

Kasfaa

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A message from our President

Michael Birchett

As many of you are well aware, the KASFAA Board has been taking some long and hard looks at

the Association. We are pruning dead branches and encouraging new growth — all to make KASFAA leaner and more sustainable, stronger and more inclusive, and better prepared for the challenges and opportunities we face today and down the road. Looking back, I really cannot believe all that we have already accomplished. I cannot begin to describe how rewarding this year has been and how impressive our Board has been in tackling problems, innovating, and suggesting novel solutions. I am sincerely indebted to this Board and I am reminded, each day, that KASFAA truly is a family.

I wanted to use this opportunity to communicate some new and reworked initiatives. The major project these last couple of months has been an effort to take apart and reassemble some lesser-functioning remnants of previous years to create something useful for today — a task aided by the knowledge and assistance of seven past presidents whose administrations ranged from 1990 to the present. We found ourselves with a confusing budget that unintentionally masked some lean years, leftover

unrestricted grant dollars from College Goal Kentucky initiatives, the small seeds of a forgotten endowment fund, the beginnings of a KASFAA LEAD (Leadership Education and Development) program in need of funding and direction, an intermittently funded KASFAA Starr Award, a College Goal Kentucky Scholarship that didn't consider financial need in its selection process, and only one professional development scholarship for our own members. All of these initiatives are — or at least were — good things. But, we were well-overdue for a spring cleaning — not to mention a remodel or two. And, since the Long Range Plan tasked our Boards to look at some of these very issues, we went to work.

We believe we have tackled the cryptic budget and created a sustainable funding model, but I will allow others to address those issues. At present, not all concerns are resolved, but we are getting there. There are still a few amendments to be made to the Policies and Procedures, an investment strategy to finalize, and a few more actionable items on the table. Even still, I think it is safe to announce that we are hoping to emerge with a sustainable system that will allow KASFAA to operate all its current activities well, but still be able to

continued on page 2

upcoming events

KASFAA Conference,
April 18-20, 2018
Crowne Plaza, Louisville,
KY

**NASFAA National
Conference,**
June 24-27, 2018
Austin, TX

use a portion of its reserve revenues, in tandem with the proceeds of our internal spring charity event, to fund multiple scholarship opportunities for professional development at all levels of financial aid administration.

We would like for KASFAA LEAD to offer scholarship opportunities for financial aid work study students in your offices, new aid administrators, and mid-level administrators. We want to be able to encourage professional development opportunities outside of what KASFAA conferences and trainings can provide. It is very possible, and our members (even future ones) need these opportunities to improve and advance. We want KASFAA to work well — and we want it to work for you.

These scholarship opportunities will seek to honor KASFAA members who have made, or are making, great advances for the Association and its mission.

You currently have the opportunity to recommend the name of a financial aid professional for one of these honors. They can be currently active or retired from the profession; living or deceased. What matters is that they made a difference in the lives of many, in at least one of the two following areas:

Scholarship One (the person who comes to mind when you think “KASFAA”, “MENTOR” and “ENCOURAGER”):

- Identified and engaged new or emerging financial aid professionals
- Served as a mentor to beginners in the financial aid profession
- Encouraged young financial aid professionals to develop their skills and talents
- Encouraged young financial aid professionals to get involved with KASFAA on some level
- Encouraged young financial aid professionals to pursue initial leadership and beginning management opportunities

Scholarship Two (the person who comes to mind when you think “KASFAA”, “LEADERSHIP” and “PROFESSION”):

- Served in multiple leadership areas within the KASFAA Board
- Has an established track record of service to KASFAA
- Has acquired an impressive resume in multiple areas of professional leadership and development
- Has chartered new or difficult ground in areas of leadership, policy, administration or institutional endeavors
- Leadership and service to other boards (e.g., SASFAA, NASFAA, etc.) is beneficial (but not required)

You have the opportunity, until Friday, April 6, to submit to us a name, or multiple names, along with a brief justification for your nomination. A simple suggestion via email will suffice. I know your time is precious, but your input is extremely important.

As we go into the final stretch of our 2017-2018 year, we hope that we have been good stewards of this Association, and that we are leaving it even better than we found it. We hope the changes and alterations we are making will allow KASFAA to make an even greater impact in the lives we are tasked to serve. We want to be prepared for tomorrow and the many years to come. And, as always, we welcome your constructive criticism in making KASFAA better.

