In Attendance

<table>
<thead>
<tr>
<th>Patti Donahue</th>
<th>Jane Gilliland</th>
</tr>
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<tbody>
<tr>
<td>Adrienne King</td>
<td>Karolina Holl</td>
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<tr>
<td>Amy Thompson</td>
<td>Joel Phelps</td>
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<tr>
<td>Rob Zasso</td>
<td>Janice Hillbrink</td>
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<td>Renee Swift</td>
<td>Danielle Cooper</td>
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<tr>
<td>Joe Weglarz</td>
<td>Erica Follick</td>
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<td>Shalena Clary</td>
<td>Sonya Stein</td>
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<td>Nicole Griffo</td>
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Guests: Lisa Simpson, LaSonya Griggs, Robert Bell (Morgan Stanley)

HESC Update – Lisa Simpson

HESC Update

June 2023

Processing Updates

- Excelsior and Enhanced Tuition Awards (ETA) 2023-24 applications opened on May 23, 2023. The applications will close on August 31, 2023 at midnight.
- TAP and Part-time TAP processing - HESC currently working all citizenship, residency and request for information accounts for 2022 and 2023.
- Income verification running for 2023-24 TAP and Excelsior/ETA.
- NYS Awards are finalized for 2023 and reflect that status since the budget has passed.
- PTS (part-time scholarship) and NYS Math and Science Teaching Incentive Scholarship (MSTI) applications are set to open in late June.
- HESC offers tutorials to assist students with application processing, school code updates, and uploading documents.
Please select from the Student or Parent Account menu to

**Student or Parent Account**

- Change HESC PIN Account/Email address
- Review My NYS Financial Aid Information
- Update College Information
  - Changing Your College Code Instructions
- Request an Application for Student Aid
- View Get on Your Feet Loan Program information
- View Loan Forgiveness Status
- View FFEL Loan History

**Financial Aid Professionals section of HESC website gets a fresh look**

HESC is in the process of updating the Financial Aid Professionals section of the website. We plan to update the placement of our information to make the site more user friendly and easier to navigate. Watch for continued updates on this site throughout the summer.
TAP & Part Time TAP Resources
Here you will find TAP training, processing schedule and other TAP and Part Time TAP resources. Read more.

Nurses For Our Future Scholarship program
This video will help guide you through using the HESCWeb portal to view or update information for New York State Nurses For Our Future Scholarship recipients.

Frequently Asked Questions

2022-23 Tuition Assistance Program Application For Incarcerated Students
The 2022-2023 Enacted State Budget restored TAP funding eligibility.
APTS Participation Agreement now available for 2023-24.

The 2023-24 APTS Participation Agreement and Student Payment Applications are now available. The Participation Agreements can be accessed under "Forms and Bulletins" in Secure Transaction Processing.

Signed participation agreement must be emailed to APTS.Administration@hesc.ny.gov. All Participation Agreements must be received no later than June 24, 2023 to be considered for APTS funds for the 2023-24 academic year. As with TAP, the income requirements for the APTS for 2023-24 uses the 2021 tax year.

HESC will determine the APTS allocation for each participating school in August and schools will be notified when the allocation is available. Once the allocations have been determined.

Fresh Start Program

Through a series of Dear Colleague Letters, the U.S. Department of Education has provided defaulted Direct Loan and FFEL Program loan borrowers who defaulted on their federal student loans with the opportunity to regain eligibility for Title IV federal student aid.

Consistent with federal guidance, HESC will provide renewed eligibility for New York State financial aid to borrowers whose loss of Title IV eligibility was due solely to a default on their loan as follows:
1. **Students with federal student loans that defaulted on or after March 13, 2020.** HESC has received confirmation that FFELP loans (pursuant to DCL Gen 21-03) that defaulted on or after March 13, 2020 are immediately eligible for additional Federal Student Aid. Furthermore, the CARES Act provisions eliminated the default status of all Direct Loans with a defaulted status on or after March 13, 2020, making such borrowers immediately eligible for additional Federal Student Aid.

As a result, **all borrowers with loans in default statuses on or after March 13, 2020, are immediately eligible for renewed State aid.**

Please note that schools must maintain records for Title IV purposes in accordance with federal guidance and requirements; no other record keeping is required for State financial aid purposes.

2. **Students with federal student loans that defaulted prior to March 31, 2020.** The "Fresh Start" Program applies to FFEL Loan and Direct Loan borrowers who defaulted prior to March 13, 2020. HESC has received confirmation that such borrowers must either (i) sign an acknowledgement to regain Title IV eligibility or (ii) both sign an acknowledgement and request the transfer of their loan to a non-default student loan servicer (Nelnet) to regain Title IV eligibility.

As a result, **all borrowers with loans in default statuses prior to March 13, 2020, are eligible for renewed State aid upon signing an acknowledgement to regain Title IV eligibility during the Fresh Start period.**

Please note that schools must maintain records for Title IV purposes in accordance with federal guidance and requirements; in addition, schools must complete a Fresh Start Form for each student loan borrower who defaulted prior to March 13, 2020, and who has signed the acknowledgment. The [2022-23 Fresh Start Form](#) and/or the [2023-24 Fresh Start Form](#) should be emailed to **Doctrac@hesc.ny.gov** so that the default status of students seeking renewed State financial aid eligibility can be cleared.

