President’s Letter

Steve Herndon, WASFAA President
California State University, Bakersfield

It is hard to believe that my year as WASFAA President is coming to a close. In terms of travel, it has seemed like a whirlwind year with trips throughout the western region to attend state conferences; our WASFAA quarterly Strategic Planning, Fiscal Planning, and Executive Council meetings; NASFAA Finance Committee and Board of Directors meetings; and the recent WASFAA Transition Meeting. I have visited some beautiful areas of our country, and networked and made new friends as far north as Alaska, south as Texas, west as the Hawaiian Islands, and east as New Hampshire.

I am grateful for the opportunity to have served as the 2005-06 WASFAA President, and especially appreciative of the hard work and contributions provided by this year’s Executive Council members and Committee Chairs/Co-Chairs. They are a group of incredibly bright and dedicated financial aid professionals, who have committed a year of their volunteer time to making WASFAA a better organization.

This year has been especially challenging, because of our efforts to complete and implement the WASFAA 2005-2010 Strategic Plan. Much time has been spent in operationalizing the Strategic Plan goals, and in tracking accurately and consistently our progress. Our annual goals this year were centered around the incremental accomplishment of the 5-year Strategic Plan goals.

My personal goals as WASFAA President this year included:

1) Formalize the Transition Meeting format, structure, and materials to ensure a smooth transition to new leadership.
2) Develop and begin implementation of a 2005-2010 Strategic Plan.
3) Finalize and implement an Investment and Asset Reserve Policy.
4) Launch the Volunteer Development Committee and reinstate the Research Committee.
5) Use monthly news updates (“WASFAA Highlights”) to increase communication with the membership.

I am pleased to report that with the help of the members of the Executive Council and Committee Chairs/Co-Chairs, all of these goals have been accomplished.

This year I have tried to keep the membership apprised of the activities of the Executive Council and the various WASFAA committees through the publication of the monthly electronic news update, “WASFAA Highlights.” The following is a brief summation of some of the accomplishments of the 21 WASFAA committees this year:

Awards and Scholarships (Chair Kay Soltis)—revised the WASFAA Scholarship Application to better serve the purposes of all scholarships offered by the organization. The same application may now be used for all scholarships. Advertised and facilitated the selection of scholarship recipients for the Sister Dale Brown Summer Institute, the Jerry R. Simms Management Leadership Institute, the WASFAA annual conference, and the NASFAA Conference. Solicited the nomination of a wonderful slate of nominees by the membership for the selection of WASFAA awards. Developed a calendar of timelines, templates for future committees, and reviewed and updated award titles and descriptions. Reviewed and made a recommendation to Executive Council as to the appropriateness of current Council members being considered for awards.

Sister Dale Brown Summer Institute (Co-Chairs Andy Promsiri and Kay Soltis)—planning and organizing an outstanding program and faculty for the Institute to be held at UCLA in Los Angeles, CA, June 25-30, 2006. The curriculum will be geared toward financial aid administrators with less than 4 years experience, or those who want a thorough review of the student aid basics.

Bylaws (Chair Jim White)—developed two Bylaw changes that were on the continued on next page
WASFAA ballot in the fall. Both were approved. The first amended Sections V and VI to add a new Associate Representative—At-Large position to Executive Council. The second changed Article VIII and moved the duty of Chair of the Strategic Planning Committee to the Past President.

Conference (Co-Chairs Sandra Guidry and Leonard Walker)—planning and organizing our 37th annual WASFAA Conference to be held this year at John Ascuagá’s Nugget in Sparks/Reno, Nevada. The conference theme is “Preparing for a Changing Future” and is centered around student financial literacy.

Electronic Services (Chair Peter Miller)—updated and improved the WASFAA website. Continued to work with ATAC to enhance electronic services and educate WASFAA members as to their use and functionality. Coordinated the efforts of the various committees that provide information on the WASFAA website.

Ethnic Diversity Action (Chair Frank Silva)—created a listserv to promote communication between members of diverse backgrounds and to share EDAC activities. Worked with the Conference Committee on preparing a diversity interest session, and also the President’s/EDAC Reception. Participated in various Awards and Scholarships, Nominations and Elections, and Volunteer Development committee activities.

Federal Relations (Chair Tami Sato)—prepared numerous WASFAA listserv messages and newsletter articles to assist the membership in advocacy efforts. Attended the Sallie Mae Forum, “Shaping Perspectives to Create Positive Change,” and the National Forum on Educational Loans: “A Forum for Postsecondary Institutions” in order to glean information pertaining to reauthorization and important elements of a long-term financing plan for students to share with the membership. Reviewed numerous federal issues documents on behalf of Executive Council, and worked with the Conference Committee on preparing a loan consolidation interest session.

Fiscal Planning (Chair Lana Walter)—met quarterly prior to Executive Council meetings to prepare and monitor the annual WASFAA budget. Reviewed initial and subsequent budget requests by WASFAA officers and committee chairs. Planned and directed the Treasurer to execute various investment instruments for the association with the approval of Executive Council. Reviewed and updated the asset inventory list. Reviewed and made a recommendation to Council concerning individual vs. institutional membership. Finalized and implemented an Investment and Asset Reserve Policy. Began the process for a search for an Investment Manager.

