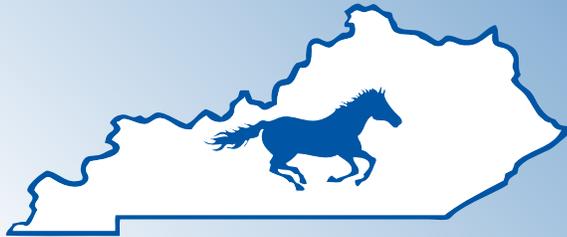




NEWSLETTER

Spring 2012
Volume 16 Number 11



BLUEGRASS STATE

UPCOMING EVENTS

2012

KASFAA

Spring Conference
Holiday Inn Cincinnati
Airport
Erlanger
April 11-13

NASFAA

Chicago
July 22-25

KASFAA

Fall Conference
Clarion Hotel
Lexington, KY
October 9-12

2013

KASFAA

Spring Conference
Barren River State Re-
sort Park
Lucas, KY
April 24-26

A Message from our President



Aaron Gabehart

Hello KASFAA folks! I hope everyone's spring semester got off to a great start! It's been a busy start to the school year with the High School Counselor Workshops held in ten sites around the state between October 31 and November 17. Led by Kate Ware and Jessica Cook, there were 370 attendees at the workshops. Chuck Anderson tackled the NASFAA Training Workshop on December 14, held at KHEAA in Frankfort. The KET Financial Aid Call-in Show aired on January 24, and College Goal Sunday was held on January

29. Michael Abboud, Shawn Anderson, and Johnathan Chancellor poured themselves into these events and did a great job. A scholarship and prizes were awarded this year to a few lucky CGS attendees! There were 252 volunteers that assisted 1187 attendees at 22 sites across the state. Thank you KASFAA for volunteering your time and efforts to make all these events successful.

The Support Staff Workshop, led by Sandy Neel, will be held on March 29 at KHEAA's office in Frankfort, KY. A few planned topics are customer service, the new verification process, financial aid basics, and a federal update. This workshop is a wonderful opportunity for staff to attend a great day of training on a variety of financial aid topics.

The 2012 online elections were held and the results are as follows:

President-elect: Katie Conrad, Midway College

Vice President for Training: Tiffany Hornberger, Georgetown College

Secretary: Rhonda Bryant, University of Kentucky

2-Year Public School Representative: Tracy Tollefson, Elizabethtown Community & Technical College

Proprietary School Representative: April Tretter, ATA College

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 under way. I hope you are planning on joining us in Erlanger April 11-13. The executive board and committee chair meeting will be late Tuesday afternoon, April 10. We'll be at the award winning Holiday Inn Cincinnati Airport Hotel, and we have planned lots of opportunities for training, networking, and sharing with your colleagues. A few session highlights are Satisfactory Academic Progress, Verification, and the Return of Title IV funds.

GABEHART

We will also have the NASFAA Chair, Pam Fowler, at the conference as well. Michael Morgan and Tiffany Hornberger are busy putting together a great conference for you. Be sure to check out the conference tv themed sessions and events and the KASFAA website for more information. The hotel rate is \$96 a night, with the KASFAA conference registration rate of \$85. We will also be offering a one day rate of \$50 as well. Check it out and I hope to see you in northern Kentucky!!

Aaron Gabehart
KASFAA President



FROM EDITOR April Tretter

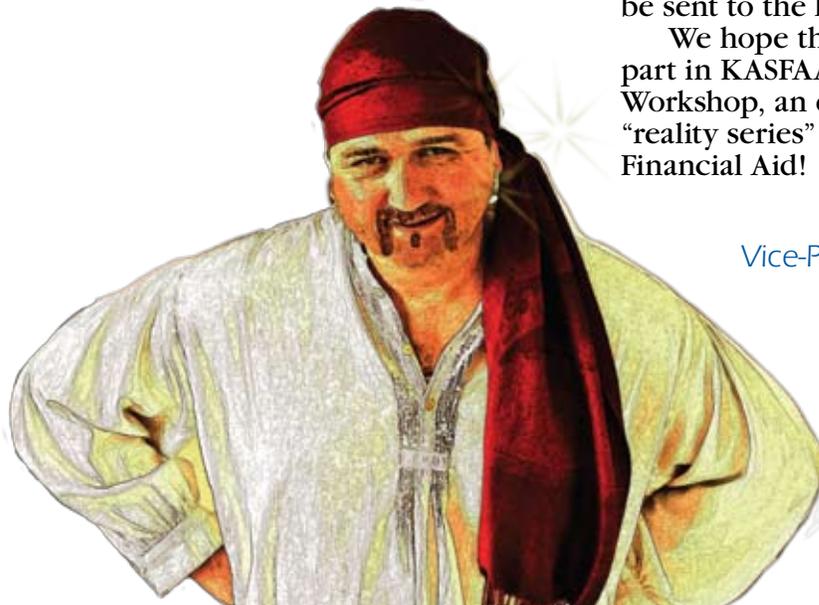
We encourage letters to the editor, original articles, photographs, announcements and reports. Items of interest are gladly accepted.

