

BLUEGRASS STATE

NEWSLETTER

Spring 2011
Volume 16 Number 8

UPCOMING EVENTS

2011

**KASFAA
Spring conference**
Crowne Plaza
(The former Campbell
House)
Lexington
April 6-8

NASFAA
Boston, Mass.
July 17-20

**KASFAA
Fall Conference**
Ramada Plaza
9700 Bluegrass Parkway
Louisville
October 12-14, 2011

**KASFAA
Spring Conference**
Holiday Inn Cincinnati
Airport
Erlanger
April 11-13, 2012

A Message from our President



Dave Cecil

Greetings, KASFAA friends and colleagues! I hope your spring semester got off to a good start, and that by now, things are rolling along for you. Many KASFAA members have been very active over the past few months with the High School Counselor Workshops held November 3-18, the NASFAA Training Workshop on December 9, the KET Financial Aid Call-in Show on January 18, and College Goal Sunday on January 30. It takes lots of volunteers and a whole lot of hard work to make these events happen each year, and this year's events have been very successful.

Thank you, to the many KASFAA members who volunteered for College Goal Sunday! This is a huge KASFAA undertaking that serves students and families across the Commonwealth each year. Over 80% of KASFAA's members volunteered to give up their Sunday afternoon to assist families with the financial aid process. Approximately 1,900 students and families were assisted by about 240 KASFAA volunteers. Many thanks also go to CGS committee chairs Angie Black and Shawn Anderson and their hard-working committee, as well as to the many site coordinators across the state.

KASFAA's online election took place between February 10 and February 24. Thank you to all who took the time to consider our very qualified slate of candidates and cast your vote. Congratulations to Chris Tolson, Campbellsville University (President-elect), Kristie Hughes, Western Kentucky University (Vice President), Lindsay Driskell, University of Louisville (Treasurer), Elaine Larson, Centre College (Private School Representative) and Jeff Daniels, PNC Bank (Non-School Representative). Thank you to all who ran—your willingness to volunteer your time and energy is what makes KASFAA such a strong organization.

Plans for the spring conference are in the works, and I certainly hope you're planning to join us in Lexington April 6-8! We'll be at the Crowne Plaza (Campbell House) Hotel, and we have planned lots of opportunities

for training, networking, and sharing with your colleagues.

Be sure to go online to www.kasfaa.com to find out more and register for the conference. With a registration fee of only \$85 and a hotel room rate of \$84 per night, I'm not sure you'll find a better deal that meets your training and networking needs.

Be sure to mark your calendar for KASFAA's Support Staff Workshop to be conducted March 24 in Frankfort. Each year, this workshop provides a wonderful opportunity for those folks in your offices who normally would not attend a conference or other

training outside the office to receive some financial aid basic training. Sabrina Holder and her committee have put together a solid agenda that I think you'll agree will benefit these members of your financial aid team. Go to <http://www.kasfaa.com/supportstaff.asp> for more information.

It is truly an honor to serve the association as President in 2010-2011. Please do not hesitate to call on me if you have any concerns, issues, or ideas.

— Dave Cecil

FROM EDITOR April Tretter

We encourage letters to the editor, original articles, photographs, announcements and reports. Items of interest are gladly accepted.

Contact the editor for questions, rates and insertion dates. The KASFAA Newsletter is published three times a year. Graphic and web design provided by KHEAA/The Student Loan People.

Editor:

April K Tretter
ATA College
10180 Linn Station Rd.
Louisville, KY 40223
502.371.8330 ext. 1339
atretter "at" ata.edu

Election Results

Greetings KASFAA!

With the voting polls cooling down it is time to present you with the 2011 election results.

President-Elect

- Chris Tolson

Vice President for Training

- Kristie Hughes

Treasurer

- Lindsay Driskell

Private School Representative

- Elaine Larson

Non-School Representative

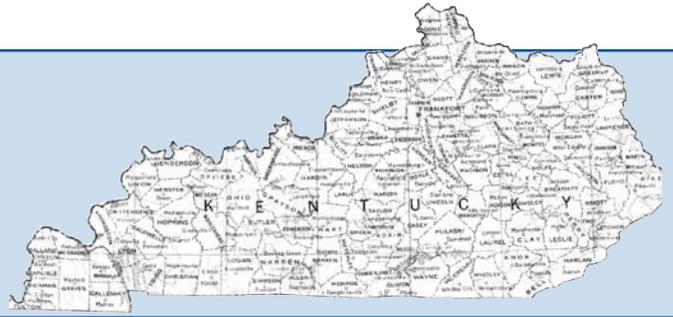
- Jeff Daniels

Thanks to the nominees for their willingness to run for office and to the Nominations and Elections Committee.