Fund Development (Co-Chairs Theresa Bosworth and Judy Saling)—worked with numerous sponsors and vendors to solicit support for the many WASFAA activities throughout the year, which resulted in the establishment of a new fund development income record. Worked with the Electronic Services Committee and ATAC in updating sponsorship information and automating and adding forms to the WASFAA website. Worked with the Conference Committee and drayage company in the set-up of the vendor area and exhibitor booth placement at the annual conference.

Graduate/Professional (Chair Sheryl Reinschmidt)—brainstormed ways to increase participation of the G/P segment in WASFAA. Connected with WASFAA state presidents to contact state G/P committee chairs to compare initiatives, activities, and resources. Recommended G/P specific interest sessions for the annual conference.

Historical Archives (Chair Kate Bligh)—maintained the paper and electronic records of the Association. Began bringing the WASFAA history up to date by compiling summary information of key events from the past several years in preparation for WASFAA’s upcoming 40th anniversary. Began transitioning committee responsibilities so that a new chair may assume the duties of the committee for 2006-07.

Membership (Chair Wendy Olson)—implemented upgrades to the WASFAA database in order to keep it current throughout the year for some 1,500 WASFAA members. Developed a list of WASFAA membership benefits to share with first-time or renewing WASFAA members. Gathered information and made a recommendation to Executive Council concerning the matter of institutional versus individual membership. Provided membership statistical information to the Executive Council and membership.

Newsletter (Co-Chairs Kathy Campbell and Kathleen Silva)—wrote and solicited articles of interest, and facilitated the publication of quarterly newsletters throughout the year, including a hardcopy newsletter to be included in the annual conference registration packet.

Nominations and Elections (Chair Jim White)—solicited an outstanding and diverse group of candidates to place on the WASFAA ballot. Administered the WASFAA fall elections on behalf of the membership.

Policies and Procedures (Chair Dwight Berreth)—reviewed minutes from Council meetings to ensure all necessary updates are incorporated into Policies & Procedures. Worked with officers and committee chairs in the creation/update of appropriate sections of P&P.

Research (Chair Doug Severs)—successfully reactivated the WASFAA Research Committee. Developed information and application procedures for the membership and the WASFAA webpage pertaining to the WASFAA-sponsored research grant program. Surveyed the membership with regard to office training and development activities and shared these findings with the membership. Developed and sponsored a WASFAA Pre-Conference Research Workshop on Research Tools, Tips and Resources for Financial Aid Administrators to assist them in finding and using financial aid data for research-related reports for their institutions.

Jerry R. Simms Management & Leadership Institute (MLI) (Chair Don Black)—planned, organized, trained faculty, and provided an outstanding MLI in November, 2005 at The Benson Hotel in Portland, OR. The symposium focused on developing effective management skills. The curriculum was based on four books written by noted leadership author Patrick Leoncini.

Site Selection (Chair Leonard Walker)—identified locations and assisted with contractual arrangements for numerous WASFAA meetings, training events, and annual conferences throughout the western region.

Strategic Planning (Co-Chairs Steve Herron and Tami Sato)—confirmed WASFAA’s mission, core values, and goals
President’s Letter continued

for the 5-year Strategic Plan for the period 2005-2010. Identified strategies, action plans, and assessment measures for each of the eight Strategic Plan goals. Ensured that officer and committee goals for the 2005-06 year linked with the Strategic Plan goals. Finalized the 5-year Strategic Plan document on November, 17, 2005 and began communicating it to the WASFAA membership and interested parties.

Training (Co-Chairs Francie Campbell and Bert Logan)—planned, organized, trained faculty, and provided WASFAA/NASFAA Fall training, which dealt with “Administrative Capability: Campus-Wide Compliance” in the context of a comprehensive campus-wide effort, in 11 locations throughout the western region. Currently making arrangements to provide WASFAA Spring training that will address Professional Judgment and Veterans Issues, which will be provided in partnership with the Department of Veteran Affairs. The training will be delivered mid-April thru June at 11 sites throughout the WASFAA region.

Volunteer Development (Chair Catherine King-Todd)—worked on streamlining the placement and communication process for WASFAA volunteers, and on the development of a Volunteer Participation Calendar. Developed a WASFAA Volunteer Information brochure, a more formalized Newcomer’s Reception program for the annual conference. Developed a WASFAA Committee Information handout and the idea for the WASFAA Screen Sweep/Cleaner giveaway for distribution at state conferences throughout the western region. Currently exploring the need for a mentoring program or buddy system for new WASFAA members, and organizing a WASFAA Information Booth at the annual conference.

As you can see, a great deal has been accomplished this year by a remarkable group of Executive Council members, Committee Chairs/Co-chairs, and committee members. This group of volunteers leaves WASFAA with a solid foundation of some 1,500 diverse members, asset reserves of more than $750,000 to help ensure the future fiscal solvency of the organization, and a balanced annual operating budget of approximately $515,000 to run the activities of the association’s 21 committees. Thank you for allowing me the opportunity to lead this effort as the 2005-06 WASFAA President. It has truly been an enriching and gratifying journey!

What does ELM do?

ELM gives you time!

Call us to learn how we can give you time.
Time to help your students.