**Certifying Information for Students with Part-time TAP and APTS**

As you are aware, the 2022 NYS budget enhanced the opportunity for part-time students to receive Part-time TAP. For the 2022-23 academic year, there are instances where a student may be eligible for both Part-time TAP award and Aid for Part-time study (APTS).

At this time, payments for students receiving both awards (Part-time TAP and APTS) cannot be processed together on our mainframe system. Therefore, HESC will be processing APTS payments for these students manually. Schools should continue to process Part-time TAP through the normal process.

Schools will need to **complete the spreadsheet** for students who are eligible for both programs and are pending certification for APTS. Completed spreadsheets should be emailed to ** aptsd.administration@hesc.ny.gov.** This spreadsheet should only be used for those for those students eligible for BOTH Part-time TAP and APTS. Students eligible for only APTS should be processed as normal. Once HESC has processed APTS awards for students receiving both Part-time TAP and APTS, the APTS award will be viewable on the mainframe system. It will not be visible until the student's award is processed by HESC.

If you have any questions, please contact **priorityservices@hesc.ny.gov.**

**Nurses for Our Future Scholarship**

- Nearly 1,000 Tuition Scholarships awarded.
- Implemented to address the critical need for health care workers in NYS.
• Covers actual tuition for up to two (2) years at any two-year or four-year SUNY or CUNY for recipients pursuing Associate Degree in Nursing (ADN) or Bachelor of Science in Nursing (BSN).
• Residents must reside in NYS while working toward degree.

Deadline to register – Extensions will be granted if students cannot get into their program in this timeframe. The student needs to contact HESC for extension.
  o ADN – spring 2023
  o BSN in state – Fall 2023
  o BSN out of state – spring 2024

Recipients may attend full or part time beginning Fall 2022.
  o ADN – 5 years to complete if attending PT and 3 years to complete if attending FT.
  o BSN (in and out of state) complete within 10 years of initial enrollment in a BSN program if attending part-time and within 5 years if attending full-time.

Those who received award toward BSN must have Associates’ Degree in Nursing and been a licensed RN.

The recipient list is available on HESC.ny.gov and schools have access to the information. At this time schools should be updating student information on the system including school code, enrollment information.
• Please note that there is no processing or funding of award through HESC. School should waive tuition for recipients until payment details are finalized.

This program includes a Post Award Obligation.

Work in a NYS high-need facility at 35 hours per week.

Award converts to a loan if service obligation not fulfilled.

An updated FAQ related to the Nurses for our Future Scholarship is posted on the HESC website. [NYS Higher Education Services Corporation - Nurses For Our Future FAQS](https://hesc.ny.gov/images/docs/excelsior/Excelsior-ETAIVPResolutionInstructions.pdf)

2022-2023 IVP Processing

As you are aware, students must successfully complete the IVP process before award information is sent to colleges. Any outstanding IVP issue must be resolved for 2022.

Students whose income cannot be verified received instructions on how to review and resolve mismatches with NYS Tax and Finance. [HESC no longer accepts copies of income tax returns to revolve IVP issues](https://hesc.ny.gov/images/docs/excelsior/Excelsior-ETAIVPResolutionInstructions.pdf).

Here are the instructions for IVP resolution issues for TAP and Excelsior/ETA.

[https://hesc.ny.gov/images/docs/excelsior/Excelsior-ETAIVPResolutionInstructions.pdf](https://hesc.ny.gov/images/docs/excelsior/Excelsior-ETAIVPResolutionInstructions.pdf)


TAP 2021-22 Academic Year Closeout
After July 14, 2023, HESC will no longer accept certifications for the 2021-22 academic year, which ended on June 30, 2022. All student certification transactions for 2021-22 rosters and Excelsior/ETA Manifests must be submitted by close of business on Friday, July 14, 2023 in order to be processed. HESC expects to generate final accounting documents, remittance advices, student status listings, and manifests the week of July 17, 2023 for the 2021-22 academic year.

Transactions left pending or in an error status after July 14, 2023 will be decertified by HESC.

**Pending Certifications**

To review pending student certification transactions for 2021-22 academic year, click on View/Submit Pending Certification, enter academic year 2021 and click view records. Select details for the student, enter appropriate values, and submit. A message will appear at the top of the screen indicating if the information was successfully submitted. Please use the available links to certify your pending Excelsior or ETA records as well.

**Certification Errors**

Schools must also resubmit certification transactions that were not processed due to errors.

To view errored student certification transactions, click on View/Correct Student Certification, enter academic year 2021, select "Errored" under status, and click view records. Select details for the student, enter the appropriate values, and make any necessary corrections. Click the Submit button in the bottom right corner of your screen. A message will appear at the top of the screen indicating if the information was
successfully submitted. Please use the available links to certify your pending Excelsior or ETA records as well.

Please contact priorityservices@hesc.ny.gov if you need assistance or have any questions.

Patti asked a question about deferred TAP and how a student fit this category? Lisa clarified as follows: a semester school, fall/spring, student applies for summer (header) as a full-time student, if they go for a third term, the third payment needs to be deferred to October after the aid year ends. Usually the summer is deferred; in this case, spring is deferred.

