

**CCCSFAAA METING**  
**South Lake Tahoe**  
**October 25, 2005**

Present: Susan Jones, Marco delaGarza, Andi Schreibman, Jacque Bradley, Brad Hardison, JoAnn Bernard, Gilda Maldonado, Rick Rams, Judy Cohen, Beth Asmus, Kim Westby, Sherrie Padilla, Maria Romero, Maria Escobar, Richard Quintana, John Muskavitch, Steve Arena, Reina Branum, Kris Shear, Karen Micalizio, Pat Hurley, Tim Bonnel, Craig Yamamoto

Guests: Sam Kipp, Margie Carrington, Mary Spady, Julie Cathy,

Susan: Invited Sam Kipp, EdFund Interim President to present his perspective on the issues regarding position of CSAC and EdFund.

Sam Kipp: Expressed a deep commitment to the success of EdFund delivery of Educational Services. Presented a brief overview of the mission of EdFund to deliver superior response, customer service and support. Recognition of prior service of Becky Stilling. He will speak for, and defend the best interests of EdFund and student service.

- Keys to success; at the very fundamental level, we know what we are doing; excellence, commitment and teamwork.
- EdFund faces significant challenges;
- clarification of roles in the organization.
- Commissioners have empowered EdFund with the capacity to act in its best interest. Commission is defining roles and responsibilities.
- Obtaining formal legal opinion to confirm definitions. Do not judge EdFund by CSAC, judge by the work that is done.

(Becky has accepted a position at Guarantec, a systems software provider for Guarantee agencies, subsidiary of Nelnet).

- EdFund has a very clear need to expand customer base. Comments about performance reports.
- EdFund ended the year with \$6.6 billion in new loan guarantees, 7.5% growth. Optimistic for growth for next year.
- VFA (Voluntary Flexible Agreement) with USDE. Successful meetings with Dept of Ed; Ed is requesting a draft for fast track approval.
- Continuance of Loan counseling activities, early default management counseling.
- Question about VFA negotiations; EdFund developed the proposal and presented it to USDE. EdFund has taken a prominent role in reauthorization. Expertise is at EdFund to provide strategy for congressional representation for California interests.
- Joint letters have been drafted for CSAC signature; all the preparation and research has been completed by EdFund. Organization is prepared to rebut proposals for reductions.
- It is essential to get a new VFA in place for 2005-06. Strategy is to submit an invoice proposal to ED under new terms to cover 2004-05. Revenues under VFA

is \$31 million per year, connected to a very demanding performance agreement in Default Management.

- Loan Program revenues and resources (reserves) must be protected to provide services to borrowers, such as the zero G-Fee.

State Secretary of Education characterized the reserve program as an unprotected fund. Funds have been taken from EdFund operating reserves to support Cal Grant funding. EdFund will continue to push State to return to General Fund obligations, rather than reducing EdFund reserves. Students will ultimately suffer loss of services.

Comments about CalGrant issues and competition between colleges for students with funds.

Craig: Question about why the Financial Aid community is not speaking up to defend the raid upon EdFund operating fund and the advocacy for adequate Cal Grant funding.

Answer: The State has taken the short, easy way out, rather than looking for adequate financial support. Department of Finance will be called in to look at EdFund operations. No discussions will take place unless Mr. Kipp is present.

With CSAC raid upon operating funds, there is the potential to lose the zero G-Fee.

Commented that the majority of College newcomers from ethnic minorities will probably enter at the Community College level, and will be first generation attendees. California K-12 ranking in bottom four nationwide; no growth in college admission; The United States is missing out in world competition for Engineering and Technically trained graduates; behind India and China.

Mr. Kipp looks forward to working with CCCSFAAA.

Question about EdFund becoming independent of CSAC. First, EdFund must establish a more autonomous role in loan guarantee service. If, down the road, there is another crisis with the parent organization, there will be a need for competent people to work in the best interest of EdFund; and must be strategically prepared for a change.

Request that CCCSFAAA be notified about legislative communications from EdFund so we can offer input and support.

What can CCCSFAAA do to help EdFund's reserves remain viable? Continue to provide input about organization's concerns; stay in contact with Mr. Kipp; invite him to meetings; stay in contact with major lenders; pay attention to what is important: the students. Learn from mistakes in order to grow. We will continue to work collaboratively.

