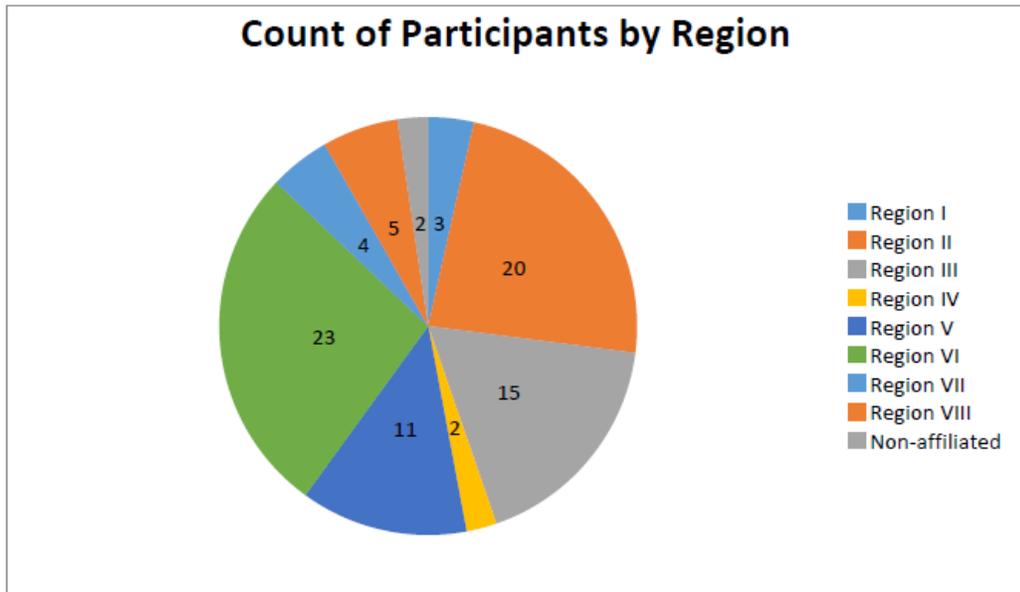
Again, this was a year of transition for Novice including, but not limited to change in leadership, program and staff.

Lisa Simpson returned to the Novice leadership team this year as Co-Chair. The committees that were implemented to accomplish all of the tasks needed continued to work well. A total of 19 staff worked both behind the scenes and/or on-site to ensure a successful event. Their efforts included, but were not limited to, editing the Novice Training Manual, coordinating transportation, registration and storage, and leading small or large groups. Each individual's role was invaluable, as Novice is truly a team effort.

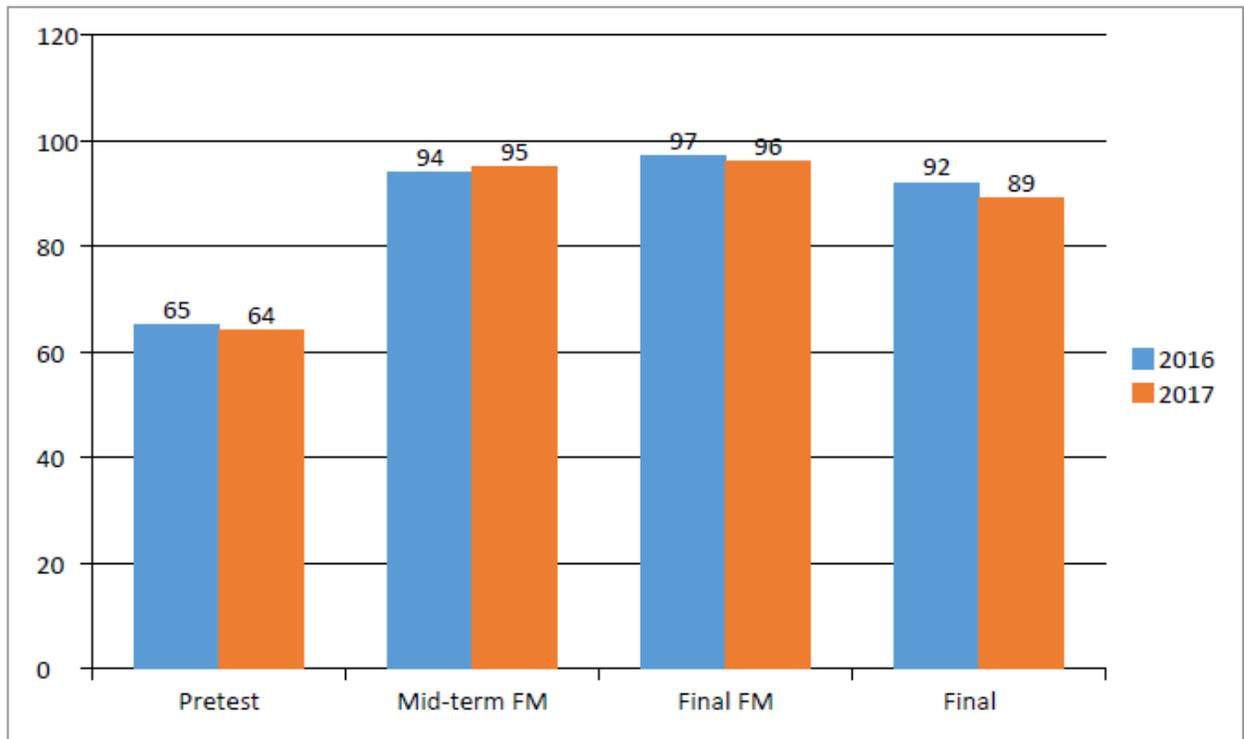
Mt. St. Mary's College in Newburgh, NY was the host site for the 47th Novice Training from June 4 – June 8, 2017 where a total of 85 Novices with varying levels of experience and job responsibilities participated. This year, Novices were given the choice of receiving the printed training manual, using a jump drive or by accessing google docs to obtain the electronic manual. Participants were surveyed for feedback and 56 of 85 responded; a 66% response rate. The overall workshop was rated as excellent or very good by 98.15% of respondents. Each respondent was asked to rate sessions as well:

Session	Excellent	Very Good	Total
NYS Programs	44.44%	38.89%	83.33%
Packaging and Budgeting	53.70%	29.63%	83.33%
General Provisions	55.56%	35.19%	90.75%
Federal Methodology	62.96%	35.19%	98.15%
Pell Grant	51.85%	40.74%	92.59%
Title IV Programs	53.70%	40.74%	94.44%
Federal Loan Programs	53.70%	40.74%	94.44%
Verification & PJ	46.30%	31.48%	77.78%





Progress





*New York State Financial Aid
Administrators Association*

Upcoming Meetings and Events:

Planning for 2017-2018 (Novice 2018) has already started. Periodic discussions will occur amongst the committee regarding various tasks that must be accomplished throughout the year, including post-event evaluation.

Recommendations:

None

Submitted By: Lisa Papke, Registration

Date: 09.24.17



George Chin Memorial Scholarship Committee

Committee Members:

- Debra Evans, Chair
- Regional Membership representatives:
- Region 1 – Nicole Griffo, Tracy Seifert, Sandy Looker
- Region 2 – Scott Atkinson
- Region 3 – Jackie Darquea
- Region 4 – Megan Henry, Lauren Tinger
- Region 5 – Janice Hilbrink
- Region 6 – Antigua Middleton, Randy Changoo
- Region 7 – Crystal Krudis, Theresa Donnell, Erica Follick
- Region 8 – Stacey Hawkins

Goals and Objectives (Long Range):

Continue basket raffle, cookbook sales and 50/50 at the 2017 conference. Committee will discuss other options for fund raising for this year and into the future.

Continue to recruit new committee members with the goal of having 2-3 committee members from each region.

