

**IASFAA BUSINESS MEETING MINUTES**  
**APRIL 19, 2002**

The IASFAA business meeting was called to order at 10:10 a.m. **A motion was made by Christina Hlas and seconded by Tim Kremer to approve the minutes of the November IASFAA Business Meeting. The motion carried.**

Christina Hlas gave the treasurer's report. As of April 17, 2002, there was income of \$48,498.02, expenses of 38,305.67, for a net income of \$10,192.35. Our assets as of today are \$97,370.63. **A motion was made by Connie Jensen and seconded by Laurie Wolf to approve the treasurer's report. The motion carried.**

Mary Jo Smith reported for the Associate Members Committee. The members of the Associate Members Committee are Kim Baumler, Jane Haugland, Tracy Havener, Faye Heykants, John Holland, Chris Keahi, and Mary Jo Smith. The committee has had a busy year with many projects. In the fall they coordinated a silent auction at the Fall Conference in Council Bluffs for the benefit of Children's Square USA. Thanks to the members who attended the conference as \$1000 was raised for the organization. The committee also coordinated two interest sessions at the Fall Conference. They were e-signatures and Students and Credit Card Debt. The committee has added an article called "Fun Facts" to the IASFAA Newsletter several times during the past year. This winter the committee prepared the information to send to schools to apply for the John Moore Award. They had nine entries for the award and the committee selected Indian Hills as the recipient of a plaque and a \$500 check to spend as they wish. During the Spring Conference, there was an interest session on TIAA/Cref. Also at the Spring Conference, the committee announced our long-term charitable project. The committee has asked the members to bring items to donate to the Ronald McDonald Houses through a "Spring Shower Event". The committee will also share ideas for volunteerism at the Iowa City and Des Moines Houses. Since the fall conference, the membership has been saving pop tabs and they will be donated to the Houses so they can be redeemed for cash to help support the house needs. This should be a fun, on-going project and very beneficial to the houses.

Mary Bloomingdale reported for the Awards Committee. She gave thanks to her committee members Chris Keahi, Jane Haugland, Julie Molenburg, Margi Boord, and Laurie Wolf. She also thanked those members that submitted excellent nominations for the awards presented at the Spring Conference. The awards committee was pleased to present the following members with awards: Meritorious Service-Long Range Planning Committee; Distinguished Service-Jim Bowles; Committee Member of the Year-Cathy Remakel; John Heisner Lifetime Achievement Award-Don Duzik.

No report for the By-laws Committee.

Mary Jacobsen reported for the Community Outreach Committee. The committee has been busy again this year with many outreach activities. None of the events listed

below could have been completed without the efforts of the committee. A huge thank you goes to Jeff Fritz, Tracy Havener, Luann Beckel, Heather Doe, Kristi Fuller, Christina Hlas, Breck Appell, Dan Holt, Chris Ditter, Katherine Coates, Kathie Walters, and Melissa Prichard. The committee once again organized with the Governor's office to have February declared as Financial Aid Awareness Month. A press release was run state-wide and IASFAA members were encouraged to organize financial aid awareness activities on their respective campuses. This year the committee will implement a traveling trophy and office pizza party to the financial aid office who came up with the most creative activities to make their students aware of financial aid and filing on time. The winner was Hawkeye Community College. The Visit College for a Day program was once again offered in Des Moines. The committee worked with five high schools and four colleges in the Des Moines area. Forty fortunate ninth grade students were able to attend a college campus for a day and get a feel for college life and understand what they need to do now to be able to attend college in the future. The program was expanded into the Cedar Rapids area as well. Students from one Cedar Rapids high school attended Cornell College for a day. Thanks to Cindi Reints for organizing this day. The committee hopes to offer the expanded version of Visit College for a Day in Cedar Rapids as well as Des Moines next year. Again this year, the committee worked with the Iowa College Student Aid Commission to update, print, and distribute the Planning Your Child's Future Brochure. An order form and sample brochure was mailed to licensed day care centers, pre-schools, and elementary/secondary school guidance counselors. As of April 11, the committee has mailed over 30,000 brochures to interested institutions. It's safe to say that this is a very well received and much needed informational piece. This is the first year the Community Outreach Committee has had an Early Awareness subcommittee. This subcommittee, working with IACAC, is busy planning an evening activity to take place at UNI on May 20, 2002. This event will be for 7<sup>th</sup> and 8<sup>th</sup> grade students and their parents and will offer them a mini college fair as well as interest sessions on various topics related to preparing for college. A flier detailing the event was available at the registration table. Stay tuned to the IASFAA listserv for more details and volunteer opportunities.