We look forward to seeing you in Louisville at the spring conference!

Best,
Michael Birchett
2017-2018 KASFAA President

Spring Conference

Roxy Lewis,
Spring Program co-Chair



The Spring KASFAA Conference is quickly approaching and the Conference Committee is looking forward to “Defying Gravity” with everyone in Louisville April 18th-20th! To register and preview the agenda, click [here!](#) Back by popular demand, KASFAA will be offering several NASFAA U training events pre- and post-conference for the low cost of \$25 per session. Also, new financial aid administrators have the option of attending the information packed New Aid Officers Workshop on Wednesday.

The main conference features several special guests and lots of information. We are excited to host Fed. Wood Mason, Megan McClean Coval with NASFAA, and two members from GASFAA, President Stephen Anderson and President-Elect Amber Singletary! Each guest will be presenting sessions to help the membership learn more about COD, policy changes at the national level and getting involved with professional organizations.

Additionally, the committee is proud to provide sessions to help increase your skills in working with diverse student populations, repayment options, KHEAA programs and much more.

Back by popular demand, KASFAA is bringing back Awards Dinner and Election results on Thursday night! This will be a night dedicated to recognizing those serving the membership.

New to this conference, we are focusing our charitable efforts on YOU! We are going to raise funds for different KASFAA scholarships. This will help members afford professional development and gain valuable knowledge to bring back to Kentucky.

Chester and I would like to thank our committee members for their hard work and dedication through the planning process. We all look forward to welcoming you to Louisville to “Defy Gravity” in April!

From the editor

Robyn Sollberger

We encourage letters to the editor, original articles, photographs, announcements and reports. Items of interest are gladly accepted and can be given to any member of the newsletter committee.

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Visit our Vendors!

Sandy Neel,
Vendor/Sponsor Chair

I have often wondered why people don't visit the vendor area. Is it that you don't know what to say? Or is the reason that you are not the decision maker in the office? Or maybe you are a first-time attendee and overwhelmed with sessions, speakers, and networking?

I remember the first time I went to a conference I wasn't so sure about those vendor folks. Was I going to get in trouble for talking to them? If they asked for my information were they going to call me all the time? What if they asked me a question that I didn't know how to answer? Yes, I was a little apprehensive the first time I went through the area, but I am glad I did! In addition to the door prizes that were give-aways I found something much more valuable—I found friends!



Over the years I have built many friendships with our business partners. They have helped me with business solutions, have supported our students and have especially provided support to KASFAA. The funds they provide help us keep conference fees low and allow us to provide free training for support staff and high school counselors. All training is worthwhile and made possible with vendor support!

So, please venture into the vendor area during the KASFAA Spring conference. Grab some pens, notepads, or any other freebie they have to offer. Don't worry if you are not a decision maker or are a first-time attendee to the KASFAA Conference—our vendors would love to talk to you! Stop by, introduce yourself, just chat, and you might just make a new friend!



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Our **Cohort Default Management Service** is a dynamic and comprehensive solution for lowering your cohort default rate. KHEAA has 50 years of experience and an average delinquency resolution rate of 75%.

The **Advantage Education Loan** and **Advantage Parent Loan** are NO-FEE loans designed to provide money for students and their families

The **Advantage Refinance Loan** is available for borrowers who are in repayment and want to roll their federal and private loans into one convenient NO-FEE loan, save on interest charges and get out of debt faster.

KASFAA Election

Angela Black,
Nominations Chair and Past President

Election Polls will open April 8 and close April 18 at midnight. Election is online and can be reached [here](#) Learn more about the candidates at right:

SLATE OF CANDIDATES

President-Elect

Bob Fultz and Theresa Lowder

At-Large Director for the Two-Year Public Sector

Michael Barlow and Misty Brumley

At-Large Director for the Proprietary Sector

Joni Penland

Vice President

Robin Buchholz and Kate Ware

Secretary

Brooke Gupton



President-Elect

BOB FULTZ

STATEMENT OF CANDIDACY

It is an honor and a privilege to accept the nomination as your next KASFAA president-elect. I want to first state my sincere gratitude to the person(s) who nominated me to run for this position. As with the majority of us, who work in higher education and specifically in financial aid, this was not the path that I thought I would be on. Before coming to Georgetown College, I was working as an analyst for a corporation based in Knoxville, Tennessee. My wife at the time was working and living in Charleston, South Carolina. If this relationship was to progress, one of us had to relocate. She decided she wanted to get her PhD and so she moved to Knoxville on the condition that I would be willing to move for her if a career opportunity became available. Believing we would always be in Knoxville, I agreed. After she graduated, an opportunity did become available for her in Central Kentucky and therefore, per our agreement, I did quit my job in Knoxville. Fortunately, I found a job in the financial aid office at Georgetown College and never looked back.