Encourage committee members to attend regional meetings to promote possibly on-going regional fund raising (discussion among committee members to brainstorm possible regional efforts).

Possibly encourage on-going (annual?) donations from friends and colleagues of George Chin, perhaps mailings or email announcements around the anniversary of his death.

Summary of Activities:

Annual basket raffle, cookbook sales and 50/50 at the 2016 conference. Following the death of George Chin, generous donations were received from colleagues all across the country.

Donations received in 2016-2017:

Proceeds from raffles at conference:	\$ 1,401
Cookbook sales:	300
50/50 at conference:	172
Individual donations:	220
ECMC matching grant:	1,000
Donations received after death of George Chin:	12,520

Cookbooks originally purchased: 550 (ordered 500 & company sent 10% overrun)

	Cost:	\$1,689.75
299 sold to date:	Received:	2,990.00
	Profit to date:	\$1,300.25
251 books remaining		
Anticipated income:		\$2,510.00
Anticipated total income:		\$3,810.25



*New York State Financial Aid
Administrators Association*

Upcoming Meetings and Events:

Future meetings (phone conferences) will be arranged as necessary.

Recommendations:

None

Submitted by: Debra Evans

Date: 10.5.17



School Outreach and Early Awareness Committee

Committee Members:

LaSonya Griggs
Gene Rogers

Goals and Objectives (Long Range):

Goals and objectives for the Outreach Committee during the 2016-2017 year included:

- Increasing membership participation in College Goal New York events
- Training newer members as presenters
- Recruiting newer members to the committee based on region

As noted earlier, volunteer participation in CGNY events was down, but the number of FAFSA completion events throughout the state was up. Aid professionals were volunteering for FAFSA completion events which were competing with CGNY events. No formal training of new members as presenters occurred.

For the 2017-2018 year new members have been recruited to the committee as co-chairs to assist Gene Rogers as LaSonya Griggs transitions off the committee to assume other NYSFAAA responsibilities.

With the release of the early FAFSA last year, there has been an uptick in the number of requests we are receiving for workshops. Michael Turner continues to monitor requests in the downstate area to determine the feasibility of hosting a program with the support of volunteers from the financial aid community. For the 2018-2019 cycle he will be assisted by Gene Rogers and Ajana Wilkinson. Most CGNY Program requests are coming from the downstate region.

The Outreach Committee again offered a hands-on FAFSA training webinar on October 5, 2017 that was attended by over 900 participants. Many of these participants were not from the financial aid community and we had participants from several states. The line by line FAFSA training was promoted by NASFAA and EASFAA.

Goals for the 2018-2019 year include increasing the number of volunteers at FAFSA completion events and encouraging newer members to assume roles within the organization that promote student aid awareness.



Summary of Activities:

- **NYSHESC GEAR UP**

The GEAR UP Cohort were ninth graders for the 2016-2017 academic year. Gene Rogers continues to work with GEAR UP to conduct early awareness workshops and opportunities for students to make campus visits. For the 2017-2018 year, students entered their sophomore year. During the 2018-19 year more attention will be given to financial aid application processing and the steps necessary to receive funding from federal and state sources. As students enter their junior year, Gene will work with program directors to encourage students and parents to secure a FSA ID.

- **College Goal New York**

We again had nearly fifty College Goal New York FAFSA completion events for the 2017-2018 FAFSA cycle. Many locations hosted more than one completion workshop to provide families with additional opportunities for help with the FAFSA. The number of participants was up for the 2017-2018 cycle, but the number of volunteers declined. Now that the FAFSA is available earlier, we have found that more high schools are reaching out to colleges to host FAFSA completion events for their school. It appears that more volunteers are out helping with increased requests for non-CGNY FAFSA events.

The National College Access Network (NCAN), the national sponsor of College Goal Sunday, ended monetary funding for the College Goal Sunday FAFSA completion program. NYSFAAA had some money left over from the 2016-2017 FAFSA cycle and received authorization from NCAN to use those funds for the 2017-2018 FAFSA cycle by December 31, 2017. Funds were exhausted by the deadline.

- **Guidance Counselor Workshops**

The Challenge Grant funding HESC used to host and run the Guidance Counselor Workshops ceased at the end of the 2015-2016 year. During the 2016-2017 year, HESC and NYSFAAA worked with various guidance counselor associations and sent members of the financial aid community to serve as guest speakers to provide federal and state updates to counselors during their meetings. Guest speaker engagements were conducted throughout the state, but did not reach as many counselors as the former Guidance Counselor Workshops did.

Upcoming Meetings and Events:

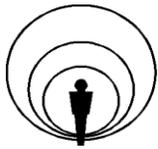
To be determined

Recommendations:

None

Submitted by: LaSonya Griggs

Date: 10.06.17



Statewide Training Committee

Committee Members:

Lynn Sabulski
Howard Leslie
Perry Brown
Angela VanDekker
Wendy Rizzo
Brian Smith
Jannatul Ferdous-Hypolite
Brian (Calvin) Ghanoo

Goals and Objectives (Long Range):

To continue to provide relevant and timely training to our members via distance. This training should work in conjunction with Regional Activities and Meetings to add to the member's overall experience. Engagement at the regional level via webinar intertwined with in-person activities will be further explored as a way to heighten the member's future involvement.

Summary of Activities:

This year, after our June 15th webinar, we will have provided 13 events for the 16-17 academic year and assisted with one regional meeting. As of the writing of this report, please see detail below, we trained at least 8,529 duplicated people this academic year.

Challenges 16-17:

The primary challenge this past year has been the department of education transition and getting our last training off the ground. As you all know by now we had to change the topic matter after having already postponed the webinar for 3 months. The good news is that the new topic is very relevant. The bad news is how this is possibly going to play out in the near and far future.

Other challenges were that both Howard and Kristina had their hands full with medical and/or personal issues. We think we came through for each other just fine.

Since the last report, I am happy to advise that:

Lynn has joined the team to replace Kristina as co-chair

Kristina has just nailed a job at Indiana State University

Challenges 17-18:

Finding Lynn – hurray

Once again the department of education but that worked out last minute for our 9/29 training

Hurricanes – I almost could not do one – fortunately, I trained Lynn. In addition, we had planned 3 verification webinars with JoEleen. She lives in Houston. Nuff said. We canceled 2 of 3 and salvaged our 11/16 event.



A study of the numbers below which have been updated from the last report (additional hits from the website) AND ONE 16-17 WEBINAR AFTER LAST REPORT.

Once again, we believe we did very well reaching a large audience proving excellent training. We were a little disappointed in seeing how few people take advantage of the recordings and we suggest that they somehow be better highlighted on the website and possibly advertised. We think it is an excellent benefit not being taken advantage of. On the other hand, many people DID take advantage of some of the handouts. Some of those numbers are big.

HAND OUTS

Federal Taxes Verification (R Weinerman)	4,292
Reference Manual (R Weinerman)	3,961
Transcript decoder (R Weinerman)	2,293
Early FAFSA	1,438
Verification (JoEllen Soucier)	923
Reference Manual 2 (R Weinerman)	923

WEBINARS

Higher Ed Update 9/23	109 + 0	=109
Early FAFSA 9/30	2,848 +1028	= 3,876
Borrower Defense 10/14	236 + 89	= 325
Verification 10/26	550 + 539	=1089
Verification 11/11	574 + 201	= 775
Verification 11/8	477 + 134	= 611
SWT – Regional Meeting	198 + 0	= 198
New Audit Guide 1/27	87 + 0	=87
SWT – Regional Meeting	177 + 87	= 264
Tax Detective 2/17	409 + 162	= 571
Advanced GE 3/6	138 + 0	= 138
UEH 4/14	106 + 0	=106
Verifying Verification 06/15	470 + 44	= 514

TOTAL LIVE PARTICIPANTS	= 6379
TOTAL HITS ON THE WEBSITE (Assuming only one view per a hit – very conservative)	= 2,150
TOTAL	= 8,529

Upcoming Meetings and Events:

To be determined

Recommendations:

None

Submitted by: Lynn Sabulski and Howard Leslie, Co-Chairs

Date: 10.12.17



Technology, Innovation, and Communication Committee

Committee Members:

Heather Adner (Co Chair)
Lea Nuwer (Co Chair)
Ideta Daniel
Jannatul Ferdous
Kathy Flaherty
Howard Leslie
Ajana Wilkinson
Mary Ellen Roch

Goals and Objectives (Long Range):

Continue to support technology needs across all regions and for all committees.