— Chester Priest
2010-2011

KASFAA Past-President/
Nominations and Elections Chair

News from around **KENTUCKY**



In Memoriam: Harold Stice

Harold Stice, 73, of Louisville, passed away Tuesday, January 18, 2011 at his residence. He was a native of Edmonson, KY.

He was preceded in death by his parents, Haskell and Lula Madison Stice; and a brother and sister who died in infancy. He is survived by his dear loving wife, Carolyn; mother-in-law, Lucille Stone; and a brother, Frank Stice.

After completing several hours of business teacher training, he embarked on a career in education that lasted 50 years. During his education career he was privileged to have been a member and director in the Louisville Chapter of the Data Processing Management Association, holds a lifetime membership in the Kentucky Association of Student Financial Aid Administrators and was recently chosen to be a Kentucky Colonel.

Harold retired from Sullivan University in 2005 after 44 years of service. He was also a director and dean of students at Spencerian College before accepting a job at Sullivan. His career in education has led him to leave behind many cherished friends.

Following visitation, burial was in Glasgow Cemetery.

In lieu of flowers the family requests donations be made to donor's church, favorite charity, or the Gideons.

In Memoriam: Robert Arthur "Bob" Meek

Robert Arthur "Bob" Meek 61, of Louisville, passed away in his sleep after a long battle with cancer on January 12, 2011 in the Hosparus unit of the Downtown Norton Medical Pavilion in Louisville.

Bob was an active member of Vine Street Baptist church, co-founder of the Ohio Valley Shape Note Singers and member of the Honda Riders Club. He was a graduate of Georgetown College in Georgetown, KY, an Army veteran and a history teacher retired from Valor Traditional Academy and worked for Louisville tech during the 1980s and 1990s.

He was preceded in death by his parents, Fred Arthur Meek and Myrtle Hazel Hudgins Meek He is survived by his wife, Patricia (Jackson) Meek; two sons, Archie of Newport, TN and Scott of Knoxville, TN; six grandchildren, Kalee, Briana, and Mason of Louisville and Summer, Hannah and Daniel of Newport, TN.

Visitation was Friday, January 14, 2011 1-8 p.. Funeral service was held at Pearson's Chapel. In lieu of flowers, please make donations in his memory toward the American Cancer Society and/or the American Diabetes Association .

Keown selected for SASFAA honor

Laura Keown has been selected to serve as a SASFAA New Aid Officer's Workshop instructor.

How to make the most of your calls to delinquent borrowers

**By Dave Bowman, Regional Marketing Director
Great Lakes Educational Loan Services, Inc**

In a time when many student loan borrowers are frustrated that their loans have moved several times or are split among multiple servicers, schools may be the only entity a delinquent borrower recognizes. That's why more schools are launching campaigns to call delinquent borrowers and guide them to the organizations and options that will get them back on track.

When planning a phone campaign, there are some easy steps you can take to make the most of your phone calls.

Before the Call

Identify borrowers to contact. Use the NSLDS Delinquent Borrowers report and guarantor reports.

Find phone numbers. In addition to the phone numbers in your records and from NSLDS and guarantor reports, check with your school's registrar and alumni offices for updated contact information.

Consult with your school's legal counsel for guidance to ensure you are complying with federal and state privacy and debt collections laws.

During the Call

State your name and that you're from the school.

Verify that the borrower is speaking before disclosing private information.

Motivate the borrower to contact their servicer and resolve the delinquency by letting them know what's in it for them. Examples include, "Protect your future credit," and "Save money in interest."

Listen to the borrower as they voice concerns.

Acknowledge the difficulty the borrower is having and let them know that you are there to help.

Help. No matter the issue, encourage the borrower to contact their servicer and ask about available options.