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.

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VOLUNTEER FOR KASFA



Kristie Hughes
Vice-President of Training

Get real in conference prelude workshop

Greetings KASFAA colleagues!
We are excited to announce our new "reality series" as a part of KASFAA's Spring Conference this April! KASFAA will be offering the first Mid-Level Workshop for the membership as a prelude to the Spring Conference, which will take place April 11th - 13th, at the Holiday Inn Cincinnati Airport in Erlanger, Kentucky.

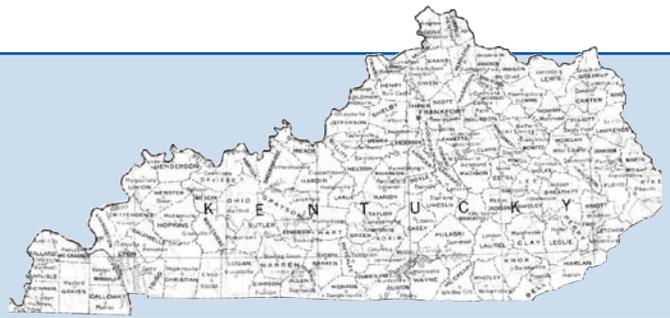
We are pleased to offer a variety of topics, such as Policies and Procedures, Tips on Using New Technology, and Building Leadership Skills, as well as a SAP Update and a Roundtable discussion with some of our directors.

The Mid-Level Workshop will take place on Wednesday, April 11th from 8 a.m. to noon, prior to the opening session of the conference at 2:30 p.m. There is no additional fee for the Mid-Level Workshop for those registered for the spring conference! A continental breakfast will also be included.

Registration information will be sent to the listserv very soon.

We hope that you'll take part in KASFAA's first Mid-Level Workshop, an exciting new "reality series" in the world of Financial Aid!

News from around KENTUCKY



Centre College to host only vice-presidential debate this fall

Elaine Larson of Centre College is proud to announce the campus will host the Vice Presidential Debate in October. Centre hosted Vice President Dick Cheney and Joe Lieberman during their 2000 debate, and one of the few debates where you could hear the audience participate by laughing at jokes.

Making a Difference

You make a difference in the lives of students on your campus and in your communities. KASFAA needs your help and support to continue meeting its mission of providing personal and professional development opportunities for our members. Volunteers are the life-source of our organization!

Please take a few moments and complete the [Volunteer Form](http://www.kasfaa.com/about_committees.html) or copy and paste this link: http://www.kasfaa.com/about_committees.html. If you click on the name of the committee you will see a brief description of the committee responsibilities displayed.

I look forward to you joining me as we Make a Difference!

Chris Tolson
KASFAA President-Elect
2012-2013



Our Grand prize scholarship winner was Patricia Figueroa from Florence, who attended the Thomas Moore site. Her first college choice was NKU and she plans to study nursing

College Goal Sunday

1187 student and
parent attendees.
252 volunteers.



Kindle Winners:

Nicholas Howington from Woodbine and attended the Corbin site. First college choice was EKV. Intended field of study - Criminal Justice Ashley Flener from Madisonville and attended the Madisonville site. First college choice was UK. Intended field of study - Animal Science Brittany Smith from Bowling Green and attended the WKU site. First college choice was WKU. Intended field of study - Undecided

The really cool note... All four are the first members of their family to attend college.

Reviewing your Cohort Default Rate reports

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

Recently, the first draft three-year cohort default rates (CDRs) were sent to schools. The switch from a two-year rate to a three-year rate means that this calculation includes an additional year of defaulted loans. The draft calculation includes the percentage of borrowers who first entered repayment between October 1, 2008, and September 30, 2009, who subsequently defaulted on or before September 30, 2011. With the additional year included, almost every school is seeing a higher three-year CDR.

The draft three-year rates are for informational purposes only and are not challengeable. However, the Department of Education has provided them to give schools a preview of what to expect once the three-year rates become real. While not every school will need to challenge the information used to calculate their three-year rate once they are officially released, every school should want to ensure that its newly-released rate is accurate and become familiar with the challenge/appeal process before next year. Take time to make sure that correct information was used to calculate your school's CDR, so that your official rate, when released, is as accurate as possible.