(866) 524-8198
info@elmresources.com
www.elmresources.com
Reasons to Renew your Memberships In WASFAA
by Wendy Olson
Membership Committee Chair

Soon we will begin a new WASFAA membership year, May 1, 2006-April 30, 2007. Here are some great reasons to renew your membership or to consider joining WASFAA:

- Staying current on financial aid issues
- Receiving information on advocacy for financial aid at the regional and federal levels
- Attending valuable training opportunities
- Networking with colleagues from diverse backgrounds and experiences
- Attending the annual conference
- Gaining a regional perspective in administering financial aid
- Developing new skills, including leadership skills, through volunteering for WASFAA
- Accessing scholarship opportunities for WASFAA training/conference events
- Accessing funded research opportunities
- Accessing the WASFAA newsletter
- Accessing the placement service

To join WASFAA go to www.wasfaa.org and click on “Membership Services.” We would love to have you join us.

WASFAA Research Committee
by Doug Severs
Research Committee Chair

The WASFAA Research Committee needs your help! We have been allocated funds to promote research and we certainly want to be able to utilize this funding. We need members to submit research proposals to broaden our knowledge of financial aid administration. You can work with any of your academic folks in the preparation and completion of the research. The WASFAA Research Grant application form can be found on the WASFAA web site at http://www.wasfaa.org/docs/about/grants/intro.html.

We would also like help in designing research ideas that we can accomplish as a committee. Is there something that you would like to survey our WASFAA members about? We have had one survey in regard to professional development utilized by WASFAA members and had a very good response. We will be conducting surveys for other useful information and would love to have your input.

We would also like your input in regard to what you would like to have on the WASFAA Research web page. We plan to expand the web page to have different links to national research web sites and research web tools. We will also have links to the information we will be collecting from WASFAA membership surveys.

If any one would like to serve join the WASFAA Research Committee for 2006-2007 just go to the WASFAA web site and volunteer for this committee.

WASFAA Training Committee Report
by Bert Logan
Training Committee Co-Chair

The WASFAA Training Committee met March 4th and 5th in Portland, Oregon to develop delivery of Spring 2006 regional training. Committee members: (L-R below in photograph) Francie Campbell, Mina Nix, Cindy Pollard, Connie Barton, Rick Weems, Bert Logan, Barbara Burnett, and James Martin.

The Training Committee is pleased to announce two topics for Spring Training: Veterans Issues and Professional Judgment. In conjunction with the Department of Veterans Affairs, WASFAA will present both sessions back to back starting with “Collaborating with Veterans Affairs” and moving from fundamental to intermediate training on Professional Judgment. Regional training staff from the Department of Veterans Affairs in Muskogee and Albuquerque will be on hand to present information regarding their programs. It is highly recommended that campus Veteran Specialists in addition to FA professionals attend. There will be ample time for case studies, specific issues, and an opportunity to "ask the expert" in Veterans Educational Programs.

Training will take place from mid-April through May. Check the WASFAA Web site www.wasfaa.org for dates and times for the training in your area. We look forward to seeing you there!

Financial aid can be a thankless job.
On behalf of the thousands of lives you’ve helped to improve...

We thank you.
Trust is in the details. Our dedicated School Solutions team is staffed with experienced professionals who understand the intricacies of the student loan industry and the changes that occur at the government, financial and education levels. That, along with an offering of innovative products and superior customer service, is what enables Student Capital Corporation to provide financial solutions to our school partners and their students and families.

Student Capital Corporation

Innovative loan solutions for today’s students

Dedicated School Helpline
877-8000-SCC

studentcapital.net

Lender Code 834192

Alternative Loan | Stafford Loan | PLUS Loan | Consolidation Loan
This article is based on a final report prepared by WASFAA strategic planning consultant, Gayle Northrop, and presented to the 2005-06 Executive Council. The 2005-2010 WASFAA Strategic Plan was approved by the Executive Council at its meeting on November 17, 2005 in San Francisco, CA. The purpose of this five-year strategic plan is to guide the decision-making of the Executive Council and to inform the membership of the priorities and activities of the Association. The central desired result of the Plan is to ensure that the members of WASFAA are best served by the Association.

The process used to develop the 2005-2010 Strategic Plan was both comprehensive and inclusive. Led by the President-Elect and members of the Strategic Planning Committee, and shepherded by Gayle Northrop of Northrop Nonprofit Consulting, the process was formally launched in the fall of 2004 with the administration of an online Membership Services Survey. This survey, comprised of 47 questions and completed by 186 members or 16% of the membership, provided the Strategic Planning Committee and Executive Council with valuable insights into the strengths, weaknesses, and opportunities to enhance the services provided to the WASFAA membership.

Members of the Strategic Planning Committee and Executive Council met or conferred frequently throughout the planning process to analyze and discuss the results of the Membership Services Survey; to discuss the internal and external environment in which the Association is operating, to confirm the Association’s mission, and to develop Core Values, Goals, Measures and Strategies to guide the work and activities of the Association for the next five years.

The strategic planning process resulted in agreement on the key priorities (articulated as eight goals) that will focus the volunteers who lead and manage the work of the Association. In addition, the process included “operational” or “implementation” planning in which each Committee Chair and Officer developed annual goals for the coming year that are linked to the strategic plan goals. The intent is for the Committee and Officer goals to be developed and assessed each year, ensuring continued progress toward implementation of the Strategic Plan.