Conference 2023 – Joe Weglarz and Lisa Simpson

Moving along very nicely; agenda and sessions are almost completed; one pre-conference session is the NASFAA Professional Judgment Credential, trouble finding trainer for second one; instead TAP Soup to Nuts training (for new or refresher), no cost determined yet, will need to pre-register; Tuesday night ghost tours at the capitol; Justin Draeger is...
coming from NASFAA to do the federal update; two other NASFAA reps offered to do sessions. Tracks: novice, immediate, advanced.

Entertainment? Music Bingo, singer, photo booth, tarot card reader, trivia

Balanced budget so far; food and AV charged at 2019 rates

What would like to do: offer vendors to sponsor coffee breaks, drink tickets

Have had some inquiries already

No levels of sponsorship for ALB conference (future in BUF) – possibly vote on this in August for future

Justin Draeger’s (federal update) room will be covered

Opening speaker from EASFAA – finalized

Jason Zelesky; “We See You: Compassionate Financial Aid Practice in the New Normal”

Came highly recommended from EASFAA conference

Motion for vendors to be able to sponsor drinks, coffees, etc.

Motion: Adrienne King made motion for 2023 conference, that the committee be allowed to offer vendors to sponsor refreshment breaks, refreshment tickets for breakout sessions and activities.

2nd Sonya Stein

Discussion: first-come, first-served; is it going to be a set dollar amount? No, tell them what it is and if they pay full amount or partial amount, they will get the appropriate sponsorship; this will require ad hoc billing by Treasurer for 2023 if there are different dollar amounts; it was a flat rate last year at Lake Placid; vendor will need invoice; vendors on committee said they would appreciate flexibility

Vote: 14 yes; 0 no; 0 abstentions; motion passes

Sonya has IronBridge vendor napkins if they want to use this year.

Finalizing registration and open form in July

Costs are on the mini-site; hotel is state-rate

WHOVA app will be used

Early bird pricing until September 1 ($350)

Full registration is $375

Email from Scott Atkinson – any special event for retirees? We are conference 55. Not as many retirees as used to be. Would be helpful to have retirees as part of succession session – how to help with succession plan? Partner novice attendees with retiree mentor? Usually novice folks are low rung allowed to attend conference. Maybe four or five retirees last year and two in 2019 (Lake Placid disgruntled they had to pay reduced rate).

Conference 2024 – Nicole Griffo

Have date, October 29-31, 2024; October 28 ExecCouncil meeting date; again at Buffalo Convention Center with Hyatt across the street; toured both facilities to confirm meeting needs; contracts drawn up; back and forth with COVID protocols; nothing signed yet; anticipating 200 attendees, $149 room charge, Leading the Charge – NYSFAAA 56; there will be a little promotional item for October conference; no change in reg fee costs/early birds; sponsorship TBD

Is 200 what we did last time in BUF? Bumped up from Lake Placid; close to 300 last time in BUF

Still need chairs; Nicole is program chair

Is there something in the contract addressing inclement weather? Nicole will look at the contract. Adrienne doesn’t recall having anything special in the contract related to weather. The language would be “Act of God” which would apply to COVID and weather.
Topics:

- Attended Tri-Regional (regions 5/6/7) meeting in NYC held in late April; fantastic, great attendance (95 attended, over 100 RSVPed), timely to discuss FAFSA simplification, happy hour after and there were quite a few who attended (about 50), tried best to recruit for open leadership positions; $247 per region to put this on (room was free); if other regions want to do this in the future, may be good idea to promote in-person meeting/networking
- EASFAA; panel with other members, took info back to EASFAA from Tri-regional. What are we doing in our own shops? Is leadership coming down to FAOs? Hopeful that there will be more attendance at conferences to discuss.
  - Would NYSFAAA be willing to invite EASFAA members to hear Justin in 2023? Record him?
  - Comment from Janice – if offered through Zoom, some will not come
  - What are EASFAA members hoping to hear? Usually Justin’s session is about what is happening on the Hill.
  - Adrienne – board of EASFAA, conversation was that Justin only attends certain conferences (TX, NY and CA), this may be where the question is coming from. He just spoke at EASFAA conference.
  - Everyone is clamoring for information from NASFAA
  - EASFAA – day fee on day he is presenting
  - Just pay reg fee and not membership fee?
  - NASFAA updates will be doled out accordingly
  - Logistically it would be difficult to have EASFAA attend; obligated to share as much information as we can
  - Recording is good option; he needs to approve whatever is done; would he record session for EASFAA?
    - Link on website under free webinars
    - Donation to scholarship fund as “payment”
  - Conference chair to confirm Justin first and then ask his thoughts on EASFAA’s request.
- Treasurer discussions with Rob Zasso, Tom Dalton, Shalena Clary, Joe Weglarz to streamline processes to make processes more manageable; learned more than she ever thought possible
- Folks are nervous to commit to service with everything unknown right now

Break 2:28pm
Back in session 2:37pm

Novice Update – Sonya Griggs

- Thanked Lisa for blueprint/roadmap from past events
- Hardest part is right before the event
- Better attendance than she thought for first in-person (106), six more than what we have capacity for
- Few males in attendance (89 females and 17 males)
- Several institutions are sending multiple attendees
- Eight out of state (TX, FL, NJ among them)
- Lot of IM schools attending
- Eight small groups
- Diversity in school type
- Challenges with a handful of female Muslim attendees in terms of cultural and religious beliefs; accommodations are being made for housing and meals
  - Good information for next year in terms of the application (needing accommodations)
  - Used to be on the application/registration
- Using WHOVA app again, great for communications
  - Patti shared an experience of one of her staff who has connected with attendees prior to event
Meet ups for Sunday meals