Verify the borrower's contact information. Ask for address, phone numbers, and email address.

After the Call

Update your records with the date and outcome of the call and any changes to the borrower's contact information.

Keep track of the borrowers you have called.

Schools that make the most of their calls to delinquent borrowers can make a difference, not only in the life of each borrower that they contact, but, over time, in their cohort default rates.



**Thank you, KASFAA, for
another successful
College Goal Sunday!**

Thank you, Site and Assistant Coordinators!

Thank you, Site Volunteers!

Thank you, Committee Members!

**College Goal Sunday was held on Sunday, January 30, 2011.
240 volunteers served nearly 2000 students/families at 21
sites across the state. More than 450 FAFSA's were initiated
and/or filed on site the day of the event.**

**We can help you make her future a
brighter one.**

If students need additional funds after applying for federal and state aid, the Kentucky Advantage Education Loan offered by the Kentucky Higher Education Student Loan Corporation (KHESLC) might be the answer.

The Kentucky Advantage Education Loan offers a fixed interest rate and competitive fees.

Students can apply at kheslc.com.
For additional information,
call 888.678.4625.





Update

Student Aid Disbursements

By the end of the second quarter, the Student Aid Branch had disbursed \$105.2 million, or 53%, of the \$198.1 million in available funds for FY 2011.

KESPT reading winners

Award ceremonies were held at libraries across the state for winners in KESPT's summer reading program, "Dive into Saving for College." KESPT partnered with the Kentucky Department of Libraries and Archives to offer the sweepstakes. The program encouraged children to read over their summer break and gave parents a chance to win \$1,000 toward their child's college education and \$500 for their local library. We had a great response to the program. Below is one note received from one of the winning libraries.

"The Lee County Public Library had a winning child in the "Dive into saving for College" held during the Summer Reading Program in July. I'd like to explain how much this is needed. The library had flooding to the children's area in August. The offices above the library had a main water break. The water came through our ceiling and destroyed all our crafts and 150 books. The carpet was replaced, painting and some drywall. We have moved books (6,000 +) several times. It has been over 3 months and we are 99% back. A list of crafts, books, etc., was sent to the insurance company and I was told that because we were able to save most of the books, we would be reimbursed the total amount of damage. We had already prepared to order two new computers for the children's area. The computers are over \$700.00 each. When we received our insurance check, there was a \$500 deductible. So, when we received the \$500 for having the winning child for "Dive into Saving for College," it was so amazing. This was so unexpected and it is a Blessing!! Thank you so much for this gift."

Sonya Spencer
Lee County Public Library

KESPT sponsoring second Dream Out Loud contest

Kentucky students in grades K-6 have a chance to win \$1,500 toward college and \$500 for their school in the Dream Out Loud Challenge. To be eligible, students must submit an original drawing, poem, essay or video answering the question "How will I change the world after I go to college?"

The challenge reminds families that it is never too early to start saving and planning for higher education. Nine winning entries will be selected by a panel of judges. One winner will be chosen from each of three submission categories (drawing, essay/ poetry, and video) in grades K-2, grades 3-4 and grades 5-6. The winning students will receive a \$1,500 KESPT college savings account, and their schools will win \$500. The contest ran from January 17 through March 18.

KHEAA offering college planning report

KHEAA is offering the KHEAA College Cost & Planning Report, a personalized college planning report, to all high school students in Kentucky through the end of October. This college planning tool takes the FAFSA one step further by providing a personalized breakdown of college costs and anticipated financial aid. The information is designed to help families make informed decisions about their higher education options.

PROGRAM	EXPENDITURES
KEES	\$48.6 million
CAP Grant	\$32.8 million
KTG	\$17.6 million
National Guard Tuition Award	\$2.2 million
Osteopathic Medicine Scholarship	\$774,800
Early Childhood Development Scholarship	\$552,400
Robert C. Byrd Scholarship	\$172,600
KHEAA Work-Study Program	\$149,500
Teacher Scholarship (to renewal recipients)	\$84,100
Teacher Scholarship (to Best In Class repayment)	\$2 million
Go Higher Grant	\$19,000

Students can log on to kheaa.com and enter income information to determine their expected family contribution. Estimated aid is calculated based on data from the National Center for Education Statistics. The report, which will help students select the college that is the best fit for their career goals and their family's budget, also includes:

- A personalized college-planning timeline to help manage deadlines and important tasks.
- Detailed profiles of the student's colleges of interest.
- Side-by-side net cost comparisons to help students select an affordable college.
- A worksheet for evaluating which colleges are best for students. They can even see how many miles they'll be from home.