- Reach out to each region and committee individually reviewing their current online content & encourage or assist it in being updated including NY Buzzz;
- Assign each TICC Committee member a region and/or committee to be in contact with throughout the year to monitor/encourage them to make the most use out of what is available to them;
- Expand social media presence. Encourage the membership to provide updates from NYSFAAA events (photos/text for social media updates). The goal is to better show all the good NYSFAAA does, encourage membership participation and to be more involved;
- Continued support of website improvement, development, and maintenance;
- Continue to serve as caretaker of NYSFAAA's public image via social media;
- Continue to advocate for regions and committees to keep information up-to-date;
- Investigate alternatives to the Empire Chat (blog); and
- Continue to investigate new technologies.

Summary of Activities:

Our main focus over the past year was revamping of the NYSFAAA website to try to create a more welcoming, modern and navigable environment. Approval and input was requested from Executive Council on content and revisions for several drafts throughout the year before the official launch. The updated website is now live with a whole new homepage layout. A brief presentation at the NYSFAAA conference is planned to get further feedback and show the new website to the membership.

Our concern over keeping the content on the website up-to-date was shared with Executive Council to gain support in encouraging the regions and committees to keep their information relevant (as up-to-date as possible). We provided written instructions on how to do this for the membership as often roles within regions/committees can change. Executive Council stated it would support this and encourage the regions/committees to update their information.

Continued support of website, blogging (EmpireChat), and social media platforms (Facebook, Twitter, and LinkedIn). Supported webinar surveys, and other NYSFAAA surveying needs as needed.



*New York State Financial Aid
Administrators Association*

Upcoming Meetings and Events:

Planning on bi-monthly committee meetings. Next meeting is October 18, 2017 (Conference Call).

Presentation on new website launched at the 2017 NYSFAAA Conference.

Recommendations:

None

Submitted by: Heather Adner and Lea Nuwer

Date: 10.2.17



Treasurer's Report

Committee Members:

N/A

Goals and Objectives (Long Range):

The Development Committee will be part of the discussion of revenue opportunities through collaboration with EASF AAA and other possibilities for membership expansion and revenue generation.

The 2016-17 audit has been convened and progress will be monitored for a timely conclusion.

Summary of Activities:

Thank you for a great year. Some general updates on activities that occurred this last cycle. This was a year of transition of Treasurer-Elect to Treasurer and Treasurer to Past-Treasurer which did consume a bit of time. Thank you Kerry for all your help!

NYSFAAA's accounts continue to be in good health. Due to a merger between First Niagara Bank and Key Bank, our primary accounts have transitioned to Key. Based on our investment account manager, we started a CD with Key Bank so we can use the proceeds from this investment to create a reserve to help NYSFAAA when we have to balance the budget

An investment committee was formed this past winter based on past recommendations and the 2017-2018 goals and objectives for the purpose of reviewing our current investments and gathering up-to-date information from our account manager on the health of our accounts. Thank you to those who have agreed to serve: Kerrie Cooper, Kerry Lubold, Tom Dalton, Darrin Rooker, Amy Thompson, Kathy Michalski, Samantha Veeder and myself. In February we met with Robert Bell from Morgan Stanley who reviewed the history of our investments, current status and recommendations for the immediate future. Robert has handled our accounts for a very long time and we are grateful for the guidance he provides. Part of the discussion involved talking about what our scholarship investments would look like over a 10 year cycle if NYSFAAA increased the annual scholarship award to students.

Our committee activities this year continued to support the goals and objectives of NYSFAAA and our long range plan.

The Budget & Finance Committee, under the leadership of Susan Godreau, provided executive council in February 2017 with an estimate of the 17-18 budgetary needs of the organization. This presentation and subsequent discussion was helpful for executive council as a way to evaluate current spending and income as well as anticipate any upcoming issues. Susan was able to bring forth a budget to Executive Council in June 2017 that supports NYSFAAA activities while being mindful of our responsibilities.

In 2016-2017 the Development Committee has not been active As, Tami Gilbeaux who dedicated her time in 2015-2016 to researching, identifying and applying for grant opportunities that support our operational costs. Unfortunately no grants became available. It has become evident that our activities are important to our profession and our students, but are not the type of activities that are supported by grantors/donors. We have spent the last year attempting to come up with a new role for the development committee in helping NYSFAAA open up new revenue opportunities.



Our scholarship committee is headed by Debra Evans. In honor of George Chin, Executive Council voted to change the NYSFAAA Scholarship to the NYSFAAA George Chin Memorial Scholarship in honor of George's dedication to the organization and the profession. The outpouring of donations in honor of George have been very generous and have generated \$12,970. During the 2016 conference Debra's scholarship activities including the 50/50 & regional baskets generated a nice income for the scholarship fund. Thank you to everyone for their participation and support. A special thank you to Debra for her tireless work towards supporting our students in NYS.

Upcoming Meetings and Events:

Susan Godreau and I will be meeting over the next year so I can prepare her for the transition to Treasurer after the 2018 conference.

Recommendations:

None

Submitted by: Robert Zasso, NYSFAAA Treasurer

Date: 10.03.2017



New York State Financial Aid
Administrators Association

**New York State Financial Aid
Administrators Association, Inc.**

Financial Statements and
Supplemental Information

June 30, 2016

**New York State Financial Aid
Administrators Association, Inc.**
Table of Contents

Report of Independent Auditors

Financial Statements

Statement of Financial Position

Statement of Activities

Statement of Cash Flows

Notes to Financial Statements

Supplemental Information

Report of Independent Auditors on Supplemental Information

Five Year Summary of Operations



Report of Independent Auditors

To the Executive Council of
New York State Financial Aid
Administrators Association, Inc.

Report on Financial Statements

We have audited the accompanying financial statements of New York State Financial Aid Administrators Association, Inc. (the "Association"), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities and of cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

The financial statements of the Association as of and for the year ended June 30, 2015, were audited by other auditors whose report dated February 22, 2016, expressed an unmodified opinion on those statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2015 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Tronconi Segarra & Associates LLP

September 28, 2017



New York State Financial Aid
Administrators Association, Inc.

Statement of Financial Position
As of June 30, 2016
(with Comparative Totals as of June 30, 2015)

	<u>2016</u>	<u>2015</u>
Assets		
<i>Current Assets</i>		
Cash and cash equivalents	\$ 268,240	\$ 287,735
Accounts receivable	8,800	0
Prepaid expenses	3,376	11,201
	<hr/>	<hr/>
Total current assets	280,416	298,936
<i>Long-Term Investments</i>		
	<hr/>	<hr/>
Total assets	\$ <u>751,998</u>	\$ <u>792,212</u>
Liabilities and Net Assets		
<i>Current Liabilities</i>		
Accounts payable and accrued expenses	\$ 6,578	\$ 23,586
Deferred dues revenue	1,585	7,700
	<hr/>	<hr/>
Total current liabilities	8,163	31,286
<i>Net Assets</i>		
Unrestricted		
Undesignated	453,151	482,725
Designated for scholarships	131,493	110,617
Regional activities	46,988	53,975
	<hr/>	<hr/>
Total unrestricted	631,632	647,317
Temporarily restricted	<hr/>	<hr/>
	112,203	113,609
Total net assets	<hr/>	<hr/>
	743,835	760,926
Total liabilities and net assets	\$ <u>751,998</u>	\$ <u>792,212</u>

See report of independent auditors and notes to financial statements.