- Tribute to Ayanna Wilkinson (Novice 2019 was her last attended event and she passed in April 2020)
  - Great part of Novice and great part of Financial Aid family

Changes

- 2023-2024 year compared to 2024-2025 year (what is known at the time)
- Retired the NYSFAAA manual; training to use www.studentaid.gov and FSA Partners training website
- Bring laptops, tablets
- No printed items; access to Google drive to print materials themselves
- Hand calc sheets will be printed and available
- Pre-test and final will be online
  - Pre-test is 31 questions with 45 minutes to answer (cannot go back if you cannot answer the question)
- One virtual session (Kerri Lubold); Sonya is plan B if technology fails
  - Topic: Budgets
- Concurrent sessions increased (by two sessions)
  - FSA ID troubleshooting issues
  - Financial Aid and Student Retention
  - IM session
  - SAP
  - VA benefits

Challenges: who has paid and who has not paid

- Let you “in” and will track you down later
- Check is in the mail

Based on money we have, consider regional scholarships to pay for membership, Novice (Joe comment)

- Done during pandemic
- Need to promote this at the region level for Novice and Conference

Didn’t occur to her this year, we didn’t set a registration deadline date (had been done in past and just missed in process); closed registration once the cap was hit; next year will have deadline and payment due date to avoid the recent back and forth

Lucy is great help as well!

Group Leaders (6 returners, 2 new; 13-14 attendees per group)

- Danielle Emeny
- Chris Johnson
- Denise Reed
- Scott Carr
- Rob Zasso
- Adrienne King
- Perry Brown
- Dan Robinson
- Lindsay Johnson

Past-President Report- King

Topics

- EASFAA update: next meeting is the retreat, June 11-13 in Alexandria, VA; co-chair for next year’s conference; voting proxy for President at retreat
- Election update: Adrienne has tried, Patti has tried, Darrin has tried to reach out to people to no avail. NEVER seen it this bad as no one is able or willing to run for office; sent out email on Friday to Governance; Darrin suggested calling Heather to get her opinion; concerned because we should be voting at this point in time; in EASFAA world, this is par for the course; this has not happened in NYSFAAA; other states this is also happening;
please ask around; at a loss as to what to do; change length of time to encourage service? Treasurer needs the time to learn role. Why not have co-treasurers? Already kind of is with past and current and then current with elect. In bylaws, there is nothing preventing past-presidents from running again (only happened once before).

- Years ago – allowing retirees to run?
- Is there a correlation with women less likely to step into leadership roles? Our membership is predominantly women
- President Elect, Treasurer Elect
  - Need to let people know the length of service (4-year commitment)
  - Shadow during first year, serve for two years, serve as past in year four
- VPs, secretary
  - Can run in successive elections (up to two times)
- Little information available to share about time commitment related to positions
  - Streamline processes to make doable for people who have higher time commitments than others
- If you are a manager wanting to elevate someone to professional development, start regionally first and then expand from there
- Negative sentiment sensed: more can’ts than cans with suggestions made, etc. Not going to speak up again. Work on Assistant Director/Associate Director to elevate them to leadership within NYSFAAA as there may not be elevation at their institution. Veterans tend to stick together and do not mingle with newer professionals.
- NYSFAAA never really explained to Patti; welcome and promote NYSFAAA opportunity at Novice
- Keep our eyes open for potential across our membership
- Changing the language across the board (reduce negativity)
- Letters to College Presidents from NYSFAAA Presidents (way back when) to explain value of involvement
- NYSFAAA at NASFAA promotion?
  - Forum – anyone going to NASFAA, let’s get together
- Video promotion about value of NYSFAAA
  - Be authentic
- SWT at your region drove in-person participation
  - Promote NYSFAAA involvement
- Table conversation for future meeting
  - Sonya suggested sub-committee (Amy, Sonya, Karolina, Nicole, Janice)
    - Report back in August

First Vice President Report- Thompson

Membership

1,173 active members compared with 1,207 in 2021-22 and 1,141 in 2020-21 (end of May).

Membership committee met on May 3, 2023. Reviewed and discussed membership renewal application process. Decided to leave it as is for now, with one application for affiliate members and one for all others. We will monitor the process this cycle and see if changes are needed for next cycle. We also reviewed the new institution profile form and decided no changes were needed. We have several regional membership committee vacancies.

  1) Region 1 Marianne Loper (may be out on a leave, not sure if still actively serving)
  2) Regions 3, 4, 5, and 8 are all vacant

I believe regional elections should be coming up, please be sure to fill the membership representative role for your region as you fill Exec Council rep, regional rep, regional treasurer, and regional secretary.

Renewal reminders will go out this coming Monday June 5, 2023.

Per Sean Sherwood, the membership applications are up and ready on the website.
In the P&P, it states that the 1st VP will maintain a list of eligible employers (approved for their employees to be members). I am not able to locate this list.

**Mentorship Committee**

Nothing new to report at the moment, but we will be requesting a list of all novice attendees and will be reaching out to them after the event has concluded.