WASFAA’s fundamental purpose and reason for existence is clearly articulated in the Association’s mission statement:

**WASFAA’s mission is to provide professional and personal development for its members in order to promote student financial aid and educational opportunities for students.**

The Executive Council of WASFAA believes that how the Association accomplishes its mission is as important as the mission itself. The manner in which we behave, treat each other, and interact with others is critical to the successful implementation of our mission and strategic goals. Therefore, WASFAA undertakes its mission, guided by the following Core Values:

**Professional Growth & Development**

...building skills, knowledge, confidence, and careers by training and networking opportunities, and instilling a passion for the financial aid profession

**Collaboration**

...networking between our members

...coordinating with our partners to fulfill our mission

**Inclusiveness**

...of all segments and sectors

...of all cultures and ethnicities

...of all positions, preferences, perspectives, and ideas

**Advocacy**

...for the students, parents, and schools we serve

...for the importance of access to education

...for the value of financial aid

...for the role of the financial aid administrator

A Situation Assessment was conducted as part of the strategic planning process in order to better understand the internal and external environments in which WASFAA is operating. Key activities included as part of this analysis were:

1. Conducting a comprehensive, online Membership Services Survey;
2. Reviewing the document “A Scan of our Changing Environment, 2004 – 2005,” prepared by NASFAA; and
3. Surveying and then discussing with Executive Council members the strengths, weaknesses, opportunities, and threats facing WASFAA.

The most important findings of the internal and external assessments are summarized below.

**Internal Assessment: Assets**

- Strong training programs
  - Sister Dale Brown Summer Institute
  - Jerry R. Sims Management & Leadership Institute
  - Annual Conference
- Financially sound organization; strong asset reserves
- Strong, mature, well-educated membership base
- Providing networking opportunities to members
- Providing scholarships
- Serving as a forum for sharing best practices
- Representing all states; diversity of membership
- Volunteerism of members; core volunteers who have been involved for a long time
- Strong voice to NASFAA; offering the opportunity to advance regional issues
- Communication with membership
- Good linkages with other state associations

**Internal Assessment: Weaknesses/Constraints**

- Volunteer development, particularly cultivating and training new volunteers and the ability to retain good volunteers
- Communication with membership
- Lack of mentoring available for new members and people new to financial aid
- Evolution of newsletter from paper to electronic format weakened its effectiveness as a communication tool
- Lack of/limited coordination and collaboration with other entities for training
- Training could be improved (e.g., providing training about the changing role of an aid administrator, advocacy, training other than the NASFAA series, etc.)
WASFAA Strategic Plan 2005–2010 continued

- Assessment of membership needs is limited and infrequent
- Diversity of membership (e.g., ethnicity and age)

External Assessment: Opportunities
- Developing new, innovative training opportunities to increase revenue, such as more training for support staff and offering certificates of completion for training courses
- Stronger and more partnerships with National, State and Regional Associations, non-school industry partners, others
- Increasing diversity of membership (e.g., ethnicity and age)
- Improving communication with the Executive Council and members through the use of technology, including the WASFAA website
- Increasing revenue via web-based advertising
- Offering more scholarships
- Considering alternative allocation of how funds/revenue are spent (e.g., providing more scholarships, investing more, putting more into reserve, giving more back to members)

External Assessment: Challenges
- Risk to lender ability to support WASFAA; for example, federal government needs deficit reduction and will go after lender resources; current dependence on lenders creates significant risk in WASFAA’s revenue stream; fewer sponsors are available due to mergers/consolidation in the lender industry
- Changes in federal regulations/reauthorization may affect cash flow, will have an effect on the FFELP/Direct Loan program, will increase the need for training of financial aid administrators and may change the priorities of the Association (e.g., advocacy and communication will become more important); communication regarding reauthorization will need to be cautious yet effective
- Likely decline in membership due to average age of current members
- Less money available to members for travel, grant support, etc.
- Competition and relevancy of WASFAA as it relates to similar services provided by others such as NASFAA, State Associations, Department of Education
- Volunteer development; in particular, finding new volunteers, being fundamentally dependent on an all-volunteer group, and addressing the issue that volunteering may require too much time

Other Trends
- Less financial aid funding available
- Changes in student populations, such as the ‘emerging majority’ of Latino, Asian, African-American students, more older/returning students, and the future acceleration of the population of potential college attendees
- Turnover/retirement of long-tenured financial aid staff
- Limited availability of trainers
- Retention of quality financial aid staff
- Pressure (money and work) will make it harder to be away from the office and to justify travel time and expenses to participate in Association activities

WASFAA’s Strategic Plan will allow the Association to fulfill its Mission and continue to provide WASFAA members with outstanding services and support. The following eight (8) goals summarize the organizational priorities for the Association for the next five years:

1. Be a leader in providing training and professional development opportunities that are responsive to member needs
2. Consolidate and communicate the public policy positions of financial aid administrators in the Western region and provide members with the support and education they need to further their own advocacy efforts
3. Collaborate and coordinate with other organizations and associations in order to serve our members more efficiently and effectively
4. Maintain and enhance the diversity of our membership and the Executive Council
5. Increase the participation of members in Association activities
6. Maintain the long-term financial stability of the Association
7. Continually improve methods and processes for communicating with the membership
8. Assess and monitor the performance of the Association and implement strategic adjustments

Details regarding how these goals will be accomplished, who will be responsible for accomplishing them, and how success will be measured have been developed and are contained in the WASFAA Strategic Plan 2005-2010 final report and can be accessed via the WASFAA website at http://www.wasfaa.org.

Based on the eight goals outlined above, the Chairs of each committee and the Officers of the Association will continue to develop goals for each fiscal year. These goals for 2005-06 are included in Appendix C of the final report.