Treasurer's Report, JoAnn; Comments about conference income and expenditures. Budget looks fine for end of year. Mileage reimbursement increased to 48.5 cents per mile. Craig motion to accept Treasurer's report; Jacque second; motion passed.

Federal Issues: Rick had the opportunity to meet with Jim Ryan from Kansas to discuss Hr609C 10% set aside for Trio programs. Provision will assist novice programs, however, CCCSFAAA does not support such a large set-aside.

Congress is attempting to reduce deficit by targeting loan providers. Discussion about making cuts to grant programs. There is not much left to cut on domestic programs. SEOG is expected to increase. Pell will remain at \$4050; no increase to Federal Work Study.

Pat: Reauthorization is proposing an 18 semester limit on Pell Grant, without consideration for enrollment status. This works for a full-time student seeking Bachelor's degree, it does not serve part-time students (at 109 units; not enough to complete a Bachelor's). While this is not a community college issue, NASFAA is now aware and will address the issue to accommodate a less-than full time proration.

Request that CCCSFAAA send a letter to House and Senate to adjust legislation. Pat will draft a letter for Susan's signature.

State Issues, Karen: How do we insure action at next Student Aid Commission meeting with regard to CAHSEE, and Cal Grant eligibility if students fail exam? We are waiting for a legal opinion.

- We, as a group should push for recommendation to use ATB test results; this is recommended by GAC. This could have a devastating impact on Transfer Entitlement recipients; removing them from the cohort, and not fulfilling the original description of grant eligibility (covering GPA and family income).
- What about electronic submission of HS grad data? Data will still arrive late. Comment that this issue has the great potential to decrease college enrollment.
- Comment that many CAHSEE failing students come from low income families, high potential for further disenfranchisement.
- Concern about equity of new Cal awards.
- Question about high dollar amount of Foster Youth award; not much room for new awards. Question about student retention. Comments to add more indicators for still enrolled, but less than six units.
- Cash for College efforts. Despina has renewed Outreach advisory committee meetings. Problem with follow-through. More frequent meetings have been scheduled. There are some very powerful and interested committee attendees. Campaign has a \$500,000 budget, funded by EdFund. Karen's intent is to keep focus. Despina looking to present a reality TV program. No response to requests for revised outline.
- CSAC Events are not listed on the Website.
- Outreach Campaign is late. Materials are late. Expected to produce a Cashbox this year; limited collaboration with Community College campaign. Campaign is non-collaborative, and probably will be presented at those high schools that are having problems with CAHSEE failures. Schools should be prepared to be asked for assistance late in the cycle.

- David Levy has been very instrumental in composing the Power Point presentation for Cash for College. Power Point will be translated into seven different languages.
- Scholarships: one \$1000 student scholarship per Cash for College Workshop.
- Karen and Susan will work on a CCCSFAAA letter of recommendation for future Cash for College procedures.

Conference Report, John: Conference is projecting a \$73,000 profit.

Newcomer's Reception, Friday 12/9, 11:30 a.m.

Both boards will meet at Sunday Morning Breakfast. Sunday breakfast will need VIP tables to acknowledge volunteers.

Vendor appreciation will be Thursday evening, President's Suite at the Hyatt.

Late registration begins as of 11/17. Drop dead date for on-line registration close TBD.

Conference call scheduled for Friday, 10/28, 10:00 a.m., to wrap up details.

Scholarships, Kris: Regional Reps should remind schools to send letters to applicants that were not selected. Kris will send letters to finalists who were not selected.

CCCSFAAA President will send letters to winners. Checks will be mailed to colleges.

Kris, motion to accept scholarship winners; John second; motion passed.

Recommendation for December fundraisers: Outgoing President drink; the Susanator, where \$1.00 will go to the scholarship fund.

Purchase of a Game card, having to do with the Conference Theme (Mining Student Potential) 50/50 proceeds for winning card;

Silent Auction (with transportable items). Request that each Regional Rep asks schools to submit an Auction donation worth a minimum of \$20.

Newsletter, Rick: Final newsletter is in production. Articles needed for conference edition by November 15<sup>th</sup>. Reminder that Board responsibility is the submission of newsletter articles.

Please proofread your articles and provide appropriate content. Kris will submit scholarship winner biographies and photos for conference issue.

For next year, Rick will serve as newsletter Editorial Director; Steve will continue as copy editor; Mary Spady will serve as point coordinator. Thanks to Rick for an excellent job on newsletter this year.