Nancy Ankeny reported for the Electronic Services Committee. The IASFAA web site was developed with technology that is now outdated. The current system can not handle new electronic functions without becoming unstable. The current structure of the site does not support the additions of information and functions requested by Executive Council. In addition, the data base needs improvement and increased functionality to support the new on-line services the committee wishes to provide to the membership. For these reasons, the programmer at Captain Jack is proposing that we reprogram our web site with new technology that is available. This will allow us to expand the functions of the web site. The new technology would also enable the Chair of Electronic Services to do more without requiring the assistance of Captain Jack. This will result in fewer programming costs in the long term. Captain Jack will provide us with a proposal entailing costs and enhancements. IASFAA members are requested to submit any ideas or requests regarding the web site to the Electronic Services Committee. Currently IASFAA has 140 paid members.

Don Duzik reported for the Federal and State Issues Committee. The legislative issues and news will be authored by John Parker next year. The membership is to give him ideas and concerns regarding Reauthorization and other regulatory issues. Several IASFAA members participated in the State Legislative Day held early in this year's legislative session. More participants from the financial aid community could be and should be involved next year. It is a great opportunity to join with high school guidance counselors and admissions counselors to advocate for beneficial issues for Iowa students. The list of concerns from our Town Hall Meeting last fall has been prepared and they have been forwarded to NASFAA. The Negotiation Teams are addressing many items and reaching consensus already so keep a sharp eye on the horizon. If the membership doesn't, issues may be settled before the membership knows about them. As our college presidents keep reminding us, "Politics is not a spectator sport. If you want to advocate for your students, you must be actively involved."

Laurie Wolf had no report for the Finance Committee.

Debbie Craig reported for the Leadership Symposium. She recognized all Leadership Symposium graduates.

Debbie Craig reported for the Long Range Planning Committee. She thanked her committee for their hard work and congratulated them on their Meritorious Service award. The Long Range Planning Committee is an important committee because their commitment is to make sure IASFAA continues to exist in the future. The membership is encouraged to give Debbie suggestions regarding IASFAA's continued existence.

Julie Molenburg reported for the Newsletter Committee. Pictures will soon be on the IASFAA website.

Lois Mulbrook reported for the Nominations and Election's Committee. **A motion was made by Lois Mulbrook and seconded by Mike Epema to destroy the 2002/03 ballots. The motion carried.**

Julie Dunn reported for the Professional Development Committee. The committee coordinated the following activities during the past year: NASFAA Training on Policies and Procedures 2001 An Aid Odyssey; Financial Aid 101 interest sessions at both the fall and spring conference; Videotaping of NASFAA Training and the FA 101 sessions; Awarded 5 scholarships for the fall and spring conferences; Coordinated newcomer activities for the conference; Planned and facilitated the Drive-In Workshop on January 23<sup>rd</sup> at Drake University.

Jean VanderWert reported for the Program Committee. The conference planning session went well even after the committee instituted some changes. The changes include using a different method to have the conference program printed, surveying the membership's interest in the committee's list of session ideas and eliminating the conference registration packet. The committee was sad to lose two longtime program committee members but it was rewarding to have some new faces step up to the challenge and

assume the duties previously managed by them. After the initial Spring Conference planning session in January, the committee took a suggestion from one IASFAA member to use the listserv to gain membership feedback to gauge interest in the proposed sessions. There was a high response rate, and it was recommended that we continue to survey the list in the future. This year the committee looked at alternate printing options when the committee's Sigler contact left the committee, A committee member volunteered to type up the information, lay it out using Microsoft Publisher, and take it to a local print shop. With these efforts, the committee saved over \$650. The committee has debated the elimination of the conference packet folders for a couple of years. Cost was the primary reason to consider packet elimination. The information previously found in the packet might be found in electronic format on the website or available on tables at the conference. The Spring Conference is the meeting where the program committee makes a concerted effort to pack full of practical application information. The committee understands this is a critical time of year time away from the office must be justified. This year, the committee goal included that every attendee leave the conference having a better understanding of at least one more piece of the complex financial aid puzzle in place. To accomplish this, the committee recruited the help of colleagues in and out of the state.

Steve Loven reported for the School Relations Committee. The annual training for high school guidance counselors was held on October 30 on the ICN. They had 175 counselors signed up for the training, which was down over 10% from last year. Steve thanked his fellow presenters: Roberta Johnson, John Holland, Chris Ditter, Julie Leeper, and Karen Sinclair from the State Treasurer's Office, who talked about College Savings Iowa. The other topics were: the basics of financial aid, changes for next year and common mistakes, FAFSA on the web, and an update from ICSAC. The program went out to 39 sites throughout the state, and thanks to all the IASFAA members who served as site coordinators. The evaluation forms came back very favorable; the counselors appreciate the opportunity to receive this training each year. The next project was the annual financial aid night programs over the ICN. They were held on January 28th and February 11th. They had 15 sites and over 100 people in attendance the first night, but only 5 sites and less than 20 people the second night. They will probably look to cutting back to one evening program for next year. Thank you to Connie Jensen from AIB for helping Steve present these two programs. Steve thanked his committee members: Nancy Ferguson from ICSAC, John Holland from The College Planning Center, Roberta Johnson from Iowa State, and Aaron Steffens from Mt. Mercy. A special thank you goes out to ICSAC for their financial support of the ICN programs.