The Strategic Planning Committee is responsible for ensuring that the Strategic Plan is reviewed and monitored regularly by the Executive Council. In addition, the Strategic Planning Committee will ensure that the key elements of the Plan are communicated to the membership of the Association and that regular updates on progress and accomplishments are provided. At a minimum, progress toward achievement of Strategic Plan goals will be assessed annually. If necessary, adjustments will be made to ensure the Plan’s relevancy and value in guiding and driving the activities of the Association and in ensuring the organization is on track to fulfill its Mission.

The members of the Executive Council and the Strategic Planning Committee are proud to have completed such a comprehensive and productive planning process. It is with great pleasure that they share the results, the WASFAA 2005-10 Strategic Plan, with the membership in the hopes that the Plan will continue to strengthen the Association in its efforts to serve its members most effectively.
Have you been involved in your state association and are you ready to get involved on a regional level? Are you interested in volunteering? Do you know what your options are in participating in your professional association? If the answer is no, maybe some of the following reasons sound familiar: I don’t have enough time. I don’t know anyone. My boss won’t support outside activities. Our budget has no extra funds to cover expenses for involvement. I’ve volunteered before but was not selected or no one contacted me.

WASFAA is making a concerted effort to address these reasons and do a better job of working and communicating with our members. The Volunteer Development Committee was created to formalize and improve the work with our volunteers effective for 2005-06. Its purpose is to assist in the solicitation of and coordinate the placement of volunteers, communicate volunteer activities and status with members and the Executive Council, and serve as a vehicle to encourage volunteerism and share information at the annual conference.

Review challenges for getting involved...

Time. We don’t seem to have enough of it for our personal life or job. Where are we going to find the time for extracurricular activities or involvement? This is a question you need to answer for yourself. If you are interested, how much time might you have to contribute? There may be opportunities to do a couple of hours here and there over the course of the year with committees such as Awards & Scholarships, Graduate/Professional, Historical Archives, Membership, and Newsletter. It may be an hour a month as a conference call participant along with helping out with a committee need for an hour or so.

I don’t know anyone. Isn’t that the fun of it? You may be surprised at how many colleagues you do know. Although, does it matter? Imagine how many new people you could meet and add to your network of financial aid contacts!

Institutional Support. This may be a tough one as non-monetary support from your supervisor and agreement from your office is an expense to you or your organization (except your membership). We don’t seem to have enough of it for our personal life or job. Where are we going to find the time for extracurricular activities or involvement? This is a question you need to answer for yourself. If you are interested, how much time might you have to contribute? There may be opportunities to do a couple of hours here and there over the course of the year with committees such as Awards & Scholarships, Graduate/Professional, Historical Archives, Membership, and Newsletter. It may be an hour a month as a conference call participant along with helping out with a committee need for an hour or so.

I don’t know anyone. Isn’t that the fun of it? You may be surprised at how many colleagues you do know. Although, does it matter? Imagine how many new people you could meet and add to your network of financial aid contacts!

Why volunteer? The top three responses to an informal survey were: 1) desire to serve the profession/professional development, 2) meet people and build a network, and 3) gain knowledge. There are many reasons people volunteer. WASFAA does rely on its members to be involved to carry out association activities for the membership and maintain the general internal business of the association.

We are aware that we have a great number of talented and willing members who wish to help move WASFAA to the next level as a professional association. We hope that you will consider volunteering for the first time—or again—and help make a difference in our organization.

Are you thinking of going to the next step from your state involvement? Or wishes to combine your participation at both the state and regional levels? So what are your options? Feel free to stop by the WASFAA booth in the exhibit area at the conference to find out. You may complete a volunteer interest form at the booth or on line at www.wasfaa.org under Member Services.

Your involvement makes a difference!
One of the goals in the WASFAA 2005-2010 Strategic Plan addresses the result of the Membership Services Survey where many members were not sure what advocacy efforts were being made by WASFAA. The goal states: "Consolidate and communicate the public policy positions of financial aid administrators in the Western region and provide members with the support and education they need to further their own advocacy effort."

The Federal Issues Committee has taken on this goal in earnest this year. During the 2005/2006 year we have accomplished the following goals toward stronger WASFAA advocacy:

- Sent out 21 messages to the WASFAA list serve
- Written an article for each WASFAA Newsletter
- Sent five messages to membership encouraging them to contact their Congressional leaders on a specific topic. (Provided links to Senate and House of Representative web sites and sample letters that could be cut and pasted)
- Provided a session at the WASFAA Annual Conference
- Sent five letters of comment or input from the WASFAA region.
- Provided a report with current federal issues at each WASFAA council meeting.

The measures tracking tool of the WASFAA Strategic Plan calls for tracking the number of communications on advocacy-related issues and this has been accomplished. A solution is needed to track actions taken by WASFAA members to calls for action by this committee. This can be done by just asking members to send us a copy of their correspondence or by setting up a system in the WASFAA website that will automatically track action.

The Federal Issues Committee hopes you feel better informed about the complicated reauthorization and reconciliation actions that took place last year (and continue this year) and that we were able to assist you in getting your own message out to your congressional representatives.

---

Need financing options? EFSI can help!

As a leading not-for-profit lender, EFSI is dedicated to providing education financing solutions to schools, students and their families. We provide a full suite of education loan products, borrower benefit programs and interest rate reduction plans.

**Federal Stafford loans for students**

Ask about our money-saving Zero Fee Solution!

**Federal PLUS loans for parents and Graduate/Professional students**

Ask about our money-saving Diamond Benefits™ program!