Review of August CCCSFAAA Board minutes. Craig: Motion to approve August minutes, Pat second, motion approved.

Directory Report, Judy: There will be four sections;

Financial Aid Staff by College,

Alpha-Index of staff;

Associates by Organization;

Alpha-index of associates.

All other listings have been sent to Tim Ross; directory will contain 2005 and 2006 Board lists, Regional Reps, Past Presidents, School listing by Regions, Mission Statement and By-laws. Request to set a regional map in the directory. Request to make sure pages are numbered. Note to Judy to discuss title on cover with Tim; Financial Aid Directory

Registration report, Beth; 456 registrations to date with 95 newcomers. Approximately 1/3 registrations have been by credit card, which is more convenient.

Beth is working with Amy Tien on sponsors;

Working with Judy on Conference Registration and name badges;

Working with JoAnn on payments.

Web Ads from sponsors; income is helping to pay for maintenance; seven vendors are advertising. Job listing, administered by Andi; this is a free service.

Nominations and elections went very smoothly.

Members: 1918 persons are in the data base. 1213 Associate members, non-financial aid related staff. 705 Active, dues-paying members; 509 voting members; 144 voted on the web for this year's elections.

New web proposals: On-line awards nominations. There will be a cost to add this feature in 2006.

Non-member profiles, developed by ATAC to allow creation of non-members for entry to directory by Regional Reps.

System allows for a member search.

Dennis Schroeder from Glendale College will be the 2006 webmaster.

CASFAA Liaison, Marco: Executive meeting on November 6<sup>th</sup> at Surf and Sand. Steve Arena is the incoming Segmental representative. Site location is being researched by David. In-coming President, Louise Jones has confirmed commitment to close relationship between our organizations. \$10,000 was donated to MASFAA for Hurricane relief.

Discussion on Constitution Day; viewing the film, Mr. Smith Goes to Washington; Library interactive presentation; Speakers on campus; constitutional debate to raise awareness.

Susan: Thanks to all for participation. Spoke of importance in maintaining contacts.

Ratification of election results by Executive Board, Craig:

Beth Asmus, President-Elect,

Jacque Bradley, Vice President,

Brad Hardison, Treasurer

Judy Cohen, Secretary

Craig motion to approve 2006 Executive Board, JoAnn second;

Discussion about difficulty to solicit nominations; ATAC was very useful. How can we improve this process? Note there was a higher voter turnout this year due to convenience of on-line voting. Suggestion to ask regional reps to Solicit nominations at

their meetings. Rick requested that Regional meetings and committee meetings contain Action items. Reps should be disseminating Board materials electronically.  
Election results approved.

Discussion on Awards: New Award: Making A Difference Award (Maureen Martinez Award), will be presented by Maureen's mother to Esther Arcerio  
Outstanding Service: Becky Stilling  
No Leadership Award this year  
Craig, motion to approve awards; Rick, second, motion approved.

David Levy, phone call presentation for Site selection for 2009 and 2011.  
Considering San Jose in 2009, December 9-14. Looking at Convention Center for sessions, and Hilton for meeting space.  
Hotels will waive the cost of function space rental in the Convention Center if there is an 85% occupancy rate.  
Complimentary meeting space for two organizational meeting at both the Marriott and Hilton.  
Room Rate of \$130 (with no attrition).  
One free sleeping room per 40 occupied.  
MOU in process of being modified to adequately reflect the split of concessions.  
Fairmont will be an overflow Hotel at \$139 per night.

Sacramento proposed sight in 2011, December 6-14.  
General sessions and breakouts in the Convention Center.  
Convention Center will not waive the rental cost. Cost to each association will be appx. \$10,000.  
Use Hyatt Regency Ballroom for breakouts.  
Hyatt Room Rate, \$147.00  
Comp rooms; comp wine and cheese reception;  
Lunches, breakout and Sessions in Sheraton, and Monday night reception.  
There is adequate space at the hotel or convention center for CCCSFAAA Friday or Saturday function. Room Rate, \$144.00

Looking at San Francisco Marriott in 2013, December 12-18.  
Excellent venue.  
22 Breakout rooms  
Need room for reception for 600  
SF Marriott Offering current rates of \$159.00; in 2013 would be a maximum of \$235 (reflecting an escalated 5% increase).  
One free room for each 45 occupied.  
Discussion: Room cost projected for San Francisco is prohibitive, even though this is quite a few years ahead of time. We could ask for a guaranteed price, but it may be best to build in 5% escalator.  
We could negotiate for overflow hotels, especially in Sacramento.  
Reminder that other facilities in San Francisco did not appear adequate.