Since this personalized guide will be available to seniors only after this year, Getting In will be sent to all juniors starting this spring. This will help students start preparing for college before they start their senior year.

KHEAA to offer expanded access to ILPs

Home school, private school and adult students in Kentucky will soon be able to take advantage of the state's Individual Learning Plan (ILP) system.

Public school students in grades 6-12 use ILPs to explore careers and plan their classes to prepare for careers and college. The Kentucky Department of Education (KDE) began using ILPs in the 2006-2007 school year. KDE worked with KHEAA on the expansion of ILPs to non-public school students.

KHEAA kicks off "Near Peer" program

KHEAA has recruited recent college graduates to be near-peer coaches for high school students.

"We call them 'near-peer' mentors because, ideally, they are recent college graduates that can share their educational experiences with students who plan to further their education upon completion of high school," said Chris Dressler, the Kentucky College Coach program advisor for KHEAA. "We hope the recent experiences of our members will enable high school students to easily identify with their coach and become more receptive to the message about the need to consider college or technical training."

KHEAA is sponsoring 24 high schools across the state that were selected based on their college-going rates and income levels. KHEAA hopes to hire near-peer coaches from the same schools that are participating in the program.

The program is run by Berea College, Northern Kentucky University, AmeriCorps and the Kentucky Campus Compact. The compact is a coalition of Kentucky college and university presidents. KHEAA serves as an intermediary in the program, which will place a total of 65 coaches in schools, area technology centers and other sites around Kentucky.

Green County High School junior wins scholarship

A Green County High School junior is the winner of the \$500 "Promote Your School" scholarship essay contest, earning her school a photo shoot for pictures to be used in college planning materials published by the agencies.

Annette Dangerfield's essay about the biggest challenge high school students face was chosen from over 300 entries from 65 schools across the state. Her essay used teens' "belief that the world should cater to their every demand" as the biggest challenge.

New posters created

Members of KHEAA's Publications staff, working with feedback from our Outreach counselors and from educators, have developed posters for use in classrooms, counseling offices, Family Resource and Youth Service Centers and at home. There are several designs available, which can be ordered from kheaa.com.

Ahoy, Matey!

The KASFAA Program Committee is pleased to announce the Spring 2011 conference, “Ahoy! Set Sail with KASFAA”. The conference is in Lexington, where attendees will explore the treasure map of financial aid and take home a pirate’s booty of knowledge. The conference will be held April 6-8 at the Crowne Plaza (Campbell House) in Lexington. The Program Committee has worked hard to put together an agenda filled with relevant, useful, and interesting sessions.

In addition to four sets of concurrent sessions, NASFAA CEO Justin Draeger and this year’s NASFAA National Chair, Laurie Wolf will present NASFAA and Washington Updates on Friday morning.

The conference will set sail with part one of the Federal Update at the opening session, and will sail into home port with part two of the Federal Update on Friday morning. Wood Mason of the U.S. Department of Education will also bring a treasure trove of information on Direct Lending and COD. Special guest and former NASFAA National Chair George Chin will be in attendance throughout the conference, and will present concurrent sessions as well.

New KASFAA members will have the opportunity to attend the New Member Workshop on Wednesday, April 6. This workshop will allow new members to meet some experienced KASFAA members, and will also provide an intensive introduction to the financial aid profession.

Once again, KASFAA will offer a one-day conference rate. Those who wish to take advantage of this can choose one day, and pay only \$50 (plus membership dues, if not already paid) to attend all functions and sessions that day.

Conference registration is available on KASFAA’s website! The hotel group rate is an amazing \$84.00 per night plus tax. Reservations must be made by Tuesday, March 15 using the group name, Kentucky Association of Student Financial Aid Administrators.