**Private/alternative loan programs**

Student loans are our ONLY business.

Call an Education Loan specialist TODAY at 1-888-312-EFSI (3374)

EFSI is a member of the Brazos Group of companies. The Brazos Group is the #1 not-for-profit holder of FFELP loans in the United States.
AASFAA Report
by Pat Peppin

Greetings from very dry Arizona!
Spring is just as busy as the fall for us in Arizona. We are getting ready for our Spring Conference in Tucson from May 3-5. We are also having three Membership Trainings scheduled for the central and northern regions in Arizona.
We just celebrated our 10th year anniversary for College Goal Sunday. We had an other successful year. We had 29 sites and we helped over 4000 students and parents.
Nominations are out and we will be voting for new board for the 06-07 year.
We are sending two individuals to the NASFAA Leadership in Washington D.C. Our transition meeting will be held on May 2nd in conjunction with the Spring Conference.
Our web site is getting enhanced as we speak. We are adding a volunteer section to our pages.
We are also submitting our Auto FNA project for a NASFAA award. Keep your fingers crossed and hopefully we will win. Thanks to Becky Vinzant for putting all of this together.

OASFAA Report
by Tracey Lehman

Greetings from sunny Oregon (ok, I mean sunny in my neck of the woods, Klamath Falls). I am very excited to begin my year as President. We just held our transition meeting in Eugene and brainstormed goals for the year. We came up with some great ideas, including resurrecting the OASFAA newsletter. The more I get involved with OASFAA the more I realize how filled it is with knowledgeable, talented, and energetic people.
A listing of our new Executive Council members can be found online at www.oasfaaonline.org (see ‘About OASFAA’ and then select ‘Executive Council’). Look under “Committees” to find new and returning committee chairs. We can always use help. Members who are interested in volunteering are urged to fill out a volunteer form. Committees are being formed now. We still need an Archive Chair!
OASFAA contributed $1,500.00 to the three organizations in the region affected by Hurricane Katrina. We recently received letters of appreciation for donations to MASFAA (Mississippi) and LASFAA (Louisiana) to help with training expenses for their members.
We held our annual conference once again at the beautiful Salishan resort on the Oregon coast. The conference had roughly 220 attendees and was enjoyed by all. Highlights included the return of speaker Father Oleksa from Alaska who spoke so eloquently on communication. We also introduced a new passport game. It was especially nice to have Steve Herndon, WASFAA President, join us. Thanks to Linda Burkhardt from the Department of Education for the much appreciated Federal Update.
I look forward to a great year.

Total solutions for your campus

Nelnet is uniquely positioned to meet the broader needs of the overall institution with a total solution. Your customized package is driven by the unique needs of your institution and helps lead your students through every step of their educational experience – from before they arrive at your office, to long after they bid your campus farewell. A Nelnet total solution is defined only by your success. It’s that simple.


Contact Nelnet today at 1.800.268.7256 or e-mail campussolutions@nelnet.net.

©2006 Nelnet, Inc. All rights reserved. Nelnet is a registered service mark of Nelnet, Inc.
Greetings from Washington State... Although it was one of the soggiest Fall/Winter seasons we have experienced in years, we really didn’t wash away and yes — 37 straight days of rain is a bit too many. The Washington State Financial Aid Association has had a very hectic 2005-06 year.

ANNUAL CONFERENCE
In the Fall of 2005, we had a great conference at the Davenport Hotel in Spokane, Washington with more than 300 participants. Jack Edwards, from Seattle University served as conference chair and did a great job. The theme was “Unmask the Mystery” and included sessions such as “Revealing the Secrets — Identifying, Helping and Retaining Students of Concern Using a Cross-Campus Approach,” “Ripping the Mask Off of Conflicting Information,” “Taking Away the Mystery! Performance Measures as Tools to Monitor Success and Improve Processes,” and a variety of over 25 sessions that provided training for our members.

EXECUTIVE COMMITTEE NOTES
In January 2006, Rachelle Sharpe, WFAA President had to resign her position due to a change in employment. As President-Elect, Carla Idohl-Corwin became President effective January 17, 2006. The Association greatly appreciates all of the work Rachelle has done on behalf of the Association and continues to do in her new position with the Higher Education Coordinating Board.

Additionally, Shari King, Vice President for Ethnic Awareness resigned her position mid-year. EA Committee member Kim Wasierski from Highline Community College graciously agreed to assume the position and will serve as our VP for Ethnic Awareness for the remainder of the term. Kim has served on the EA Committee and will provide great leadership and continuity for the committee.

GOALS
Several key goals were established by for the 2005-06 year. They included increasing outreach to new members and to foster leadership within WFAA. We also wanted to review student and member scholarships to increase subsidized training opportunities and more educational scholarships.

MEMBERSHIP
Our total membership for 2005-06 has increased by 10% to just over 500 paid members. We attribute this to the success of the conferences and trainings that have been provided to our membership. Additionally, we are utilizing members who have indicated an interest to volunteer for various committees and task forces. This effort will continue for the 2006-07 year as we establish the committees.

SCHOLARSHIPS
For the 2005-06 award year, WFAA dedicated $10,000 to fund student scholarships. The awards were made to 10 students attending community colleges, universities, and technical colleges. This is a record for WFAA and a tradition we hope to continue. Additionally, the Association subsidized the registration fees for all members attending the Fall conference, making the registration fees more affordable and allowing more members to attend our outstanding conference. The Association also funded member scholarships to attend the Fall Conference for one new person who had not previously attended (or the “newbie” as it is called) and also for one ethnic scholarship attendee. We provided a scholarship for one member to attend the Management and Leadership Institute and will also provide one scholarship for a member to attend the Sister Dale Brown Summer Institute.