**New York State Financial Aid
Administrators Association, Inc.**

Statement of Activities

For the year ended June 30, 2016

(with Comparative Totals for the year ended June 30, 2015)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2016 Total</u>	<u>2015 Total</u>
<i>Support and Revenue</i>				
Conferences and workshops	\$ 138,529	\$	\$ 138,529	\$ 137,107
Membership dues	88,791		88,791	76,755
College Goal Sunday		14,000	14,000	8,200
Regional activities	5,706		5,706	5,930
Scholarship		4,890	4,890	2,665
Dividends, net of \$6,904 investment fees	1,967		1,967	986
Realized and unrealized gains (losses) on investments, including capital gain distributions	(23,655)		(23,655)	(2,096)
Net assets released from restrictions	20,296	(20,296)	0	0
Total support and revenue	231,634	(1,406)	230,228	229,547
<i>Expenses</i>				
College Goal Sunday	11,106		11,106	7,099
Conferences and workshops	137,083		137,083	113,532
Executive Council	38,111		38,111	40,007
Homepage	7,449		7,449	8,270
Regional activities	26,873		26,873	27,828
Scholarship expenses	9,190		9,190	7,500
Special meetings	9,853		9,853	4,121
Special projects, training and other expenses	7,654		7,654	7,933
Total expenses	247,319	0	247,319	216,290
Change in net assets	(15,685)	(1,406)	(17,091)	13,257
<i>Net Assets, beginning of year</i>	647,317	113,609	760,926	747,669
<i>Net Assets, end of year</i>	\$ 631,632	112,203	743,835	\$ 760,926



**New York State Financial Aid
Administrators Association, Inc.**

Statement of Cash Flows

For the year ended June 30, 2016

(with Comparative Totals for the year ended June 30, 2015)

	<u>2016</u>	<u>2015</u>
<i>Cash Flows from Operating Activities</i>		
Change in net assets	\$ (17,091)	\$ 13,257
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Realized and unrealized (gains) losses on investments	23,655	2,096
(Increase) Decrease in assets:		
Accounts Receivable	(8,800)	8,340
Prepaid Expenses	7,825	(5,420)
Increase (Decrease) in liabilities:		
Accounts payable and accrued expenses	(17,008)	(7,392)
Deferred dues revenue	(6,115)	(4,565)
Net cash provided by (used in) operating activities	(17,534)	6,316
<i>Cash Flows from Investing Activities</i>		
Proceeds from Sale of Investments	614,490	79,773
Purchase of Investments	(616,451)	(80,752)
Net cash used in investing activities	(1,961)	(979)
Net increase (decrease) in cash and cash equivalents	(19,495)	5,337
<i>Cash and Cash Equivalents, beginning of year</i>	<u>287,735</u>	<u>282,398</u>
<i>Cash and Cash Equivalents, end of year</i>	<u>\$ 268,240</u>	<u>\$ 287,735</u>



New York State Financial Aid Administrators Association, Inc. *Notes to Financial Statements*

1. Nature of Organization and Summary of Significant Accounting Policies

Nature of Organization – The New York State Financial Aid Administrators Association, Inc. (the “Association”) is a not-for-profit organization incorporated under the laws of the State of New York. The Association is a volunteer association of financial aid professionals advocating for and promoting equal access to post-secondary education for all students. The Association offers education, professional development, and networking opportunities for its members and for colleagues in related education, business, and governmental professions.

Basis of Accounting – The financial statements are prepared on the accrual basis of accounting in accordance with accounting standards generally accepted in the United States of America and includes all material accounts receivable and payable and material prepaid and deferred items. Consequently, revenues are recognized when earned, rather than when received, and expenses are recognized when the obligation is incurred, rather than when cash is disbursed.

Cash and Cash Equivalents – The Association considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. At June 30, 2016, the Association held no cash equivalents.

Accounts Receivable – Accounts receivable are recorded at net realizable value. Receivables are for its Novice program and are recorded at the amount that the Association expects to receive based on participation in the program and subsequent receipts.

Prepaid Expenses – Prepaid expenses represent certain cash payments made in the current year to benefit future activities and operations, and consist primarily of conference and insurance expenses paid in advance.

Investment Valuation and Income Recognition – Investments, all of which are in marketable securities, are stated at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between participants at the measurement date.

Purchases and sales of securities are recorded on a trade-date basis. Dividend income is recorded on an ex-dividend date. Net appreciation (depreciation) includes the gains and losses on investments bought and sold as well as held during the year.

Net Assets – Net assets are classified as unrestricted, temporarily, or permanently restricted based upon the presence or absence of donor-imposed restrictions. Unrestricted net assets represent resources whose use is not restricted by donor-imposed stipulations and are available for general support of the Association. Temporarily restricted net assets, created by



**New York State Financial Aid
Administrators Association, Inc.**
Notes to Financial Statements (continued)

**1. Nature of Organization and Summary of Significant Accounting Policies
(continued)**

donor-imposed restrictions, are released from those restrictions when they are utilized for their intended purpose or by the passage of time. When a restriction expires, these assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Permanently restricted net assets are those assets resulting from contributions whose use is limited by donor-imposed restrictions that neither expire by passage of time, nor can be fulfilled or otherwise removed by actions of the Association.

Revenue Recognition – Income from gifts made for the support of the Association is recorded as revenue when received. Pledges made but not yet received, or received but designated for future years, are also recorded as revenue and as receivables in the appropriate class of assets.

Membership Dues – Association membership provides members with various training and professional development opportunities. The membership period coincides with the Association's fiscal year and dues revenue is recognized over the membership period. Dues payments received in the year ended June 30, 2016 applicable to the June 30, 2017 membership period is reflected as deferred dues revenue.

Contributions and Gifts – Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. In the absence of donor specifications that income and gains on donated funds are restricted, such income and gains are reported as income of unrestricted net assets. It is the Association's policy to record contributions when it is determined that they are unconditional.

Unconditional promises to give and pledges are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional. At June 30, 2016, the Association held no conditional promise to give.

Functional Expense Allocation – The costs of providing program and supporting services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services that benefited. Fundraising costs are not considered significant and are included in management and general expenses. For the year ended June 30, 2016, program service expenses totaled \$175,206 and management and general expenses (including investment fees of \$6,904) totaled \$79,017.



**New York State Financial Aid
Administrators Association, Inc.**
Notes to Financial Statements (continued)

**1. Nature of Organization and Summary of Significant Accounting Policies
(continued)**

Income Taxes – The Association is an exempt organization as defined under Section 501(c)(3) of the Internal Revenue Code (“IRC”), and as such, is exempt from income taxes. Accordingly, no provision for income taxes has been reflected in the accompanying financial statements.

Accounting for Uncertainty in Income Taxes – Generally accepted accounting principles in the United States of America require Association management to evaluate tax positions taken by the organization and recognize a tax liability if the Association has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service. Management has analyzed the tax positions taken by the Association, and has concluded that as of June 30, 2016 there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements. The Association is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax period in progress.

Management Estimates – The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Subsequent Events – Management of the Association has evaluated subsequent events, for recognition or disclosure, through September 28, 2017, the date these financial statements were available to be issued, and determined that no additional recognition or disclosure was required.

