

# Keeping in Touch

November/December 2000

DE-DC-MD ASFAA, Inc.

**In this issue: Message from the Chair, 2000 Fall Conference Notes, What's Happening in Maryland, News from Delaware, Here Come the Feds, and DC Tuition Assistance Program.**

## Message from the Chair

Dear Members,

On behalf of the entire Executive Board, I hope everyone had a safe and happy holiday season. The year 2001 is upon us and with that are new goals and resolutions. I'm not sure about the rest of you, but it seems that 2000 went by very quickly. I know if I don't plan a way to accomplish my resolutions, the end of the year is here and I am making them again. My intentions are good, but my execution needs work. Why bring all this up? With planning and devoting the time, you can achieve your resolutions and accomplish your goals for 2001. The Executive Board and I hope one of your resolutions is to get involved in the Association. You recently received a nominations and elections form to select a slate of candidates for 2001-2002. Sign yourself up and get involved. If you feel others in your office would be good candidates, encourage them to run and pledge your support to help them with their responsibilities. If we all get involved and support the Association we can all accomplish our goals and have some fun along the way.

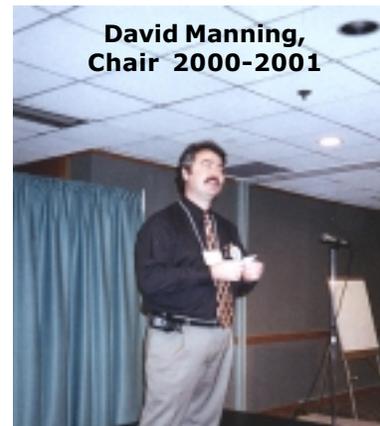
The fall conference (November 12-14), *Surviving Financial Aid: It's a Team Thing*, was great. It demonstrated a renewed commitment and brought new ideas to the conference and the membership. Ellie Gieman, Conference Chair (Western Maryland College) and her committee put together a super agenda that helped prepare you to survive the many challenges you face in your office everyday. I want to thank them again for their efforts to make the conference a success. Continue to look to the Association to bring you new ideas and initiatives to make your membership worthwhile and valuable. This is another reason we want you to get

involved. We need you to bring those new ideas and feedback, to make the Association a must for the financial aid professionals in our area.

What are my goals for the remainder of my term ending June 30, 2001? I want to bring the newly designed web site online and useful for the members. Continue to offer valuable training activities for all levels of the membership and support staff. Identify new leaders who will bring new ideas and activities to the association. Get more folks involved both through membership and as a volunteer. Finally, pass the gavel to the 2001-2002 Chair, Cissy Van Sickle, for an organization that is financially strong and whose members are dedicated to continue making it successful and valuable. The Executive Board needs and wants your help to achieve these goals, so get involved.

Be sure to let me know, as well as other members of the Executive Board, what can be improved to make the DE-DC-MD ASFAA, Inc. a valuable membership for you. The Executive Board and I want to express our thanks for your continued support of the Association and its activities.

David Manning, Chair 2000-2001



**David Manning,  
Chair 2000-2001**

# Surviving Financial Aid: *It's a Team Thing*

## 2000 Fall Conference Notes

It is hard to believe that the Year 2000 is behind us and the majority of the work for the Fall Conference is completed. The Conference Committee received so many positive comments and reviews that we are going to classify the event as a **"great success."**

We are now entering the election phase of the 2001 Fall Conference. Perhaps it has never crossed your mind to volunteer for a position like Conference Chair, but I highly recommend it. Yes, it is a lot of hard work, and a few extra hours from your busy schedule. However, the reward and satisfaction is worth the effort. If you are thinking that you have never done anything like this before and the challenge is too great, let me reassure you that with the support of the committee, the executive board, and the membership you can make it happen.

For those who were not at the conference, the attending membership was divided into ten teams. We assigned each team a letter of the alphabet and they had to create a team name and a "chant." Then the team searched for items on a scavenger hunt list. I must admit, the committee and I were apprehensive about the Team Challenge. It was asking a lot for a group to stand on a stage and perform with people who they may have just met.

As the judges, Greg Martin (from the Department of Education), Christine Zuzack (EASFAA representative from Indiana University of Pennsylvania) and myself, met to review the guidelines, we heard the teams practicing throughout the lobby. The chants we heard were actually very good! We knew that there would be some serious competition and that team-building skills were at work. One of the main objectives of the conference was achieved. Thank you Greg and Christine for your assistance.

When the competition was over, we had a winner. The Beer Barrel Buddies won, but it was a tight race. I could not believe the team spirit I witnessed during that event and the enjoyment of everyone in the room. The prize for the Beer Barrel Buddies was a piñata shaped like a Hula girl and filled with candy. Eventually, this item would reach out beyond the world of Tri-State.