Wishing you fair winds, Matey!
Jennifer Priest and Laura Smith
Spring 2011 Program Co-chairs

Tentative Agenda

WEDNESDAY, April 6, 2011	
7:30 – 8:00 a.m.	New Members/Executive Board Continental Breakfast
8 a.m– Noon	Exhibit Setup
8 a.m– 2:15 p.m.	New Member Workshop (with lunch)
9– 9:30 a.m	Packet Stuffing
10 a.m– 1:00 p.m.	Executive Board Meeting (with working lunch)
Noon – 5:00 p.m.	Registration
Noon – 3:00 p.m.	Exhibits and Communication Center Open
2:30 – 3:30 p.m.	Opening Session / Federal Update—Part I
3:30 – 4:00 p.m.	Break
3:30 – 5:00 p.m.	Exhibits and Communication Center Open
4 – 5:00 p.m.	Concurrent Sessions
6 – ????	Cookout / Picnic- Family Night Games / First rounds of KASFAA Annual Cornhole Tournament
THURSDAY, April 7, 2011	
8 – 10:30 a.m	Late Registration
8:30 – 9:00 a.m	KHEAA Update
9 – 10:00 a.m	General Session – Direct Loan Processing
10 – 11:30 a.m	Exhibits and Communication Center Open
10 – 10:15 a.m	Break
10:15 – 11:15 a.m	Concurrent Sessions
11:30 a.m – 1:15 p.m.	Luncheon / Business Meeting/Awards
1:30 – 2:30 p.m.	Concurrent Sessions
1:30 – 4:00 p.m.	Exhibits and Communication Center Open
2:45 – 3:45 p.m.	Concurrent Sessions
3:45 – 4:00 p.m.	Break
4 – 5:00 p.m.	Sector Meetings
5 – 7:00 p.m.	Dinner on Your Own
7 – 10:00 p.m.	Games / Championship Rounds of the KASFAA Cornhole Tournament
FRIDAY, April 8, 2011	
8 – 9:00 a.m	Breakfast
9 – 10:00 a.m	NASFAA Update / Washington Update
10 – 10:15 a.m	Break
10:15 – 11:15 a.m	Federal Update—Part II
11:15 – 11:30 a.m	Closing / Adjourn

KASFAA 2010–2011

Executive Board

President

Dave Cecil, Transylvania University

Vice President for Training

Laura Keown, Centre College

President-Elect

Aaron Gabehart, Campbellsville University

Secretary

Rhonda Bryant, University of Kentucky

Treasurer

Chris Tolson, Campbellsville University

Past President

Chester Priest, KHEAA/ The Student Loan People

Committees and Chairs

Archivist/Historian

Chester Priest, KHEAA/The Student Loan People

Articles and Bylaws

Rhonda Bryant, University of Kentucky

Awards

Charles Vinson, Hopkinsville Community College

Budget & Finance

Derek Ball, Bluegrass Community College

College Goal Sunday

Shawn Anderson, Somerset Community College

Angela Black, University of Louisville

Diversity Concerns

Jennifer Anderson, Spalding University

High School Counseling Training

Rhyan Conyers, Georgetown College

Kate Ware, Midway College

Legislative Issues

Shelley Park, Eastern Kentucky University

Long Range Planning

Nancy Melton, Berea College

Membership

Robin Buchholz, KHEAA/The Student Loan People

Board of Directors

Four-Year Public School Representative

Shelley Park, Eastern Kentucky University

Private School Representative

Gina Kuzuoka, Spalding University

Two-Year Public School Representative

Chuck Anderson, Hazard Community College

Proprietary School Representative

Charlene Geiser, Sullivan University

Agency Representative

Jennifer Eastman, KHEAA

Lender Representative

Vacant

Newsletter

April Tretter, ATA College

Nominations

Chester Priest, KHEAA/The Student Loan People

Program (Fall)

Jennifer Priest, Transylvania University

Aaron Gabehart, Campbellsville University

Program (Spring)

Jennifer Priest, Transylvania University

Laura Smith, Midway College

Public Relations/FA Awareness

Michael Morgan, KCTCS

Training, NASFAA

Chuck Anderson, Hazard Community College

Training, Support Staff

Sabrina Holder, Gateway Community College

Vendor/Sponsor

Katie Conrad, Midway College

Website/Technology

Jason Tretter, KHEAA/The Student Loan People