I guess it is safe to say that this is my career path and with that decision a few years ago, I decided to be more involved with KASFAA. I first participated on the program committee and, afterwards I was asked to serve as committee chair for the support staff workshop. This led to serving in other various roles. My most recent contribution was serving as your co-chair for the fall conference. As co-chair for the program committee, I believe I learned a lot and now feel more willing and able to serve as your president-elect. It had its challenges, but I also had a lot of fun with it. I was able to become better acquainted with many KASFAA members that I had not had the privilege of getting to know, and watched our team come together to pull off a successful conference. Though there were challenges, the team adapted, adjusted, and executed. In addition, if you can fall off a stage and



still be asked to run for any position within KASFAA, you must not be all that bad. I have come to know many members of KASFAA and can truly call them friends as well as colleagues/mentors. I believe KASFAA can grow and become stronger, financially as well as developing future leaders to take over where others have left off. If I am elected, I can only hope to succeed as many others have done in the past. If elected, I would like to be able to give others opportunities that were offered to help me grow within KASFAA. Truly, this association cares for its members, wants to see them excel, and provide opportunities to help them grow within the association and their career.

Thank you for the confidence you have in me to take on this important role within KASFAA. This was a decision that I did not take lightly. I realize there is a time commitment, so before I decided to run I first asked my family, my staff, and my vice president of enrollment management. Everyone was excited for me to have this opportunity, understood the commitment, and have offered to help where possible. I hope to do you and the association proud, and if not elected I hope to serve in whatever capacity is deemed worthy.

PROFESSIONAL INVOLVEMENT

KASFAA Service:

Member: 2003 – Present
Conference Participant: 2003 – Present
KASFAA High School Counselor Workshop Presenter: 2010 and 2014
Program Committee: 2012 – 2013
Support Staff Workshop Chair: Support Staff Committee Chair: 2013 – 2015
KASFAA Conference Presenter: 2013 and 2016
New Members Work Shop Presenter: 2014 – 2015
KET Financial Aid Call-In Show Panelist: 2014 – 2016
KET Financial Aid Call-In Show Phone Team: 2017
Public Relations/College Goal Kentucky Committee Chair: 2016 – 2017
Program Co-Chair for Fall Conference: 2017

SASFAA Service:

Member 2013 – Present

NASFAA Service:

Member 2013 – Present
NASFAA Credentials: COA and Professional Judgment

Work Experience

Director of Student Financial Planning (2015 – Present) – Georgetown College
Associate Director of Student Financial Planning (2008 – 2015) – Georgetown College
Assistant Director of Student Financial Planning (2003 – 2008) – Georgetown College
Education
Bachelor of Arts in Business Administration – University of Kentucky

President-Elect

THERESA LOWDER

STATEMENT OF CANDIDACY

I have often said (and heard said) that growing up to be a financial aid counselor or director was not a dream that I had when I came to college. However, I was assigned to the Labor Program Office (Berea College has a required work program) and, as is said, the rest is history. Who knew when I started to work in financial aid that more than forty years later, I would be the director of an aid office, and I would be considering holding an office in KASFAA!

While I attended many state, regional, and national professional association meetings through the 1980's and early 90's, my position within the financial aid office changed to a more technical position. Due to various reasons, I was not able to attend or be involved with the professional associations, other than being a member. Now that I have moved into the directorship here at Berea College, I have the opportunity to be involved and am supported and encouraged by my Vice President to do so.

In the association meetings I have attended over the last two years, I am thrilled to see more of a commitment for training than ever before. I congratulate all those persons who have been committed to making KASFAA a better, stronger organization than in the past. I want to help continue that track.

I enjoy the challenge of getting aid to students. I enjoy the challenge of a new regulation and how it affects my students. I enjoy working with people. I certainly enjoy when a student comes to me as a graduating senior and thanks me for getting them to work more hours to help cover their costs rather than giving them the loan they thought they needed!