I would also like to see a 1st time attendees reception reinstated at the NYSFAAA Conference.

**Awards Committee**

Nothing new to report at this time.

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**Second Vice President Report- Rob Zasso**

State-wide Training- Zasso

Spring training ended

- TPPY servicers (500 registrants, 403 attended)
- Iron Bridges (181 NYSFAAA members attended)
- 3 sessions in May
- Summer session, June 14th FAFSA Simplification
- FAFSA/TAP session usually in October
  - Holding multiple dates in December and January
  - Sonya Griggs and Michael Turner to present
- November 17th regional SWT
  - Professional Development (ex. LinkedIn, salary negotiations)
- Possible additional session in summer, TBD

**TICC- Zasso**

Polls gaining momentum, committee forming

Website; Sean has been excellent; three webmasters; Sean is HTML expert; want to get more technical people involved with website, don’t think it’s a ton of time commitment; nice to have a few more people involved; consider compensating the special-skilled folks; TICC needs a chair; want to do quarterly meetings

Someone to look into who is this person/entity to compensate to fill gap that ATAC used to provide to us? ATAC did website maintenance and design.

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**Treasurer’s Report- Joe Weglarz and Shalena Clary**

Financial Report shared virtually and attached to this report.

2023-24 budget review and discussion

- Lockbox update: moving slowly, hiccups with accessibility to access it; not a lot of action in lockbox; should pick up in June with daily transactions; will be more efficient going forward

  - Trying to centralize regional bank accounts to Key Bank; several talks with Richard (Key Bank) in Plattsburgh; goal is that all regions will maintain funds there; currently it’s in all different banks; will take time to make this transition;
Richard needs name, copy of driver’s license, SSN from each regional treasurer; probably best format is a phone call to give SSN; money will need to be transferred eventually to KeyBank from current bank; region V does not have treasurer. Questions? Will there be a second signatory on each account? No. NYSFAAA Treasurer would be the signatory. Do not have to visit a physical location to make deposits. Can do via the mobile app. One account with sub-accounts for regions to access their funds. Suggested meeting with treasurers to discuss what is needed from them and emphasize what they can do in terms of reimbursements. For reporting and treasurer oversight, this will be helpful as well. For revenue-sharing (twice annually), this can be done electronically. Finding a bookkeeping service with day-to-day recordkeeping. Still in process. Profit and loss statement sent for this year. Will be auditing this past year to make sure activity gets to right accounts. Joe will do outreach to Treasurers to update on transition to Key Bank. Shalena: because region I is already with Key Bank and region V is without a treasurer, let’s start with those two ready to transfer for meeting with Richard of Key Bank (pilot); last revenue sharing check for region V has not been sent pending the changes in region V.

Budget for 2023-24

Has received requests, nothing out of the ordinary in terms of those requests

As of June 1, 2023

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<th>21-22 YTD Actual</th>
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<td>501D Executive Council Meetings</td>
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<td>12,848.00</td>
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<td>79,640.00</td>
<td>160,125.00</td>
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<tr>
<td><strong>Net Operating Income</strong></td>
<td>59,356.68</td>
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### 504 Awards Committee

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<td>507A Website</td>
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### 509 Mentoring Committee

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<td>510A Statewide Training</td>
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<td>510F Training/Workshop/PD</td>
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<td><strong>Total 510 Professional</strong></td>
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<td><strong>Net Operating Income</strong></td>
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<td>79,640.00</td>
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<td>508A Website</td>
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### 509 Mentoring Committee

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### 510 Professional Development

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<td>511 Annual Conference</td>
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<td>512 Novice Training Exp</td>
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<td>538 Diversity Committee</td>
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<td><strong>Total 511 Annual Conference</strong></td>
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<td><strong>Net Operating Income</strong></td>
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### 700 NYSFAAA Scholarship

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<td><strong>Net Operating Income</strong></td>
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Motion: Motion by Karolina Holl to end meeting.

2nd, Rob Zasso

Vote: 13 yes, 0 no, 0 abstentions

*Day 1 adjourned at 4:58pm*
Day 2 Called to order at 9am by Patti Donahue

Budget discussion continued
Region VI 2023 budget for tri-regional meeting; room for this year’s meeting was free at Berkeley however it was not conducive to hearing speakers. All three regions pitched in toward costs (food, snacks, beverages). This budget request would be split equally among the regions. Could use regional treasury and ask for additional funding from state-level to cover extra expenses.

Bylaws, $2000 ($1000 for support staff workshop), availability of budget; some regions didn’t have funds to do big events before asking for state support; COVID has caused regional surplus in their own treasuries to fund trainings/meetings

$2000 per region held in the budget (past)

If planned activities for the year are greater than regional treasury, then request is still viable at state-level
Plan to modify language in request form

Possible for next few years that there would not be a request for additional funds. The option is always there to submit a request.