Note that 2007 room rate in San Francisco is \$175 maximum.

David is requesting approval by October 31<sup>st</sup> 2005 in order to move forward with negotiations on all sites. This can save us money.

Ontario conference in 2006 originally set dates back by one day. However, hotels have agreed to return dates to our original configuration of CCCSFAAA (Friday-Sunday) and CASFAA (Sunday-Tuesday).

Pat, motion to accept David's recommendation; Craig second;

Discussion, John: Concern that we are being pressured to confirm on 2013. Susan has talked to Toni, and her concern about adequate room space at the Marriott.

Jacque: reminder that Marriott is an excellent venue, and will attract attendees and families.

Richard: Suggestion that CCCSFAAA may want to subsidize 2013 conference costs if economy or BFAP takes a downturn.

Voting: Board in favor with one Opposition.

Karen discussion on committees volunteer list.

*Scholarships:* Kris & regional reps.

*Awards Committee:* JoAnn will chair; Margie, Northern Rep; John, Southern Rep.

*By-Laws:* Craig, Northern rep; Beth, Chair, Brad, Southern rep.

*Directory Committee:* Judy, Chair; Brad, Beth and Dennis (webmaster)

*Conference Committee:* John M., Chair; Rick on Program; Brad on registration

*Federal Issues:* Jacque, Chair; Margie, Northern Rep; Kim Westby, Southern Rep; PatHurley for consultation.

*Fiscal Planning:* Beth, JoAnn, Brad, Karen, Kris, and Susan (consultant)

*Nominations & Elections:* Susan, Dennis (webmaster), Sherrie South, Judy (North)

*State Issues:* Beth, Chair; Steve, Northern Rep, JoAnn, Southern Rep, Craig (consultant).

*Training Committee:* Susan, Tim, Craig, Steve

*Newsletter:* Rick, Editor; Steve, Coordinator; Mary Spady, articles nudge.

*Web Oversight:* Dennis, Chair; Andy, Northern Rep; Judy as secretary; Kim, Southern Rep.

*Site Selection:* Toni DuBois.

*CSAC A&E:* Craig and Pat Maga.

*GAC:* Craig & Tim (backup: Sherrie Hancock and Michael McPartlin)

*Student Services Coordinating Council:* Kris

*Loan A&E:* Mary; Gilda willing to send a summary on minutes of loan issues.

*CSAC Publication letters:* Barbara Brown, Erica (Pierce College), Jeremy Villar

*Statewide Financial Aid Campaign:* Craig and Susan

*Fund Development:* need brochure

*Spring Training Committee:* Site Volunteers: Delta (North) and Pierce (South); MiraCosta will research as a second site.

*Advocacy/Research:* Craig & Tim

*Cash for College:* Beth (conference calls)

*Representatives at Commission meetings:* Susan, Craig, Karen, Beth, Sarah Tyson

Volunteer forms will be placed on tables at breakfast and in packets. Need a receptacle at Registration booth.

Student Services Council, Kris: Talked about work in progress; Program reviews for EOPS were suspended during budget crisis, but the organization would like the reviews re-instated as an enhancement for accountability and funding retention.

Jacque: Another pressing issue is the need for Full-time EOPS Directors. Matriculation is also very interested in a return of site reviews. CCCSFAAA must carefully weigh its position with regard to giving official support to this issue. It may be advisable to take no position.

Question if student learning outcomes is an applicable issue.

Question if there are regulatory consequences connected to EOPS reporting.

Question about Peer Review.

Do we want to consider inviting a CSSO representative to CCCSFAAA meeting?

Susan: We will be discussing the role of liaisons.

Donna Huber from CLFE has contacted Karen and Louise Jones with an invitation to their next meeting in Sonoma.

Are there issues we want CLFE to address with lenders? Gilda indicates guidance is in the A&E she received from the loan advisory group. Mary will research document and report issues to Karen.

Beth and Rick will address lenders for web sponsorship and other fund development items.

Susan, call for motion to adjourn. Motion by John, Gilda Second; meeting adjourned at 4:15 p.m.