KASFAA members, it would be an honor to serve you.



PROFESSIONAL INVOLVEMENT

NASFAA:

Conference Mentor Task Force member 2016
NASFAA credentials
Verification
Satisfactory Academic Progress
Student Eligibility
Administrative Capability
Professional Judgment
Campus-Based Programs
Cost of Attendance
Return of Title IV
Need Analysis: Federal and Institutional Methodology
Packaging & Notification of Awards
Federal Pell Grants and Iraq/Afghanistan Service Grants

SASFAA:

Session Moderator, Annual Meeting, 2017
Site Selection Committee, 2017-18
Session Presenter, College Work Study, Annual Meeting, 1987

KASFAA:

Program Committee, 2016 – present
Session Moderator, Fall conference, 2017
Presenter, FERPA, Fall conference, 2015
Presenter, Pell Grants, Fall conference, 1999

Non-Profit Work (Unpaid):

President, Board of Directors, Folk Circle Association, Inc., 1995-2016. The Folk Circle Association was formed in Berea, KY, to carry on traditional music and dance, plus a strong cultural exchange component.
Director, Berea Festival Dancers, Folk Circle Association, Inc. 1988 – 2015 The Dancers are a local student folk dance troupe. Traveled to 43 states to perform at schools and festivals; also traveled to Great Britain (2), Canada, Denmark (4), Spain, Ireland (2), Italy, Australia, and Fiji for performances.

WORK EXPERIENCE

Director, Student Financial Aid Services, Berea College, July 2015 – present
Associate Director, Student Financial Aid Services, Berea College, 2003 – 2015
Financial Aid Counselor, SFAS, Berea College, 1992 – 2003
Executive Assistant to VP for Labor and Student Life, Berea College 1989 – 1992
Office and Student Payroll Manager, Labor and Financial Aid Office, Berea College, 1980 – 1989
Business Teacher, Campbell County High School, 1977-78
Business and Office Manager, WILDERNESS ROAD outdoor drama, Berea College, 1978-80
Student Manger, Labor and Financial Aid Office, Berea College, 1976 -77
Student Payroll Manager, Labor and Financial Aid Office, Berea College 1975 – 76
Student Secretary, Labor Program, Berea College 1973 – 75

EDUCATION

Master's Degree, Student Personnel and Counseling, Eastern Kentucky University, 1985
Bachelor's Degree, Business Education, Berea College, 1977

Vice President

ROBIN BUCHHOLZ

STATEMENT OF CANDIDACY

It is an honor to be nominated by the KASFAA membership to run for the office of Vice President of Training. Working for KHEAA/KHESLC has allowed me to become a member of our great state association. As a member of KASFAA, I have had the opportunity to form many relationships and gain invaluable knowledge from other KASFAA members. The financial aid field is forever changing and can seem overwhelming at times, which makes the contacts we gain through the organization even more important. I feel our organization and the training it provides are vital to the financial aid community in Kentucky. I am fully committed to KASFAA's mission and if elected, I promise to serve you and KASFAA to the best of my abilities.



PROFESSIONAL INVOLVEMENT

KASFAA Service

KASFAA Member since 1994
Membership and Partnership Program Committee Member 2001-2002
Mentor 2001-2005
KASFAA Agency Representative 2002-2005
Program Committee Member 2004-2006
KASFAA Fall 2006 Conference Program Co-Chair
Membership Committee Chair 2008-2016
Program Committee Member 2009-2017
Vice President of Training 2016-2017

NASFAA Service

NASFAA Annual Training Co-Chair 2017-2018
Support Staff Workshop Training Co-Chair 2016-2017
Multiple Conference Presenter

WORK EXPERIENCE

Director - KHESLC Advantage Loan Originations, KHEAA/KHESLC: I started my 28-year career at KHEAA/KHESLC as a Clerk in the KHESLC servicing area, moving into administrative, supervisory and management roles within the Guarantee Services Branch. I oversee the origination and development of the Advantage Education Loan programs.

KATE WARE

STATEMENT OF CANDIDACY

During any training session you likely will find me sitting in the front row, pen and paper in hand. When a presenter asks if anyone has questions, I almost certainly do. Concurrent sessions are difficult for me because I must choose only one option and cannot attend all of them. What I mean is this: training is my jam!