STUDENT BUDGETS
Our student budgets committee, chaired by Cheryl Reid from Peninsula College, is diligently working on the implementation and completion of the second on-line student expense survey to be conducted statewide. This survey will mirror the online survey completed in 2003-04 and provide valuable feedback for the creation of the 2007-08 student budgets.

NEW VENTURES
WFAA members are also serving on various committees and taskforces in partnership with agencies, legislative staff and businesses in our state. One initiative is the WFAA Outreach Task Force, consisting of representatives from schools, guarantors, state oversight agency representatives and lenders. This task force was created to review current materials provided to students and families about higher education and financial aid opportunities. The goal of this committee is to review what materials are already available and to create a clearer, more concise, consolidated publication that can be distributed statewide.

WFAA members are also serving in partnership on some new initiatives in our state. A very innovative project that is underway is the Washington State Scholarship Coalition Project. The goal of this project is “increase access to scholarships for Washington students by providing an easy and uniform scholarship locator and application process. It will also provide donors with information on effective, efficient ways to contribute.” This vision of this project is a single portal. The program is in the initial planning and research stages and includes partners from WFAA, the Washington Higher Education Coordinating Board, the Pride Foundation, The Seattle Foundation, College Planning Network, Seattle Public Schools, The Seattle Times, Educational Assistance Foundation, Northwest Education Loan Association, Northstar Consulting, and Washington Dollars for Scholars with additional members being added as appropriate.

College Goal Sunday 2007 is another exciting event that our state has undertaken. The lead agency, Northwest Education Loan Association (NELA), is working diligently with a committee with representatives from WFAA, the lending community, the Higher Education Coordinating Board, statewide mentoring program staff and GEAR UP staff.

It is anticipated that WFAA members will provide vital assistance in the implementation of this program.

CONFERENCE 2006
The Washington Financial Aid Association Conference for 2006 will be held in Vancouver Washington at the Vancouver Hilton October 18—20, 2006. The Conference theme is “Exploring New Frontiers” as we forge ahead during Reauthorization and the Budget Reconciliation impacts. If you are interested in attending our conference, visit our website at www.wfaa.org in July or August for more information.
I attended the Sallie Mae Forum which had a goal of sharing perspectives to create positive change. One speaker was Dr. Watson Swail from the Education Policy Institute. He listed possible headlines for 2030-2031:

- Enrollment in for-profit schools exceeds public and private 4-year colleges
- Student aid has increased from $145 billion to over $345 billion
- Administration has increased the Pell Grant annual maximum to $4,175 (joke)

6,466,674,186—This is the present world population with 55% from Asia, 9% from Latin America, 10% from Europe, 5% in North America, 14% from the Sub-Saharan and 7% from the Middle East. The biggest increase in population has been in the Sub-Saharan and the Middle East and the slowest from Europe. The nations with the highest populations are China and India.

Higher education is key to scientific and technological competitiveness and productivity. Our new economic competitors will be the ones with a higher skilled educated workforce. In China, enrollments grew two-thirds to 12 million students this year. In India, student enrollment increased by 36% to 8.8 million. Here in the U.S. we have 1.5 million students.

Tom Mortensen, Higher Education Policy Analyst, says, “The only thing more expensive than going to college is not going to college.” With 2030-2031 tuitions estimated to be $13,773 at 4-year publics, $4,764 at 2-year publics and $47,275 for 4-year privates—can student aid keep up? Recent history shows government funding has increased, but the odds of corresponding support increasing indefinitely are slight.

President Bush’s 2007 Budget has some good news, including $100 million for tutoring and vouchers, $850 million for high achieving 1st and 2nd year college students who complete rigorous high school curricula, and grants to 3rd and 4th year students with a B average. Negatives include no increase in Pell Grants and calling for the end to Perkins, LEAP, Upward Bound, Talent Search and GEAR UP.

This is bad news because the potential pool of high school graduates and college students will be more ethnically diverse due to differential birthrates and migration patterns. Unlike traditional students, these students will be less likely to earn a high school diploma or enroll full time immediately after finishing high school. They will not depend on parents for financial support and may have to work full time and attend part time. We need to improve the economic and attitudinal barriers to making college possible for everyone.

Help them save money on student loans ... so they can spend time on other things.

- New! Grad PLUS Loans coming this spring
- Federal Stafford Loans with no origination fees
- No-fee private loans
- Great service

Visit us at AccessGroup.Org
or call us at 800-227-2151
The term “oxymoron” is defined as a rhetorical figure in which incongruous or contradictory terms are combined, as in a deafening silence, a mournful optimist, or...a Graduate PLUS Loan!

On February 8, 2006, President Bush signed into law S. 1932, better known as the Deficit Reduction Act of 2005. Title VIII of the Deficit Reduction Act of 2005 is the Higher Education Reconciliation Act which changes many student loan provisions and provides graduate and professional students another federal option for financing their educations. Effective July 1, 2006, graduate and professional students can take advantage of the PLUS Loan for graduate study. Yes, the Federal Parent Loan for Undergraduate Students will not be available for graduate students.