2. Prior Year Comparative Information

The financial statements include certain prior year summarized comparative information in total, but not by either net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Association’s financial statements for the year ended June 30, 2015, from which the information was derived.



**New York State Financial Aid
Administrators Association, Inc.**
Notes to Financial Statements (continued)

3. Concentrations of Credit Risk

Cash deposited at financial institutions potentially subjects the Association to concentrations of credit risk, as cash may exceed federally insured limits at various times throughout the year.

4. Investments

Long-term investments represent investments of funds not required for current operations. These funds can be accessed only with approval of the Executive Council. Earnings on these investments are automatically reinvested. Fair value of investments at June 30, 2016 are summarized by category as follows:

	<u>Fair Value</u>	<u>Percent of total investments</u>
Money Market Fund		
Liquid asset fund	\$ 5,767	\$ 1.22%
Exchange Traded Funds		
Foreign emerging markets	7,078	1.50%
Foreign large cap	28,245	5.99%
Large cap	61,759	13.10%
Mid cap	13,871	2.94%
Small cap	9,100	1.93%
	<u>120,053</u>	<u>25.46%</u>
Mutual Funds		
Fixed income - high yield	37,345	7.92%
Fixed income - inflation protected	19,012	4.03%
Fixed income - intermediate term	61,406	13.02%
Fixed income - short term	89,072	18.89%
Foreign emerging markets	16,778	3.56%
Foreign large cap	81,172	17.21%
Large cap	40,977	8.69%
	<u>345,762</u>	<u>73.32%</u>
Total investments	<u>\$ 471,582</u>	<u>\$ 100.00%</u>



**New York State Financial Aid
Administrators Association, Inc.**
Notes to Financial Statements (continued)

4. Investments (continued)

In the year ended June 30, 2016, the Association's investments (including capital gain distributions received, gains and losses on investments bought and sold, as well as held during the year) appreciated (depreciated) in value by \$(23,655).

Investment Risks and Uncertainties – The Association invests in various investment securities, which are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect amounts reported in the statement of financial position.

5. Fair Value Measurements

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1) and the lowest priority to unobservable inputs (level 3). The three levels of fair value hierarchy under FASB ASC 820 are described as follows:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Association has the ability to access.

Level 2 – Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability, and
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.



New York State Financial Aid
Administrators Association, Inc.
Notes to Financial Statements (continued)

5. Fair Value Measurements (continued)

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used as of June 30, 2016.

Money Market Funds: Valued at amortized costs, which approximates fair value. Under the amortized cost valuation method, discount or premium is accreted or amortized on a constant basis to the maturity of the security.

Exchange-Traded Funds and Mutual Funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Association are open-ended mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value ("NAV") and to transact at that price. The exchange-traded funds and mutual funds held by the Association are deemed to be actively traded.

The following table sets forth by level, within the fair value hierarchy, the Association's investment assets at fair value as of June 30, 2016:

Level 1

Money market funds	\$	5,767
Exchange-traded funds		120,053
Mutual funds		<u>345,762</u>
Total investments	\$	<u>471,582</u>

Transfers in Fair Value Levels – The availability of observable market data is monitored to assess the appropriate classification of financial instruments within the fair value hierarchy. Changes in economic conditions or model-based valuation techniques may require the transfer of financial instruments from one fair value level to another. In such instances, the transfer is reported at the beginning of the reporting period.

Association management has evaluated the significance of transfers between levels based upon the nature of the financial instrument and the size of the transfer relative to total net assets available for benefits. For the year ended June 30, 2016, money market funds are classified as Level 1 investments. Previously they were classified as Level 2 investments. There were no other transfers in or out of Levels 1, 2, or 3.



**New York State Financial Aid
Administrators Association, Inc.**
Notes to Financial Statements (continued)

6. Temporarily Restricted Net Assets

At June 30, 2016, \$112,203 of net assets were restricted as follows:

Scholarships	\$	98,123
College Goal Sunday		<u>14,080</u>
Total temporarily restricted net assets	\$	<u>112,203</u>

7. Net Assets Released from Restrictions

Net Assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by the donor as follows:

Scholarships	\$	9,190
College Goal Sunday		<u>11,106</u>
Total restrictions released	\$	<u>20,296</u>



Report of Independent Auditors on Supplemental Information

To the Executive Council of
New York State Financial Aid
Administrators Association, Inc.

Report on Financial Statements

We have audited the accompanying financial statements of New York State Financial Aid Administrators Association, Inc. (the "Association") as of and for the year ended June 30, 2016, and have issued our report thereon dated September 28, 2017 which contained an unmodified opinion on those financial statements. Our audit was performed for the purpose of forming an opinion on the financial statements as a whole.

The Five Year Summary of Operations is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

The supplemental information for the years ended June 30, 2015, 2014, 2013 and 2012 was audited by other auditors whose reports dated February 22, 2016, October 26, 2015, November 30, 2014 and August 18, 2014, indicated the information was stated fairly in all material respects when considered in conjunction with the financial statements as a whole.

Tronconi Segarra & Associates LLP

September 28, 2017



**New York State Financial Aid
Administrators Association, Inc.**

*Five Year Summary of Operations
For the years ended June 30,*

	2016	2015	2014	2013	2012
Revenue					
Conferences and workshops	\$ 138,529	\$ 137,107	\$ 170,096	\$ 181,471	\$ 158,367
Membership dues	88,791	76,755	77,595	77,420	84,715
College Goal Sunday	14,000	8,200	22,000	18,000	10,000
Gear Up	-	-	-	-	6,500
Regional activities	5,706	5,930	18,105	5,121	6,961
Scholarship	4,890	2,665	3,240	-	-
Investment income (loss), net of fees	(21,688)	(1,110)	63,110	39,707	(15,170)
Total Revenue	230,228	229,547	354,146	321,719	251,373
Expenses					
College Goal Sunday	11,106	7,099	11,915	10,291	12,515
Conferences and workshops	137,083	113,532	172,525	129,331	123,135
Executive Council	38,111	40,007	51,162	47,693	59,448
Gear Up	-	-	-	-	14,650
Homepage	7,449	8,270	8,120	8,403	5,933
Regional activities	26,873	27,828	20,707	28,675	15,104
Scholarship expenses	9,190	7,500	7,500	7,500	7,740
Special meetings	9,853	4,121	10,952	5,054	6,046
Special projects, training and other expenses	7,654	7,933	6,186	9,414	5,058
Total Expenses	247,319	216,290	289,067	246,361	249,629
Change in Net Assets	(17,091)	13,257	65,079	75,358	1,744
Net Assets					
Beginning of year	760,926	747,669	682,590	607,232	605,488
End of year	\$ 743,835	\$ 760,926	\$ 747,669	\$ 682,590	\$ 607,232



Regional Reports

Region 1 Report

1 MEETINGS HELD THIS YEAR

Date and Location: 10/5/16 Hilbert College – 20 attendees

11/18/16 SWT- Hilbert College – 24 attendees

12/8/16 Classics – 32 attendees

2/10/17 SWT – Hilbert College – 27 attendees

3/30/17 Villa Maria College – 13 attendees

5/18/17 Medaille College – 16 attendees

6/29/17 Bisons game – 9 attendees

Topics and Training details: Roundtable discussion on Prior- Prior. Teach Grant, Cohort Default Rates, Exit Counseling, new C Code 399, Conference update, Justin Draeger's Podcasts, and upcoming Statewide Training on November 18th

Support Staff Workshop to be held in the spring, National College Fair to be held at the Buffalo Convention Center on March 15 & 16, Statewide Training to be held at Hilbert College on February 10th.

Congratulated our Region 1 award recipients: Jeanne Mossios –Service Award
Matt Metz – Rising Star
Dan Hunter – Lifetime Achievement Award

Topics from March 30th meeting –

NYSFAAA had a table at the National College Fair that was held in Buffalo on March 15th & 16th. Curt Gaume and Dan Hunter represented NYSFAAA at this event.