I have remained invigorated with our financial aid profession for more than a decade because there is always something new to learn. What's more, I have been surrounded by a network of generous colleagues whose dedication to sharing their knowledge is admirable and inspiring. KASFAA's training opportunities throughout my career have nurtured and grown me as a professional, and I am running for the position of Vice President in order to serve and support this effort for my fellow members.

My prior service to KASFAA in support of training initiatives has prepared me to take on this new role, and if elected I will work hard with KASFAA's training team to deliver opportunities that are timely, relevant, accessible and responsive to your training needs. I believe knowledge is a powerful tool for serving our students and institutions, and I will save you a seat in the front row!

PROFESSIONAL INVOLVEMENT

KASFAA Service

Elected office: Secretary, 2014-2016
Chair, various committees: Communications, Public Relations, High School Counselor Workshop
Committees: High School Counselor Workshop, NASFAA Training, Long-Range Planning, By-Laws, Diversity
Presenter: High School Counselor Workshop site host and presenter, College Goal Sunday presenter and volunteer, KASFAA Conference session presenter and moderator

WORK EXPERIENCE

KHEAA, Student Aid Branch Manager (current)
Midway University, Director of Student Financial Planning (2013-2017), Assistant Director of Financial Aid (2010-2013), Financial Aid Counselor (2007-2010)

EDUCATION

Georgetown College, Bachelor of Arts in English

Director, Two Year Public

Michael Barlow

STATEMENT OF CANDIDACY

I am honored to be nominated for the position of KASFAA At-Large Director for the Two Year Public Sector. KASFAA continues to demonstrate a strong commitment to the financial aid profession and above all a champion for the students of the Commonwealth; I am proud to be a small part of the work that is done each year by this organization.

I have worked in higher education for 30 years; most of those years were spent in the financial aid office in one role or another. While I have worked in the proprietary and the four-year university sectors, my passion has been working with community college students.

My college days may be years in the past but I still remember the challenges of completing financial aid paperwork and the staff at St. Catharine and EKU who helped me with every step. Finding myself in that role for other students may not have been the career I dreamed of as a child, but it continues to be a career I love and one that allows me to help someone everyday take one more step toward their future.

If elected to this position I will do my best to represent the public two-year sector members and work with all of KASFAA to move our organization and profession forward.

PROFESSIONAL INVOLVEMENT

KASFAA member (1990 – Present)
KASFAA Moderator
Presenter
Historian (2000-2001)
Nominations Committee
Program Committee
College Goal Sunday Volunteer
United Way of Central Kentucky/Bank On Leadership Committee (2014-2015)



WORK EXPERIENCE

Financial Aid Director - Elizabethtown Community and Technical College (2008 – Present)
Marketing Representative – KHEAA/KHESLC (2006 – 2008)
Financial Aid Director – Bluegrass Community and Technical College (2005-2006)
Financial Aid Director – Indiana University Southeast (2004 -2005)
Financial Aid Director – Lexington Community College (1999 – 2004)
Financial Aid Counselor – Eastern Kentucky University (1995 – 1999)
Financial Aid/Admission Counselor – Kentucky State University (1993 – 1995)
Financial Aid Counselor – Sullivan College (1988 – 1993)
Education
Associate in Arts – St. Catharine College
Bachelor of Arts – Eastern Kentucky University
Master of Arts: Student Personnel Services in Higher Education – Eastern Kentucky University

Misty Brumley

STATEMENT OF CANDIDACY

I am honored to be nominated for the position of Two-Year Public Sector at Large Director. I would have never thought that a simple work-study job would have led me here, with an opportunity to serve fellow financial aid professionals. I began my Financial Aid career as a work-study student at Lexington Community College in 2002. As I progressed in my career, I gained additional experience by working in the business office and student support services before moving to the KCTCS system office as a Grant Accounting Specialist. In 2013, I moved back to Financial Aid, when I accepted the position of System Financial Aid Coordinator. This position, which I still hold today, allows me to work closely with the two-year public sector, providing leadership, service and support. This experience has also helped me understand the complexity of the financial aid regulations. These regulations can, and often do, impact sectors differently. If elected I will take great pride in making sure that I represent the Two-Year Public sector to the best of my ability. I promise to have open lines of communications to all KASFAA members that represent the Two-Year Public Sector.