Isn’t a graduate student PLUS loan an oxymoron? It is. But this oxymoron will be available to help your graduate and professional students July 1st—are you ready?

With the expansion of PLUS eligibility to graduate and professional students, the student him/herself will be able to borrow up to the cost of attendance on his/her own without a parent or a co-signer. This new federal option will offer an 8.5% fixed federal loan, deferred while enrolled at least half-time at an eligible school, with unemployment and economic hardship deferments available as well. Unlike private, alternative loans, the PLUS loan can be consolidated under the Federal Consolidation Loan program.

There are many facets of the new Graduate PLUS Loan that are still undetermined. Will we call it a Grad PLUS, a G-PLUS, a PLUS for Graduate Students, or something else? Will lenders develop different benefits for graduate students borrowing PLUS Loans than parents at the undergraduate level? Will an endorser option be available to assist with approvals? Will the PLUS Master Promissory Note be adjusted? How will lenders and schools handle this new program within their systems? These are just a few of the outstanding questions related to the new “Grad PLUS”.

While the Department of Education will likely issue a Dear Colleague letter soon, now is the time to begin thinking about how you will handle this program at your institution. Is your system set up to handle it? Have you already printed materials for new students or revised web pages to incorporate the availability of the Grad PLUS? Will students be anxious if they cannot obtain an approval before July 1? Have your lender representatives offered you any information for your graduate and professional students? Will lenders revamp their private loans for graduate students to be more competitive?

With all of the headaches and unanswered questions that may come along with implementing a new loan program on your campus, your students will benefit from this newfound eligibility. It is our duty to find out as much as we can now to ensure a smooth transition this summer.
**Kathy’s Kitchen**

By Kathy Campbell

My husband and I are finding classes to take together that have nothing to do with our jobs. We both enjoy cooking and have decided to try a cooking class from a different geographic region each quarter. Here’s one from a Peruvian cooking class that we recently attended. Actually, there was a drawing for a cookbook and I won it. However, after seeing all of the recipes using squirrels and guinea pigs, I quickly gave it to a friend who is a chef and wanted to try some Peruvian recipes (NOT using rodents, of course)...so here is a wonderful non-rodent recipe that you can make and definitely will enjoy:

**Soupy Chicken with Rice**

_Acqudito de pollo_

- 2 cups fresh cilantro leaves
- 6 cups chicken stock
- 2 tablespoons corn oil
- 3 cloves garlic, chopped fine
- 1 small onion chopped fine
- 2 large sweet red peppers, seeded and chopped
- 1 pound chicken breasts, cubed 1-inch
- 1 pound potatoes (Yukon gold are great), peeled, and cut into 1/4 inch cubes
- 1 stalk celery heart, chopped
- 1 cup rice (use medium grain only), well rinsed, soaked in water 1 hour and drained
- 1/2 cup fresh or frozen green peas
- 1 large carrot, cut into 1/4 inch dices (1 cup)
- 2 teaspoons salt
- 1/4 teaspoon pepper

In a food processor (don’t use a blender), blend the cilantro into a smooth paste with 1/4 cup water.

Heat 1 tablespoon of the vegetable oil in a skillet and stir-fry the cilantro paste over low heat for 2 minutes. Set aside.

Heat the remaining 1 tablespoon oil in the skillet, add the garlic, onion, red peppers (you can also use Aji Amarillo pepper), chicken (you can use dark chicken meat instead of the chicken breast if you want) and stir-fry over low heat for 3 minutes.

In a large pot bring the remaining 5 3/4 cups chicken stock to a boil. Add the chicken, the cilantro paste, potatoes, celery, rice carrot, salt and pepper. You can also cut up small baby corn and add it. Add the peas at the very end because they cook quickly. Cover the pan and cook over low heat for 45 minutes or until chicken is tender. Serve hot.

_Serves 8_
1. In which format would you prefer to receive the WASFAA Newsletter (circle one)?
   a) Electronic format
   b) Paper format

2. Please rank order the top 3 items from the list below (with 1 as the highest) that you would like to see continued in the WASFAA Newsletter:
   ______ President’s Letter
   ______ Special Interest articles
   ______ Federal Issues
   ______ Training Activities
   ______ Upcoming WASFAA events
   ______ WASFAA Scholarship Opportunities
   ______ Member Profiles
   ______ Committee Reports
   ______ State Reports

3. How often do you think the WASFAA Newsletter should be published (circle one)?
   a) Monthly
   b) Quarterly
   c) Bi-Anually

4. What do you like best about the WASFAA Newsletter?

5. What do you like least about the WASFAA Newsletter?

6. What other suggestions do you have concerning the WASFAA Newsletter?

Your input is important to us. Please return this survey to:

Kathy Campbell
Associate Dean of Enrollment Services
Chemeketa Community College
P.O. Box 14007
Salem, OR 97309

---

2005 ASA SYMPOSIUM

Breaking the Barriers to Student Success

Featured keynote speaker: author/educator/historian

Dr. Mary Frances Berry
Former Assistant Secretary for Education
Chairperson of the Civil Rights Commission

Reserve your hotel room before May 26 and get a special rate of $139 per night! Be sure to mention “ASA Symposium” when booking your room. Reserve online at http://harborside.hyatt.com or call 800-233-1234.

Online registration for the 2005 ASA Symposium Registration is now available at www.amsa.com.

June 20 - June 21, 2005
Hyatt Harborside, Boston, MA
Conveniently located on the grounds of Boston’s Logan Airport!