Know what the cohort default rate package contains

The cohort default rate package comes to you in an electronic format and arrives via the Student Aid Internet Gateway, and is issued in early February of each year. You will find a cover letter and two types of Loan Record Detail Reports (LRDR), the extract-type and the reader-friendly version. The extract-type file is best used for loading CDR data into a database while the reader-friendly version is best used for schools that wish to simply view the information.

Know how to read the LRDR

Many of the challenges that are submitted to the Department every year are unwarranted. Save your school time and effort by ensuring you are reading your school's LRDR correctly.

The LRDR—created for the Department by

the National Student Loan Data System (NSLDS) using the information that schools, data managers, and various offices within the Department have submitted to the NSLDS—lists specific information for each loan that was included in your school's CDR.

In addition to demographic information about your school, you will be able to find information about the borrowers included in the CDR calculation, and the date the CDR was calculated.

Be aware of the codes, including:

- Loan type codes
- Enrollment status codes
- Usage codes
- Claim reason codes
- Loan status codes
- Academic level codes
- Data manager codes
- Guarantor/Service

More information about these codes is available [here](#), on pages 2.3-7 and 8.

Know what actions to take.

Save a copy of all of your school's LRDRs:

- To use in the event of a challenge, adjustment, or appeal
- To compare draft and official rates
- To compare rates from one fiscal year to the next

Also, take the time to review the accuracy of the data used to calculate the draft CDR. Compare the information in the LRDR to your school records to ensure that the students on your system match those listed in the report.

Take action if you find an error.

If any of the information used in the draft rate is inaccurate, your school should file the appropriate challenge. Be aware that a school that fails to challenge the accuracy of its draft CDR may not contest the accuracy of the data in the official CDR. Incorrect data can be resolved by taking these steps:

- Locate the Guarantor/Servicer number on the LRDR, and use it to obtain the name and address of the data manager who is responsible for the loan. You will need to have this information in order to submitting a challenge, adjustment, and/or appeal. Be aware that there could be a cost for review of your information by a servicer.
- There are several categories of errors, and it is important to find the correct category for the error you have found. Note that incorrect data challenges apply to the draft rate, while adjustments and appeals apply to the official rate. More information on these categories can be found at <http://ifap.ed.gov/DefaultManagement/CDRGuideMaster.html>.
- You must use the eCDR Appeals System to submit a draft rate challenge. The eCDR process includes registering for a user account, creating an organizational and individual profile, creating a new case, uploading the applicable LRDR extracts, adding detail, and submitting the case.
- If additional documentation is requested, you will be contacted via email by the data manager or the Department of Education, depending on the type of challenge or appeal.

Analyze your default management plan

Always take the time to look at the borrowers from your school who have defaulted. What do borrowers who have defaulted have in common, and how do they compare to your broader student body? Think about what steps you could take to lower your default rate, so that your school can avoid sanctions and benefit from a lower CDR, and your former students can avoid the consequences of default while building a more solid financial future.

Dave Bowman is a Regional Marketing Director with Great Lakes, serving schools in KASFAA. You can reach Dave at (888) 685-1604, or by e-mail at DBowman@glhec.org.

Additional information about Great Lakes can be found online at www.mygreatlakes.org

Spring Conference line-up

*Making our way in Fin Aid today takes everything we've got.
Taking a break from all our worries sure would help a lot.
Wouldn't you like to get away? Sometimes you want to go
Where everybody knows your name, and we're always glad you
came.
You wanna be where you can see, our troubles all the same.
You wanna be where everybody knows your name.
Cheersthe KASFAA Spring Conference is that place.*



Come let the KTV Guide navigate the Spring KASFAA line up for 2012. A program complete with Dramas, Situation Comedies and the latest in Reality Series programming made available to you by the Department of Education.

Satisfactory Academic Progress
 Navigating NSLDS
 Loan Repayment Plans
 Online Program Issues
 Gainful Employment and the PPA
 Hands on Excel and Access training
 Financial Literacy and Debt Management Strategies for students
 Verification
 Effective use of Social Media
 Return to Title IV- a modular comedy
 And new to the Spring offering of Crime Dramas, Financial Aid Legal Issues with special guest Pam Fowler.

See the soon-to-be-released guide for a complete listing of this Spring's line up on KTV.



Update

Student aid disbursements

At the end of the second quarter, the Student Aid Branch has disbursed \$102.9 million, or 51%, of the \$202.8 million in available funds for FY 2012.

State grant funds for fall 2012 exhausted

Based on data received to date, KHEAA estimates funding was exhausted on February 7 for CAP and February 17 for KTG.

KHEAA provides the state grant forecast to assist institutions in their decision-making processes.