Cindy Seyfer reported for the Site Coordinating Committee. The Site Coordinating Committee co-chairs, Linda Miller and Cindy Seyfer, served on the conference program committee. This close coordination and interaction works well in meeting conference needs. Linda Miller joined the program committee for their January meeting at the West Des Moines site. Cindy Seyfer, Luann Beckel and Beth Oakes met with hotel staff in March to finalize needs. The Site Coordinating Committee did not meet as a full committee prior to the conference but handled business via conference calls and e-mails. This allowed costs to be minimal while still accomplishing the tasks. The Site

Coordinating Committee worked closely with the West Des Moines Marriott to manage conference costs. In addition, the continued and generous support of the College Planning Center is greatly appreciated. Without the technical support of their staff and LCD units, the association would experience higher equipment costs for the conference. The people at the West Des Moines Marriott were wonderful to work with on this project. They were very responsive and willing to make adjustments accordingly to meet our needs. The committee hopes the membership enjoyed the new location in the Des Moines area. The Site Coordinating Committee will soon be on task with the program committee to plan a great fall conference in Waterloo. They hope to see you there! Cindy thanked her great committee. She appreciated the opportunity to help coordinate the Spring Conference event.

Curt Bolte reported for the Site Selection Committee. Over the past year site selection traveled to and researched 11 hotel options for past and future contracts. After comparing size, location, and pricing, site selection negotiated contracts with three of these locations and continues to research and negotiate for future conferences.

Michelle Dunne reported for the Sponsorship Committee. She has made many contacts, and closer associations with the exhibitors, sponsors & executive committee members. She thanked Jennifer Sassman for her help as co-chair. The changes they have accomplished this year are these. The refund policy for exhibitors was agreed at summer executive council retreat to be the same as refund policy for the regular conference membership. The 2001-2002 Sponsorship and Exhibitor Participation Agreement form was updated to reflect this. Correspondence with prospective sponsors & exhibitors has been done primarily via E-mail. This saved the membership stationary & postage. Exhibitors wanted their names, as well as table number to be identified during exhibit set-up time. This was easily accommodated. For 2001-2002 there are six gold sponsors each contributing \$2000 or more: Iowa College Student Aid Commission, Iowa Student Loan, NELnet/IHELP, Sallie Mae, Inc, U.S. Bank, and Wells Fargo, EFS. There are two silver sponsors each contributing \$1000 - \$1099: College Planning Center and Union Planters Bank. There are three bronze sponsors each contributing \$200 - \$999: Citibank Student Loan Corporation, NELnet, and National Student Loan Program. There were 13 exhibitors at the fall conference: Bank of America, Chase /Education First, Citibank Student Loan Corp., College Planning Center, Iowa College Student Aid Commission, Iowa Student Loan, NELnet (UNIPAC), NELnet/IHELP, Sallie Mae, Inc., U.S. Bank, U.S. Department of Education, Union Planters Bank, & Wells Fargo EFS. There are 12 exhibitors at the spring conference: Bank of America, Chase /Education First, Citibank Student Loan Corp., College Planning Center, Iowa College Student Aid Commission, Iowa Student Loan, NELnet/IHELP, Sallie Mae, Inc., U.S. Bank, U.S. Department of Education, Union Planters Bank, & Wells Fargo EFS. Michelle thanked all the exhibitors and sponsors. The new Sponsorship chair for 2002/03 is Robin Fisher from Luther College.

Leanne Valentine reported for Membership Task Force. In March a survey was sent to all financial aid directors requesting opinion on membership issues. Twenty-seven professionals returned that survey. Julie Leeper and Leanne are attempting to analyze the

results. They will provide a full report to the IASFAA executive council in the very near future.

Tim Kremer, past president, had no report.

Laurie Wolf, president, had no report.

Lois Mulbrook, president elect, had no report.

Jane Haugland, vice president, had no report.

Christina Hlas, treasurer, had no report.

Connie Jensen, secretary, had no report.

Mike Epema, delegate, reported that he recommends that the membership participate in the IASFAA Salary Survey.

Julie Molenburg, delegate, had no report.

Tracy Havener, delegate, had no report.

Old Business – None

New Business – None

**A motion was made by Mike Epema and seconded by Don Duzik to adjourn the meeting. The motion carried.** The meeting was adjourned at 10:35 a.m.

Respectfully submitted,

Connie Jensen  
Secretary