High School Counselor Workshop discussion: virtual in 2022 and well-attended; probably go that route going forward since Michael and Lisa are restricted in travel

Patti tabled this discussion for future discussion (pre-conference session possibly in BUF)

Shalena Motion: to approve proposed budget draft with changes that have been discussed.
Erica second
Discussion: none
Vote: yes, 14; 0 no, 0 abstentions
Motion passes

1st and 2nd Vice Presidents will be doing an audit of credit card statements of last month’s statement
Development Plan for 2024 conference
Need to talk soon about vendors for 2024 so they can make their plans; Tami Gilbeaux presented in last EC meeting
Need to have plan to vote on at next meeting

Secretary’s Report- Swift

Approval of Minutes – February (will be done virtually at future meeting); missing regions 3 and 4 reports

Approval of Minutes – April

Motion to Approve minutes: Karolina
Seconded Motion: Rob
Discussion: None
Vote: 13 yes; 0 no, 1 abstention (Shalena)
Motion passes
Topics
Regional Updates

Region 1:

Meetings since the last executive council meeting

Date and Location: Virtual, April 20, 2023
Attendees: 10
Topics and Training details: NYSFAAA conference 2024; Executive council updates; discussion on third party services, delay in 24-25 FAFSA, aid for incarcerated students, loan repayment

Other Training Events that Region was involved in (Example – CGNY, Guidance Counselor workshop) n/a

Treasury update (Include name and final quarterly balance information, at minimum.) $4,169.52

Committee Reports (Include Conference news if your region is involved in Conference planning. Include name of committee and chair.)

Conference 2024 planning:
- Toured the Buffalo Niagara Convention Center and asked for a proposal. Our contact will also get in touch with the Hyatt Hotel about room rates and accommodations.
- Tentative dates: October 28 - 31 2024
- Conference Committee Members: Laura Worley, Chairperson, Nicole Griffo, Program Chairperson, Stephanie Stock, Vendor Chairperson, Lea Nuwer, Publicity Chairperson, Kathy Michalski, Registration Chairperson
- We will be working on a Conference theme and reminder giveaway. If you have any theme ideas please email them me or someone on the committee.
- ***We still need Committee Chairs for the: Facilities Committee, Technology Committee and the Entertainment Committee. Please consider heading up one of these committees! Contact me if interested: lworley@studentchoice.org. We need your help.
- We also need volunteers to serve on the committees. If you are interested in helping out on a committee please let me or the committee chairperson know.

Upcoming meetings and events

Date and Location: TBD
Topics and Training details:

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

Region II:

Region Leadership

Chair/Co-chairs: David Rocca/Hali Conrad
Meetings since the last executive council meeting

Date and Location: None
Attendees:
Topics and Training details:

Other Training Events that Region was involved in (Example – CGNY, Guidance Counselor workshop)

Treasury update Jonathan Heininger $7,282.66

Committee Reports (Include Conference news if your region is involved in Conference planning. Include name of committee and chair.)

Upcoming meetings and events

Date and Location: June 16 at Geneseo
Topics and Training details: TBD – request just went out

Regional comments/Recommendations (If you region has a pressing issue that needs to be brought to the attention of Council)
Region III:

Region Leadership

Chair/Co-chairs: Janet Lafata and Kimberly Radcliffe-Loor
Secretary: Rocky Weintrob
Treasurer: Barbie Bargher
Other: Current slate of Region 3 officers is being voted on and elected officials will be announced soon, all current officers are running unopposed.

Meetings since the last executive council meeting

Date and Location: February 24, 2023 LeMoyne
Attendees: Not reported.
Topics and Training details:
Discussed regional meetings moving forward- decided on 3 in person per year Sept, Dec, April, the other monthly meetings will be on zoom with the exception of no meetings in July and Aug.
FAFSA simplification round table discussion
FAFSA completion events: LaSonya will be stepping back from taking on this role and a new person(s) will need to step up or leave this to the local high schools to take care of on their own. No decision was made by the Region.

Other Training Events that Region was involved in
None reported.

Treasury update

The April 30, 2023 balance for Region 3 is $5,554.76. The last transaction was a $685.00 check from NYSFAAA for revenue sharing. Submitted by, out going treasurer Cynthia Roach 5/24/23.

Committee Reports

Program committee for the conference with Region III member and co chair Kelly Kelly, continue to meet monthly and they are working with the Conference committee to finalize presentations and guest speakers.

Upcoming meetings and events

Date and Location: Regional meeting on zoom, June 27 @ 3pm
Topics and Training details: None reported.
Regional comments/Recommendations

There are no questions for the Counsel at this time.

Region IV:

Region Leadership

Chair/Co-chairs: TBD
Secretary: TBD
Treasurer: Andrea Wedler
Other:

Meetings since the last executive council meeting

Date and Location: no meetings
Attendees:
Topics and Training details:

Other Training Events that Region was involved in (Example – CGNY, Guidance Counselor workshop)

Treasury update (Include name and final quarterly balance information, at minimum.)

Committee Reports (Include Conference news if your region is involved in Conference planning. Include name of committee and chair.)

Co-Chair Registration committee-moving along with plans, once program is finalized and on mini-site, registration information will be available.

Upcoming meetings and events

Date and Location: June 6 (Virtual)
Topics and Training details: Meeting with Patrick Ziegler to revamp Region IV and plan summer gatherings.

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

Region V:

Region Leadership

Chair/Co-chairs: Jennifer Trauman, Emma Ritter
Secretary: Sabrina Hartless
Treasurer: Ben Loya (Interim)
Other: Janice Hilbrink, Executive Council
Meetings since the last executive council meeting

Date and Location: Zoom meetings to discuss Tri-Regional with Tri-Regional Committee members only March and April, 2023.