Tami from Inceptia mentioned a few products from her company – a verification processing option and a loan information service they sent to students on the colleges behalf.

Roundtable discussion on PPY & 399 codes

Discussed summer outing and requested suggestions

Elections are coming up for President- Elect and Treasurer-Elect. Let myself or Kerrie know if you are interested in running for either office

Topics from May 18th meeting –

Regional elections – after much discussion, we will hold regional elections in spring of next year for the 2018/19 year.

Discussed summer outing – will send email with outing information to the region.



Roundtable discussion – Excelsior Scholarship and ETA

Other Training events the Region was involved in :

St. Bonaventure is hosting a Guidance Counselor Workshop on November 15, 2016
Support Staff is being held on June 7, 2017 at 716.

2 Treasury update:

\$7265 balance as of May 18, 2017

3 Committee Reports:

None

4 Conference news:

None

5 Upcoming meetings and events:

Next Regional Meeting Regional Meeting on October 5, 2017 at Hilbert College

6 Regional comments:

None



Region 2 Report

1. MEETINGS HELD THIS YEAR

Date and Location: September 23, 2016 at Genesee Community College in Batavia

Attendees -22

Topics and Training details:

- A regional meeting was held with updates by Committee chairs and then followed by training. Scott Atkinson presented on how to prepare for a Federal Program Review. SUNY Brockport had recently gone through one and Scott explained the process and gave some very important tips. Megan Kennerknecht talked about Middle States and the new Institutional Compliance Report (ICR) which is part of the Periodic Review Report (PRR).

Date and Location: November 18, 2016 SWT held at RIT

Attendees -29

Topics and Training details:

- SWT training was held and then followed by a Regional meeting. The topic of discussion was on the “399 Code” and what schools are seeing and what schools are doing to resolve this.

Date and Location: December 9, 2016 at Finger Lakes Gaming and Racetrack

Attendees -14

Topics and Training details:

- Updates by committee chairs were given and then a discussion was led by those members who attended the FSA Conference. Conference attendees discussed relevant sessions that they attended. After our discussion a holiday activity and lunch was enjoyed by all.



Date and Location: February 10, 2017-SWT at SUNY Geneseo

Attendees -21

Topics and Training details:

- Darrin Rooker provided the President's State of the Association address and then followed by the SWT. A regional meeting was held after the SWT. Region co-chairs are still working with Monroe County Guidance Counselor Association to try to be part of their workshops so NYSFAAA can present FA information to their members. There was an event on December 16th that was cancelled due to the storm and it was rescheduled but there wasn't enough time to present because we were only given 24 hours' notice. Maribel from MCC saw a flyer made for HS students to notify them of the FAFSA Fest and it had inaccurate information. We need to be vigilant of community events relating to FA and be sure that the information provided is correct. We then had a lengthy discussion regarding membership and theories as to why membership reduction is happening. Some theories were a lack of support from the top administration and younger workers being more accustomed to working remotely as opposed to face to face interactions and don't see the benefit of joining.

Date and Location: March 17, 2017 at University of Rochester

Attendees -18

Topics and Training details:

- A lengthy discussion on membership took place with ideas and suggestions for increasing the members. One of the most promising seems to be to have directors reach out to other directors to encourage membership. Also if they don't attend meetings find out why they don't feel there is a value in attending. It was suggested to allow for one remote regional meeting and see how that works out. Another suggestion is to get together at events in the community. For example meeting up at local festivals or doing a 5K run. We also discussed having a Staff Support Workshop since it has been 3 years since Region 2 offered this. Possibly looking at June 2018. The regional seat for Exec Council will be open and an election will take place in May or early June. Margaret provided a description of the role and what duties are expected of the rep. The meeting concluded with a discussion about Financial Literacy and what schools are doing

Date and Location: April 7, 2017 at GCC

Attendees -12

Topics and Training details:

- More discussion ensued on increasing membership as a result of the previous meetings discussion. The co-chairs are working on an action plan. They are in the process of sending out a survey to the Directors in Region 2. Cost may be a factor for folks not getting involved too. The question of Institutional membership came up again. There was also a discussion regarding getting a bus to transport members to the Conference in



Tarrytown. Megan is looking into this. After the regional business Pamela Wait from Ascensus presented on 529 Plans.

Date and Location: June 16, 2017 at Dave and Buster's

Attendees -12

Topics and Training details:

- After the regular updates we just had an informal discussion about meetings for the 17-18 academic year. We also discussed why our treasury balance isn't higher and what we could do to increase funds. The co-chairs were requesting \$3,500 from NYSFAAA to help with regional expenses.

2 Other Training events that Region was involved in :

- Renee Dann reported that all 7 College Goal and FAFSA events were very successful. Attendance at the East High College Goal Sunday was about half the normal amount of attendees. Was it due to early FAFSA? Maybe we need to consider moving the date? RCAN FAFSA events were well attended but College Goal fell a little short.
- The co-chairs are looking into a Staff Support Workshop for June 2018

3 Treasury update:

Balance as of June 16, 2017 is \$1902.62

4 Committee Reports :

Elections were held and Shalena Clary from the University of Rochester will serve as the next Exec Council rep beginning October 2017.

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

N/A

6 Upcoming meetings and events

- September 22, 2017-SUNY Geneseo
- September 27, 2017-Rochester College Nights-Marketplace Mall
- September 28, 2017-Rochester College Nights-Greece Ridge Mall
- November 16, 2017-SWT-TBD
- December 15, 2017-Holiday meeting-TBD
- February 2, 2018-Guidance Counselor Workshop
- February 2018-SWT...TBD
- March 16, 2018-possible joint meeting with Region 1
- April 27, 2018-possible joint meeting with Region 1
- May 25, 2018-Final meeting-TBD
- June 14, 2018-Support Staff Workshop-RIT

7 Recommendations If regional funds are limited and requests for additional funding are denied, what other options exist so that the region can offer workshops and outreach?



*New York State Financial Aid
Administrators Association*

Region 3 Report

1. **MEETINGS HELD THIS YEAR**
2. **Treasury update:**
3. **Committee Reports**
4. **Guidance Counselor Workshop**
5. **Upcoming meetings and events**
6. **Recommendations**



Region 4 Report

1. MEETINGS HELD THIS YEAR

Date and Location: November 18, 2016 at Empire State College

Attendees - 26

Topics and Training details:

- We had breakfast, viewed Aaron Lacey's Borrower Defense Rules training together and then had lunch followed by a regional meeting. The regional meeting included a HESC update by Lisa Simpson.

Date and Location: January 20, 2017 at Excelsior College

Attendees - 14

Topics and Training details:

- We hosted an informal meeting from 5:30-7:30 while enjoying snacks and refreshments.

Date and Location: February 10, 2017 at Excelsior College

Attendees - 17

Topics and Training details:

- We had breakfast and then viewed PPY training together. We also provided lunch throughout the meeting followed by snacks and a regional meeting. We had 17 members in attendance, although our registration numbers were around 30. We believe the weather/snow was a deterrent from traveling. We chose not to offer the virtual meeting option for our region that day but may decide to in the future if inclement weather is a threat.

2 Other Training events that Region was involved in :

We assisted with College Goal Sundays and SUNY Financial Aid day.

3 Treasury update:

\$7625.17

4 Committee Reports

Membership: 119 Associate, Affiliate, Retired and Life Member; 106 active.

5 Conference news

None

6 Upcoming meetings and events

November 16 Statewide Training Event at Empire State College. We will also have a region IV meeting/update following lunch and we are working on securing other speakers/presenters.