PROFESSIONAL INVOLVEMENT

I have recently become active in KASFAA. I am currently serving as the Co-Chair for the NASFAA Annual Training and Staff Support Training Committee. I am also serving on the Finance and Budget committees. I have really enjoyed being a part of KASFAA and I look forward to taking on a bigger role in the organization.

WORK EXPERIENCE

KCTCS/ Bluegrass Community & Technical College
Student Services, Financial Aid Program Coordinator
Sept. 2013 – Present

Sponsored Projects Accounting, Grant Accounting
Specialist March 2012 – Sept. 2013

Student Support Services, Administrative Assistant
March 2011 - March 2012

Adjunct Faculty, Developmental Mathematics
August 2011 - May 2012

Business Office, Account Clerk III
July 2004 - January 2006

Financial Aid Office, Staff Support Associate
February 2002 - July 2004

Education

Master of Business Administration, Morehead State
University, December 2013 Bachelor of Business
Administration, Eastern Kentucky University
December 2010

of us and much to be accomplished. I have 28 years of experience in higher education and all of those have been within the proprietary sector with one organization. The last 13 years of my career have been spent as the Senior Director of Financial Aid at Galen College of Nursing. With your help, I would like to spend the next year focused on increasing proprietary representation within KASFAA and provide input to the Board in matters that impact our sector.

PROFESSIONAL INVOLVEMENT

NASFAA National Association of Student Financial Aid
Administrators

KASFAA Kentucky Association of Student Financial
Aid Administrators– Board of Directors member
representing proprietary sector

WORK EXPERIENCE

Galen College of Nursing Louisville, KY December 1989
– Present

Senior Director of Financial Aid 2/17 - Present

Director of Financial Aid 4/04-2/17

As Director of Financial Aid at Galen College over the last 13 years, I have been responsible for managing all Title IV funds administered by the Department of Education. During this period, Title IV revenue has grown from just over \$5 million dollars in 2004 to over \$51 million dollars in 2016. Galen nursing students eligible for Title IV loans and grants has grown from 700 to over 5,000 during this period. Additionally, external audits conducted of Title IV practices consistently reveal no material weaknesses, deficiencies in control, or repeat findings.

Acting member of the CEO's Cabinet, Academic Affairs Council, Leadership Advisory Council, and various operational implementation committees.

Administrative Assistant 3/97-4/04
Business Office Manager 2/89-3/97
Education

University of Louisville, Louisville, KY

Completed 100 hours towards a Bachelor of Science
Degree in Business with a concentration in
Management

Jefferson Community College, Louisville, KY

Associate Degree in Social Work/Criminal Justice

Director, Proprietary

Associate in Applied Science,
Lexington Community
College, May 2004

Joni Penland

STATEMENT OF CANDIDACY

I am honored to have the opportunity to represent the Proprietary Sector as an At Large Director on the KASFAA Board of Directors during the upcoming elections. It has been a privilege serving in this capacity since mid-2017 and I would like to continue to represent our sector in the upcoming years. There is a lot of work still ahead



Secretary

Brooke Gupton

STATEMENT OF CANDIDACY

I am honored to accept the nomination for re-election to the position of KASFAA Secretary. It has been a privilege to serve in the position over the past two years. I consider it a great honor to be a part of this organization and I have felt very welcomed into the KASFAA family since beginning my financial aid career in 2012. Through KASFAA, I have been able to grow professionally and extend my network of colleagues beyond the walls of my home office. I have friends and mentors who I know I can call at any time. I will continue to uphold the mission of KASFAA, its members, and the students for which we serve. In addition to my service as KASFAA Secretary, I have previous experience as secretary, as I have been serving as my church Secretary and Clerk for the past seven years. I have significant experience in preparing reports, taking and presenting minutes, and following parliamentary



procedure. In my service to KASFAA I feel I have proven to be a skilled public speaker, able to present to the board and membership as needed with confidence. I have worked to send out information in a timely manner when needed, and worked with my committee to review and submit suggested updates to the Articles of Incorporation, By-Laws, and the Policy and Procedure Manual. I welcome the opportunity to continue my service to KASFAA during the next two years.