Other Training Events that Region was involved in

April 20, 2023 – Berkeley College, NYC (Tri-Regional, Regions 5, 6 and 7) in person

Attendees: 95 Attendees! (Not all signed in or took their name tags. Next time front desk will be always manned) Tom and Janice counted all in attendance. Below are 75 who signed in:

See page 2:

<table>
<thead>
<tr>
<th>Addie Newman</th>
<th>Deanna Cruz</th>
<th>Kimberly Maynard</th>
<th>Paul Lorenzoni</th>
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<tr>
<td>Adrienne R. King</td>
<td>Deborah McDonald</td>
<td>Lauren Capone</td>
<td>Rich Goldman</td>
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<td>Alkida Shtembari</td>
<td>Denise Scalzo</td>
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<td>Dulce M. Capellan</td>
<td>Lisa Simpson</td>
<td>Scott Wallace-Juedes</td>
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<td>Ana Lockward</td>
<td>Elaine Pimentel</td>
<td>Lleny De La Cruz</td>
<td>Sharon Scott-Moore</td>
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<td>Ana Lockward</td>
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<td>Lucila Villaquiran</td>
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<td>Andrea Damar</td>
<td>Emma Ritter</td>
<td>Lyndsay Johnson</td>
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<td>Anne Traverso</td>
<td>Erinn Follick</td>
<td>Marilyn Sommer</td>
<td>Theresa Weimer</td>
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<td>Azalia Best</td>
<td>Erin Stevens</td>
<td>Mary Beth Griffin</td>
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<td>Clair Jacobi</td>
<td>Janice Hilbrink</td>
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<td>Danielle Di Lucia</td>
<td>Kelvin A. Chany</td>
<td>Patricia Donahue</td>
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<td>David Garelick</td>
<td>Karina Hernandez</td>
<td>Patricia O’Roark</td>
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Topics and Training details: FAFSA Simplification Panel, HESC Updates, Removing Financial Aid Friction, Regional Updates, President of NYSFAAA, Patti Donahue, President of NYSFAAA - Updates, EASFAA updates.

Treasury update -

Ben Loya will stay on as Treasurer until we find a replacement. No longer with Ernst. He is away until June 7, 2023, so we are not able to provide this update – To be provided in June as soon as possible.

Committee Reports –

Conference Committee is in great shape: Program – speakers are all in place, keynote speaker confirmed. Room rates are offered at rates from 2019, along with AV – tech help. Entertainment had to be cut down due
to large cost for a live band. Compromise with Music Bingo with live singer. Justin Draeger, President of NASFAA committed to speaking on Thursday at 11:00 am in person.

Upcoming meetings and events

To Be determined soon.

Topics and Training details: TBD – discussion with Region 5 members.

Regional comments/Recommendations –

We discussed funding Tri-Regional for venue rental, and networking food only in the future. We had a free room this year, Regions 5, 6 and 7 all chipped in, and it was a minimal fee of $247.00 (approximately) each Region in total. The room was not sufficient (hard to hear and see for all 95 attendees). It was discussed at recent Exec Council meeting on June 2, 2023, to request help with funding when each Regions budget are low. Right now, due to pandemic, most regions have funding to chip in to be successful. It was agreed, when Regions share their bank statements and appeal for Tri-Regional funding in the future, it will be funded, as needed.

Region VI:

1. MEETINGS SINCE THE LAST EXEC COUNCIL MEETING

   Date and Location: May 25, 2023
   Attendees = 2
   Topics and Training details: Tom stepping down from Executive Council and upcoming Happy Hour to get new members to replace the positions of secretary and co-chair

2. Other Training events that Region was involved in are Example – CGNY, and Guidance Counselor workshop. not currently

3. Treasury update: Lucila Villaquiran. As of the end of April 2023, we have $17,200.42.

4. Committee Reports: Tri-Regional Meeting

5. Conference news (If your region is involved in Conference planning): no

6. Upcoming meetings and events: July Happy Hour TBD and August TBD

7. Regional comments/Recommendations (If your region has a pressing issue that needs to be brought to the attention of the Council): Trying to staff open positions and get the energy back up in Region 6

Region VII:

Region Leadership

Chair/Co-chairs: Erica Follick (St. Joseph’s University)
Secretary: Amy Thompson (St. Joseph’s University)
Treasurer: Jeanine Murphy (Suffolk Community College)
Other: Barbara Hazard (Suffolk Community College)
Meetings since the last executive council meeting

Date and Location: Tri-Regional Berkeley College, April 20th, 2023
Attendees: 90
Topics and Training details: FAFSA simplification, HESC Update, Eliminating Financial Aid Friction

Treasury update – Jeanine Murphy, Suffolk Community, $4740.80

Regional comments/Recommendations: Have to figure out slate for next year

Region VIII:

Region Leadership

Chair/Co-chairs: Vacant
Secretary: Stacey Hawkins
Treasurer: Nicole Adner
Other: Stacey Hawkins will also become EC Region 8 Rep, effective July 1st.

Meetings since the last executive council meeting:

Date and Location: None
Attendees:
Topics and Training details:

Other Training Events that Region was involved in None

Treasury update

Our current balance is $3,686.73.

Committee Reports (Include Conference news if your region is involved in Conference planning. Include name of committee and chair.)