7 Recommendations:

Strategic Long Range Plan Goals:

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.

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 5 Report

1. MEETINGS SINCE LAST EXEC COUNCIL MEETING

Date and Location: October 18, 2016, Dinner Meeting at Conference

Attendees - 14

Topics and Training details:

- Region 5 invited all regional members attending the NYSFAAAA Conference to come for a dinner meeting the first night of the conference. We made introductions, gave a report of upcoming events, and found this event to be a great ice breaker for members of the region attending the conference.

Date and Location: November 18, 2016, SWT, Berkeley College

Attendees - 23

Topics and Training details:

- Statewide training event followed by a regional meeting and luncheon. Discussed future meetings, reminded members to get involved with NYSFAAAA/committees and regional events, gave Exec Council update and Treasurer's report.

Date and Location: January 27, 2017, Regional Meeting at Culinary Institute

Attendees - 33

Topics and Training details:

- Guest speaker, Lisa Simpson, gave a very informative HESC update and answered questions about current hot topics. Joanne Sullivan, Region Chair, encouraged members to consider running for regional office. Shared Exec Council report and Treasurer's report.
- SURPRISE GUEST PANEL! Diane Donohue invited retired NYSFAAAA members who were very involved with Region 5 to come have a round table discussion and motivate the region with event ideas and help encourage involvement. Great stories were shared by Heather McDonnell – Sarah Lawrence (travelled all the way from Puerto Rico), Dan Sistarenik – SUNY New Paltz, Jerry Kelly – Bard, and Sue Sheehan – Orange CCC. Michael Fraher – Vassar, was scheduled to attend but unfortunately was sick the day of the meeting. These past regional officers strongly encouraged us to coordinate a Support Staff Workshop in the near future. We would love to talk with other regions that have coordinated a workshop to get some ideas. Following the meeting we had a delicious luncheon at the Culinary's American Bounty Restaurant.



Date and Location: February 10, 2017, SWT, Berkeley College

Attendees - 18

Topics and Training details:

- SWT, PPY's Impact – From Tax Questions to Professional Judgment. Offered SWT, luncheon, and regional meeting to encourage attendance. Due to the weather many members ended up viewing webinar instead of attending.

Date and Location: May 3, 2017, Region Leadership Phone Conference

Attendees -

Topics and Training details:

- Held a conference call regarding setting up June event and other issues such as upcoming elections. Wanted to schedule an event around the excelsior Webinar but we weren't given enough notice. Looking to hold an event and bring in a speaker. Also want to start planning for a Support Staff Workshop.

Date and Location: September 15, 2017, Region Leadership Phone Conference

Attendees -

Topics and Training details:

- Discussed nominations for regional awards, due to Rob Zasso by end of September. Finalized plans for SWT location (Berkeley) for November training, need to hold regional meeting/vote to decide about holding dinner meeting at Conference for Region V, suggest review list of current regional reps so we can encourage participation and attendance for regional meetings, asked new chair and exec council rep to submit a bio that can be added to website. Cindy Garvey agreed to design Survey Monkey to send to region to take vote on holding Region V Dinner Meeting on Tuesday Oct 10 at Conference. Survey resulted in yes vote to hold meeting and have region members pay \$20 and treasury subsidize remaining cost (not including alcoholic beverages).

2 **Committee Reports:**

Dan Robinson, Pace University, Election Committee Rep – helped us notify the region about elections. Sent out a request for nominees. Results for the Region 5 leadership are as follows:

Cindy Garvey, St. Thomas Aquinas, Chair
Perry Brown, The College of Westchester, Treasurer
Tami Gilbeaux, Inceptia, Secretary
Joe Weglarz, Marist College, Exec Council Rep

3 **Treasury update:**

The current balance in the Region V account is \$9,844.80.



4 Upcoming meetings and events

October 10, 2017 – Dinner meeting for region members attending the NYSFAAA Conference.
November 16, 2017 – SWT Event, luncheon, and Region V meeting – Berkeley College.

5 Recommendations:

None



Region 6 Report

1. MEETINGS HELD THIS YEAR

Date and Location: September 30, 2016 Teachers College, Columbia University

Attendees - 35

Topics and Training details:

- Rules of FA Land': Federal Regulations and the upcoming Negotiated Rule Making, by Jim Gathard
- Unusual Enrollment History (UEH) as reported by the Office of Federal Student Aid (FSA)
- Discussion of what's going on in Financial Aid Offices.

Date and Location: November 10, 2016 SWT at Berkeley College

Attendees -

Topics and Training details:

- SWT event and Regional Update

Date and Location: February 10, 2017 at Teachers College, Columbia University

Attendees - 39

Topics and Training details:

- President's Address State of the Association
- PPY SWT Topic
- Region 6 Meeting

Date and Location: June 23, 2017 at Dinosaur BBQ Restaurant

Attendees - 48

Topics and Training details:

- NYS Update: Excelsior/ETA- Mike Turner, NYSHESC
- Open Forum Discussion: Verification Changes
- Discussion on New Administration's Proposed Changes will affect SFA-Howard Leslie, Berkeley College.
- Conference 2017 Planning-Region VI Committee.

2 Other Training events that Region was involved in:

Several members of Region 6 helped at various Guidance Counselor Workshops, and FAFAS completion events throughout NYC.

3 Treasury update: As of September 2017 our ending balance is \$5631.81.



4 Committee Reports:

None

5 Conference news:

- Conference Program is complete. We have a powerful agenda that should meet the professional development needs of novices and long-standing NYSFAAA members. Conference Date October 10-12, 2017 at the Westchester Marriott Tarrytown, NY.

6 Upcoming meetings and events:

- Fall Kick-off meeting September 29, 2017 at ASA College
- NYSFAAA Conference 49, Tarrytown, NY- Region 6 hosting.
- November 17, 2017- SWT Meeting Berkeley College

7 Recommendations

N/A



Region 7 Report

1. MEETINGS HELD THIS YEAR

Date and Location: September 30, 2016 Fall Kickoff Meeting at St. Joseph's College

Attendees- 30

Topics and Training details:

- HESC Update presented by Michael Turner, Client Relations Manager at NY State HESC
- PPY Panel discussion leaders Rosemary Ferrucci (NYIT), Fran Kalish (FIT), Evan Udowitch (Hofstra)
- PJ Panel discussion leaders Terri Donnell (SCCC), Amy Thompson (SJC)

Date and Location: November 18, 2016 State Wide Training at Hofstra University

Attendees- 37

Topics and Training details:

- Borrower Defense Final Rules presented by Aaron Lacey

a. Date and Location: February 10, 2017 State Wide Training at SUNY Farmingdale

Attendees- 31

Topics and Training details:

- "A Unique Approach to Educating Students on Financial Planning and Money Management in a Real-Life Game of Life" presented by Renee Pelletier, Senior Financial Aid Advisor/Financial Literacy & Default Management Specialist at Stony Brook University
- HESC Update presented by Michael Turner, Client Relations Manager at NY State HESC

Date and Location: June 16, 2017 Summer Meeting at Snapper Inn, Oakdale

Attendees- 24

Topics and Training details:

- 24 attendees
- Topic: "Veteran's Benefits" presented by Dr. Richard Robitaille, Associate Vice President of Military and Veteran's Affairs at Berkeley College

2. Other trainings:

- FAFSA completion/College Goal NY events:
- Paul D. Schreiber H.S. October 17, 2016



- Brentwood H.S. October 29, 2016
- Wyandanch H.S. November 21, 2016
- Glen Cove H.S. December 14, 2016