PROFESSIONAL INVOLVEMENT

KASFAA Service:

Members since 2012
Conference Attendee
Recipient 2013 KASFAA Professional Development Scholarship
KASFAA Budget and Finance Committee 2013-2014
Public Relations Chair 2014-2015
Program and Membership Committee 2015-2016
Secretary 2016-2018
NASFAA-U Presenter Fall 2017

SASFAA:

SASFAA New Aid Officers Workshop – Auburn University 2013

NASFAA Credentials:

Administrative Capability
Cost of Attendance
Professional Judgement
R2T4
Student Eligibility Verification
Work Experience
Financial Aid Coordinator, Graduate, Professional and Technical Programs, Campbellsville University
Education
Bachelors of Music Education, Masters of Arts Education – Campbellsville University



Conference Costs

Jennifer Priest
Membership Chair

KASFAA has spent the 2017-18 year taking a hard look at expenses and how we cover them. One item the Executive Board addressed at its December 2017 meeting was conference expenses and our conference registration fee amount. We want to ensure we are well balanced between meeting members' professional development needs and being good stewards of the conference registration fees charged to our membership.

In December, the Executive Board approved a plan to gradually increase our conference registration fee between now and the 2021-22 year to better align it with current expenses and with the

conference experience we'd like to provide for the membership. Currently, our conference registration fee is \$95. With an average of about 150 attendees at each conference, this covers \$28,500 in conference expenses for the year. This forces us to operate on a bit of a shoestring budget, and conference expenses have tended to slightly exceed conference income.

In recent history, KASFAA's per conference overall cost has averaged approximately \$16,000. In the fall of 2017, our conference cost was just under \$15,000, with the following breakdown:

- 70% spent on conference meals
- 14% spent on hotel banquet service charges
- 11% spent on sleeping rooms for Executive Board, Program Committee, and VIPs
- 3% spent on miscellaneous items such as décor and hospitality
- 2% spent on entertainment

As you can see, there is very little that could be cut from this budget. We use meals together as a time to meet to conduct association business and to network with our colleagues, and it is customary for hotels to charge a 20-22% service charge on these.

KASFAA provides a Tuesday night sleeping room so that Executive Board and Program Committee members can arrive a day early to put in the volunteer time that allows the association to operate and the "sweat equity" to make the décor, hospitality and entertainment expenses minimal. For the fall 2017 conference — where you saw the decorations subcommittee absolutely shine with the Pure Imagination theme — program committee and board members gathered many items in creative ways that cost KASFAA nothing.

The plan adopted by the KASFAA Executive Board is as follows: Increase \$10 per conference in 2018-19 and \$15 each year until 2021-22, with a target of \$45,000.

	2017-18	2018-19	2019-20	2020-21	2021-22
Fee	\$95	\$105	\$120	\$135	\$150
Attendees at both conferences	\$300	\$300	\$300	\$300	\$300
Expenses covered by fee	\$28,500	\$31,500	\$36,000	\$40,500	\$45,000

This plan allows for the reality that KASFAA's expenses associated with providing conferences are likely to increase over the next five years, but also allows for the Executive Board to have some new and much-needed flexibility in choosing conference hotel sites. KASFAA's generous and hardworking members have allowed us to maintain the lowest conference rate among our SASFAA region state associations, and while we don't want to see this change, we do want to ensure we're able to continue to provide quality professional development experiences for our members.

It is your KASFAA Board's desire to be completely transparent in communicating this plan. This is in the hope that members will be able to not only budget for these increases, but also to understand that this is a five-year plan to better align our budget and operations and carries no intent to continue yearly increases beyond 2021-22.

KASFAA Investments

Mark Messingschlager
Budget and Finance Chair

At the December 2015 meeting, the KASFAA Board approved the establishment of the KASFAA Investment Account. KASFAA has always had a reserve fund, which had mostly been invested in Certificates of Deposit (CD) throughout the years. With very low interest rates on the CDs, KASFAA's reserve was not working very hard for us. So, in January 2016, the reserve funds were moved to Fidelity, where they were invested in fixed income mutual funds.

The purpose of the KASFAA Investment fund is to ensure a safe and secure vehicle to house the association's reserve funds. Secondly, the KASFAA Investment was established to provide a steady stream of interest and dividend revenue used to assist in growing the investment, provide assistance to scholarship funds, and general budget relief, at the discretion of the Board, upon the recommendation of the Budget and Finance Committee.