Upcoming meetings and events

June 15th, 3-4PM (Virtual)

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

New certificate exam preparation workshop opportunities offered through NASFAA. Is this something we want to do?
Robert Bell, Morgan Stanley

**Please refer to your binder from Robert NYSFAAA Portfolio; 1994, two different resources to manage: reserve fund and scholarship fund.**

Fiduciary expected to act in certain professional manner. Clients are capable of doing this work on their own however do not have resources to do so. That is why they were engaged to assist.

Funds were designed to be in perpetuity. Framework in how they were originally intended, to last long time.

Investment policy statement: samples in the handout provided

Talk about this statement – ExecCouncil

What do we want to do? How can Morgan Stanley help achieve goals?

Reserve fund – rainy day fund

1994 budget very different compared to 2023

We do not know when we will use these dollars

Want to make sure you can buy the same goods and services in the future as they can today

Tools available? Look at investing tools and come up with these three: stocks, bonds and cash

Investment categories flip-flop each year; the same does not perform well from year to year

How to organize resources to achieve goals?

Decision of asset allocation accounts for 91% of investment performance – most important investment decision

Internet/TV influences to point; watch from day to day or week to week and the “hot” investments will change as frequently

Global Investment Committee: meet monthly to analyze markets

Guides asset allocation

Gives advice only; do not tell what investments to pick

What is best mix for association?

Recognize change and evolution

Have been very, very cautious recently

Disconnect between market and economy – difficult navigation

Leaning away from stock market currently

Who does the investing?

Don’t buy individual stocks, pool dollars for mutual funds

Find tools (funds) to implement asset allocation

Gather quantitative, qualitative information; set expectations (Morgan Stanley does this research) – about funds

How do all the investment options tick?

Rob does not provide Morgan Stanley fund investments for clients to avoid conflict of interest

Index Funds: great portion of our portfolio is here; mimic a particular investment category (ex. Large growth companies)
Many categories will have both index funds and mutual funds

Fund managers hired to do a particular job; if they deviate from that plan, they can (and will) be fired; defeats purpose of asset allocation

Bear Market not yet over; Federal Reserve is trying to slow down economy

COVID>recession

Cut interest rates to zero, put money in people’s pockets; 24 trillion dollars into economy to combat COVID; with money in pockets, people will spend; recovery>expansion>recession; March 2021 we had recovered economically but world was still challenged; stimulus had to be pulled out of economy; September 2021, waited until December 2021, 24 trillion dollars more in cash in economy that used to; all want to buy the same thing at same time, prices go up; January 2022, inflation at gas pumps, grocery stores, home prices; also inflation at stock market (went up 15%); period of adjustment in stock market in 2022; raise the interest rates to slow the economy and takes time to recover (12 to 18 months); impacting corporate profits; if interest rates are cut that would mean we are in a tough spot; Rob does not see that currently

Stock market has more adjusting to do; currently up 8% compared to last year, year-to-date

Expect more bumps throughout rest of the year

Want to pay good price for investments

50% stocks/50% bonds = prior

30% stocks/70% bonds = current, moving away from stocks

Reserve account = rainy day funds

Cover any future shortfall

Able to sponsor our work; if this changes, Rob needs to know

If market has correction and we still have excess funds – consider investing more then

Scholarship Fund: five $1000 scholarships annually

$280,000 currently

What would we like to do? Then discuss outcome with Rob as to next steps

Portfolio structure right now

Is portfolio behaving as expected? Since April 1994, 6% annual profit; YTD little behind for reasons discussed

39% stocks, 61% bonds

Emerging markets category: over last six or eight years has favored growth stocks versus value

Fire Virtis and hire Pzena

Tickler for CD follow-up (minimal profit in 2022)

Any predictions on lifting payment pause will impact economy? Challenge, no doubt. Buying home and savings for young Americans is non-existent. Pay attention to college prices. Society has to figure this part out.

**Action items:** statement of intent review/revise; reserve account is in good space; discuss what to do with surplus in scholarship fund

Old Business
New Business:

A Subcommittee on Engagement was formed. Members are: Karolina Hall, Amy Thompson, Janice Hillbrink, Nicole Griffo, Sonya Stein

Proposed Charter: The NYSFAAA EC sub-committee will meet throughout the summer to brainstorm ideas for engaging NYSFAAA members to volunteer on Executive Council and/or statewide committees (ex: TICC, Membership, Awards, etc.). The sub-committee will provide EC a list of viable ideas at the August EC meeting.

New attendees at conference have welcome gift (drink tickets, welcome bag or NYSFAAA branded planner, for example); Joe can research options and costs to see if we could do it for this year’s conference; Collegiate website Conference scholarships regionally – regions should discuss Vendor sponsorship discussion in August; need to talk through proposal College Day at Syracuse Fair, gave exposure to financial aid; NYSFAAA had table way back when; community service about financial awareness. Colleges attended this as well.

Next Meeting

August – usually a Monday in the afternoon (virtual); August 7, 2023; block out 12 – 4pm

UPDATE: the August meeting time has been changed due to a conflict. Instead of 12-4, the meeting will be 9-12.

Virtual Voting

Motion to adjourn Adrienne
Jane Gilliland 2nd

Submitted by:
Renee Swift
NYSFAAA Secretary
June 21, 2023