We encourage institutions to consider the dates estimated for

grant exhaustion when packaging aid for the 2012-2013 year. Please be aware, however, that the exact amount of funds available for the state grant programs will not be known until the biennial budget process is complete, and there is no guarantee of funding availability through the dates mentioned. Funds cannot be committed to students until the actual awarding of CAP and KTG takes place later this spring.

Questions or concerns related to KHEAA's state grant forecast may be directed to Becky Gilpatrick at (502) 696-7394 or rgilpatrick@kheaa.com.

PROGRAM	EXPENDITURES
Kentucky Educational Excellence Scholarship	\$50.3 million
College Access Program Grant	\$30.7 million
Kentucky Tuition Grant	\$16.0 million
Kentucky National Guard Tuition Award	\$2.0 million
Osteopathic Medicine Scholarship	\$741,000
Early Childhood Development Scholarship	\$591,800
Mary Jo Young Scholarship	\$193,200
Robert C. Byrd Honors Scholarship	\$161,000
KHEAA Work-Study Program	\$158,400
Drive the Dream	\$153,000
Teacher Scholarship (to renewal recipients)	\$17,900
Teacher Scholarship (to Best in Class repayment)	\$2 million
Go Higher Grant	\$16,600

KHEAA's new publication, "Surviving College," available

Surviving College is a new resource designed for students either finishing their senior year of high school or already enrolled in college. The program provides real world advice about college academics, campus life, finances, staying healthy and more. To order a copy of Surviving College or other helpful resources, visit kheaa.com or e-mail publications@kheaa.com.

KHEAA Verify

KHEAA Verify is a new electronic verification service available to help schools conduct student verifications easily and quickly.

With the upcoming federal regulation changes, the need to conduct verifications will become even more time-consuming. KHEAA Verify is an ideal solution for offloading much of the required research, changes and reporting.

Benefits of KHEAA Verify include:

- Completely electronic process
- Experienced staff
- Complete online archival of verification forms and processes
- Reduced workload for schools
- Increased efficiency and productivity
- Improved customer service
- Inexpensive
- Easy to use
- Faster process

For more information, call (888) 678-4625 or contact your KHEAA/KHESLC representative.

Cohort Default Rate services available

Cohort Default Management Services are now available with a new pricing structure. Our Cohort Default Management Service consists of two products:

Early Intervention

- Reach out to students who have recently graduated, withdrawn or dropped to less than half-time status
- Determine their future educational plans and promote completion
- Confirm and/or update borrower demographics
- Educate them on their loan repayment plans including deferments and forbearance options

Default Prevention

- Contact delinquent borrowers to encourage payment
 - Determine reason for delinquency
 - Counsel on solutions
 - Verify and/or update borrower demographics
 - Promote borrower contact with lenders and servicers
- To hear more about our Cohort Default Management Service, contact Meredith Geraci at (502) 329-7100 or mgeraci@kheslc.com.



Easy choices for your students. And their parents.

If students need additional funds after applying for federal and state aid, the Kentucky Advantage Education Loan offered by KHESLC is the answer.

The Kentucky Advantage Education Loan offers a fixed interest rate (7.25% for immediate repayment) and competitive fees.

Now parents can borrow funds needed with our new Kentucky Advantage Parent Loan, which offers the same great rates and fees as our student loan.

For additional information, call 888.678.4625.



KASFAA 2010–2011

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Elaine Larson, Centre College

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Jeff Daniels, PNC

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Archivist/Historian

Jennifer Likes, Bellarmine University

Articles and Bylaws

Rhonda Bryant, University of Kentucky

Awards

Charles Vinson, Hopkinsville Community College

Budget and Finance

Jennifer Priest, Transylvania University

College Goal Sunday

Michael Abboud & Shawn Anderson, University of Louisville, Somerset Community College

Diversity Concerns

David Bowman, Great Lakes

Legislative Issues

Shelley Park, Eastern Kentucky University

Long Range Planning

Laura Keown, Centre College

Membership/Partnership Program

Robin Buchholz, KHEAA

Newsletter

April Tretter, ATA College

Nominations

Dave Cecil, Transylvania University

Program (Fall)

Chester Priest/ Denise Trusty KHEAA, Big Sandy

Program (Spring)

Michael Morgan/ Tiffany Hornberger, KCTCS, Georgetown College

Public Relations

Johnathon Chancellor, Murray State University

Training (HS Counselor)

Kate Ware / Jessica Cook, Midway College, Union College

Training (NASFAA)

Chuck Anderson, Hazard Community College

Training (Support Staff)

Sandy Neel, Bellarmine University

Vendor/Sponsor

Katie Conrad, Midway College

Website/Technology:

Jason Tretter, KHEAA