The main objective of the KASFAA Investment is the preservation of principle. Investments will be selected based on minimal risk and minimal fees, with sufficient liquidity to continue operations of the association in the event of a financial emergency. The KASFAA Investment will consist of fixed

income securities (bonds and US Treasuries) and no stocks.

Since inception in January 2016, the \$75,000 initial reserve investment has produced regular monthly income to KASFAA of approximately \$130 each month. To date, the KASFAA reserve has earned over \$3,200 for a return of over 2% annually.



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News around Kentucky

BABY NEWS

MAYME CLAYTON

At-Large Director of Private School Sector

Transylvania University's Office of Financial Aid has had two sweet babies join their ranks in the last nine months. Mayme Clayton welcomed **Henry Daniel Clayton** on June 14, 2017.

Beth Mitchell welcomed **Morgan Jane Mitchell** on February 18, 2018.



RETIREMENT NEWS

SANDY NEEL,

Vendor/Sponsor Chair

Denise (Krebs) Sullivan is hanging up her FSA Handbook after 38 years of service at the University of Louisville. On March 30, 2018 the Financial Aid Office said our final goodbyes to Denise as she set out to enjoy the simpler pleasures of life!

Besides being an anchor in the Financial Aid Office at UofL, Denise was very active with KASF AA throughout the 80's and 90's. Denise's UofL contributions are far too many to list but her KASF AA contributions include Secretary, 1994-1996, Newsletter Editor and Chair, 1989-1993 and her Committee Service included Articles and Bylaws, Newsletter, Legislative, Public Relations, Awards, and Financial Aid Awareness, 1988 -1998.

In her notice of retirement letter, Denise stated "Our office has been as second family and it will be difficult to say good-bye on my last day of work." We feel the same about Denise! Saying Good-bye, with sad tears for us but happy tears for Denise, as she begins her next adventure in life called retirement.

STUDENT LENDING

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6 Ways to Improve Your Credit Score

Heidi Sisson, Manager Business Development,
Cognition Financial - Courtesy of SunTrust Bank

A credit score is a three-digit number that lenders use to determine risk. Consumers with a credit history will likely have three credit scores, one from each of the three main credit bureaus, Experian, Equifax and TransUnion. Essentially, your score tells a lender how likely you are to pay them back in full and on time. And it's pretty important: Not only does this number determine if a lender will let you borrow money, but also the amount, terms and flexibility the lender will offer you.

When trying to improve your credit score, keep in mind that there are no quick fixes, and the following tactics will not always produce the same outcome for everyone. "A credit score is like a thumbprint—it includes numerous variables that are specific to the individual," says Wayne Sanford, author of "The Real World on Credit" and a credit expert in Dallas. That said, here are six proven routes to improving your score:

1. KEEP AROUND OLD CREDIT CARDS.

The more history you have as a borrower, the better your score should be. So even though it might be satisfying to bid adieu to the credit card you opened in college, it will reflect poorly in your score. "Any negative marks on your record are spread out over the number of years you've had credit. If you close your oldest accounts, you'll look like a newer borrower," Sanford says.

2. DON'T CLOSE ACCOUNTS AS YOU PAY THEM OFF.

Think you'll get a better score after closing an account with zero balance? Actually, it will have the opposite effect. Credit scores hinge on your debt-to-credit ratio, so even though you have less debt after paying off an account, you need to keep the credit line around to lower this ratio.

3. KEEP BALANCES LOW.

If you're looking to improve your score, pay down each of your credit cards as swiftly as possible to get the balance below 30 percent of the limit. Cards leveraged over that threshold reflect negatively on your score.

4. BETTER LATE THAN NEVER.

Even if you've missed a payment on a loan or credit card, the best way to improve your score is to pay as soon as possible. Payments under 30 days late are not reported to credit agencies.

5. START PAYING ON TIME CONSISTENTLY.

The longer you go without making a mistake, the better your score will be. "Think of it as stubbing your credit score toe: If last month's bill was 30 days late, it hurts like heck. However, a month from now it won't hurt as much," Sanford says.

6. CHECK YOUR CREDIT REPORT AND DISPUTE ANY ERRORS.

You don't know what's affecting your score until you thoroughly review your credit report: Something fishy, such as loan applications you never filled out, could be affecting your score. Any errors should be reported directly to the credit bureaus.

KASFAA Organizational Chart

2017-2018