3. Treasury update:

\$2,268.26 balance per our Treasurer, Jeanine Murphy

4. Conference news:

None

5. Upcoming meetings:

- October 4, 2017 CGNY at Paul D. Schreiber High School, 5:30 p.m. to 8:30 p.m.
- October 28, 2017 CGNY at Brentwood High School, 10 a.m. to 2 p.m.
- November 16, 2017 State Wide Training at your regional meeting, Adelphi University
- Dec 2016/ Jan 2017 Region 7 Holiday Meeting TBD

6. Recommendations:

N/A



Region 8 Report

1. MEETINGS HELD THIS YEAR

Date and Location: September 22, 2016 St. Lawrence University

Attendees- 12

Topics and Training details:

- TAP, NYSFAAA Goals and Objectives, Region 8 Committees, Support Staff Workshop, NYS Shopping Sheet, College Goal NY, & High School Nights

Date and Location: November 18, 2016 Statewide Training SUNY Plattsburgh

Attendees- 9

Topics and Training details:

- The “Borrower Defense” Rules: Understanding the Significant Risks and Complexities of the Department’s Latest Proposal”
- Topics and Training: President’s Challenge, NASFAAA Regional Thought Force, Website Update, Upcoming NYSFAAA Conferences, Shopping Sheet Changes

Date and Location: February 10, 2017 Statewide Training and Region VIII Meeting Jefferson CC

Attendees- 10

Topics and Training details:

- “PPY’s Impact - From Tax Questions to Professional Judgement”
- Topics and Training: NYSFAAA Advocacy Day, Excelsior Scholarship, TAP White Paper, High School Equivalency for TAP Purposes, develop of a Support Staff Workshop agenda, Early awards letters, 399 issues, and Gainful Employment.

2. Other Training Details

3. Treasury update:

\$3,721.89 as of 8/31/2017.

4. Committee Reports:

We have 46 active members in the region as of 9/18/2017. The region is struggling to find a new Executive Council Member and Regional Chair. There were no nominations from the membership in an initial query. Several members are searching for someone.

5. Conference news:

None

6. Upcoming meetings and events:

7. Recommendations:

None



*New York State Financial Aid
Administrators Association*

2016 Conference Summary



48th Annual NYSFAAA Conference – Summary

Region II originally considered hosting the 2016 conference in 2013. It was decided to investigate possible conference sites prior to submitting a bid for the conference. Sites that were considered included the Rochester Hyatt, the Rochester Radisson and the Turning Stone Resort in Verona, where we had hosted our last conference. A team of volunteers visited the different sites and met with hotel staff. A spreadsheet was constructed that detailed the three options. It was the feeling of the Region that they would prefer to hold the conference in Rochester for logistic purposes and that those options were better financially with a larger profit margin. However, the decision was made to present a bid for the Turning Stone primarily for the reason that the prior conference was held in Buffalo and that two consecutive conferences in western New York could create attendance difficulties for downstate/city members.

This is not to say there was no concern with the facilities. In the past, there were complaints regarding the smell of smoke from the casino. Due to new walls and ventilation, this did not appear to be a problem during the site visit. In addition, the potential loss of revenue by selecting this venue was a concern but it was believed that the potential increase in revenue particularly from downstate members would offset this.

One of the earliest tasks for the conference co-chairs was the selection of the steering committee or conference committee chairs. The conference co-chairs solicited NYSFAAA Region II members based on their experience and involvement with past conferences as well as their willingness to volunteer. Once these chairs were selected, the region was solicited for volunteers to serve on the various committees. Regional members quickly volunteered to fill the rosters of the various committees.

The Steering Committee's first task was the selection of a conference theme. The past conference theme at Turning Stone was based on a Native American dreamcatcher. Early on, the conference decided that we wanted to go beyond the normal financial aid conference and examine topics that involved interactions with other departments. It was also hoped that non-financial aid personnel may be interested in attending one or more days of the conference. The theme "All In for Student Success," was selected to help emphasize this concept.

One of the most helpful exercises the steering committee undertook was to meet with the 2015 conference committee. This was done in October, right after the conference while the conference experience was fresh in their minds. This allowed our committee to gather valuable information as to best practices, possible pitfalls and any helpful hindsight. A joint luncheon allowed for a more informal conversation to take place between the corresponding committee chairs. This proved to be a most helpful exercise and we recommend it most highly to future conference committees.

A listserv and drop box were also established for the steering committee. This is also strongly recommended as it allows the steering committee to continuously ask opinions or questions or post notices and minutes. All committee chairs were asked to post their committee minutes to the listserv. Although this was not consistently done, it is still a recommended practice.

At this point, most of the activities moved from the steering committee to the individual conference committees. The chairs were charged with securing committee members and to proceed with planning and implementation. The steering committee met or utilized a conference call on a regular basis to



gather progress reports, coordinate activities and address questions or concerns from the individual committees.

One of the items brought to the steering committee was from the Program Committee. In agreement with the theme, proposed sessions included those that were of concern not only to the financial aid community but also to the other offices we interact with. In addition, an attempt was made to arrange topics by day to encourage attendance by non-financial aid professionals for at least one day of the conference, i.e., a complete set of TAP sessions on one day of the event.

The Steering Committee also decided to host a graduate symposium as a pre-conference event. Feedback received from prior conferences and meetings indicated a desire for a greater number of sessions for graduate schools. Rather than try to insert those sessions into the program, the Committee felt that a day of sessions prior to the conference would be best as well as to encourage attendance by members that may not ordinarily attend. The event was well attended and we recommend that such an event be periodically offered to the membership.

One selling point for the Turning Stone Resort and Casino that did not materialize was the construction of an adjacent mall with shopping and restaurant venues. Although a selling point for that location was the potential to have the mall available for conferees, it did not occur.

Another area of difficulty for the Steering and Facilities Committees was with the hotel liaison assigned to our conference. As has been the experience with past conferences, our Turning Stone contact was changed multiple times. It did seem that each new liaison required time and communication to get up to speed but we were pleased that it did not impact the conference and that we received superior service.

One thing that we did attempt was to highlight some of our student successes. It is unfortunate that we are not able to see or highlight these actual results of our efforts. In the past, we have tried to have some of our NYSFAAA scholarship recipients attend and speak. However, the late selection and logistics have prevented this so we did attempt to obtain some other student speakers. It was difficult to arrange these due to their schedules but we do encourage future conference committees to attempt to have student presentations representing the culmination of our efforts.

An area that consumed a great deal of resources was the printed program. Perhaps the greatest difficulty had to be the submission of the required component materials by the committee chairs. For many various reasons there were delays in finalizing the program and with the room assignments. This always seems to be a common problem that needs to be addressed. It may be helpful to assign the program composition to an individual or committee dedicated to this task.

It was indeed fortunate that the Steering Committee was comprised of dedicated and hard-working individuals. Each chaired their respective committees where the greatest share of the work was done. Their work is detailed in the individual committee reports. We, the Conference Co-Chairs, thank them for their dedication and diligence. It is truly their efforts and that of their committees that allowed NYSFAAA 48 "All In for Student Success" to be the success that it was.



Some Highlights:

Final Registration Counts

Full Day Attendees:	180
Retiree:	5
2 Day Registration:	27
1 Day Registration:	34
Vendor Registrations:	28

- Room count was short, but we were able to make up the contracted shortfall with additional food/beverage options.
- Early Bird Registration idea was ineffective. The Logistics with ATAC were difficult, and didn't really incentivize people to register early.
- After all expenses paid, and revenue collected, there was an overall loss of \$1,220.82
- The conference site (Turning Stone) was rated highly by attendees for both room and food. The one negative was inability to reserve a room via the web (due to technical constraints of the venue). This was a concern we addressed with Turning Stone prior to the event as well.
- Nearly all sessions received good/excellent ratings.
- Pre-Conference symposium (Grad/Professional) was well received by those that attended, and filled a valuable niche for professionals that serve graduate students.

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