On December 6<sup>th</sup>, I received a letter from Jacqui Daughtry-Miller that included a thank-you note from Children's Hospital. The team had given the piñata to children in need. In addition, at the beginning stages of planning the conference, I wanted to include a charity as an outreach of the Tri State organization. We collected toiletries for the League of Mercy and they were delivered to the Salisbury Salvation Army. The extension of giving to Children's Hospital truly warmed my heart.

The Conference was also a time of learning with sixteen sessions, the federal update by Greg Martin, and a tax workshop given by Jim Briggs. The willingness of the Executive Board to offer added value to the conference resulted in increased attendance and rewarding information that the members could use in their own offices. If nothing else, we hoped that the members would meet someone new in the financial aid profession and that relationship would carry beyond a few days in November 2000.

Thank you to the Conference Committee for your willingness to work hard and your support. It was truly a great experience and I hope that everyone will consider accepting the challenge of serving as Conference Chair.

Ellie Geiman  
Western Maryland College

Ellie Geiman,  
2000 Conference Chair



**See highlights from the Team Challenge  
on the next few pages!!**

## Part One: The Scavenger Hunt



To go along with the theme of the Fall Conference, "It's a Team Thing," attendees were assigned to a team when they picked up their registration packets. There were 10 teams (Teams A - I).



Later that evening, team members got together and worked on a Scavenger Hunt. The teams were assigned several tasks:

- ◆ picking a team name,
- ◆ devising a team "chant,"  
*and*
- ◆ gathering random items.

**The competition was heated...**



## Part Two: Team Chants



**Sing, sing a song...make it simple to last the whole night long...**

**As each team handed in its scavenger hunt items and got up on stage, the competition was fierce!**



**BUT...who conquered the competition???**



# **And the winners are...**

## **The Beer Barrel Buddies**



**The "Buddies" brought the house down with their rousing financial aid cadence.**

**Many observers felt transformed by the energy and sassiness of this team.**

**All the teams that participated showed how wonderful teamwork really can be.**



**It was a wonderful event and it proved that the financial aid profession really is "A TEAM THING."**

# Marilyn Brown Professional Excellence Award

***The Marilyn Brown Professional Excellence Award was created to honor the memory and life work of a dedicated financial aid administrator. Recipients of this award must demonstrate professionalism and sensitivity.***

The 1999-2000 recipient, Ruth Kunselman of Harford Community College, works with a 73 year old disabled student to make sure he gets the support services that he needs. She even makes sure that his books are waiting for him. When her office was in a crunch, Ruth pitched in taking on additional responsibilities. She has taken a personal interest in helping students when they encounter various stumbling blocks.

Congratulations to this year's recipient of the Marilyn Brown Professional Excellence Award, Ruth Kunselman of Harford Community College. Ruth received a plaque at this year's Fall Conference in Ocean City.



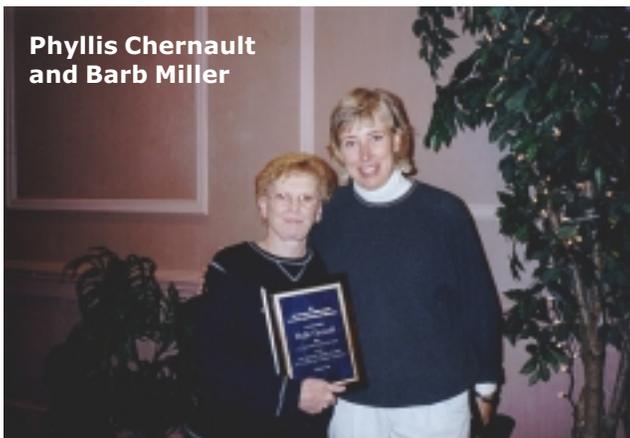
**Ruth Kunselman  
and Lynn Lee**

# Lifetime Membership Award

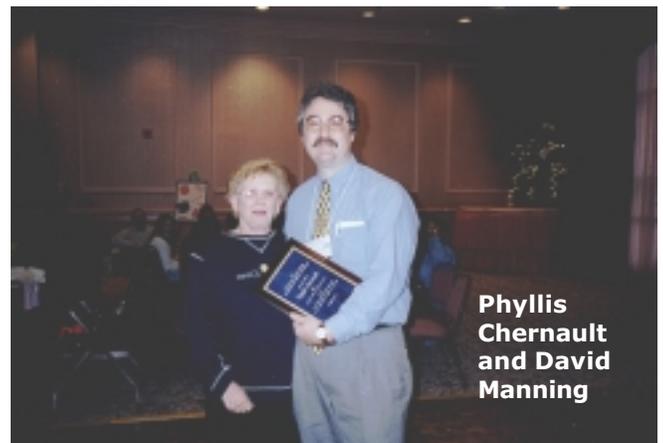
***Lifetime Membership is the Association's highest award. The lifetime membership award honors a longtime member of the association for extraordinary service. The winner of the award receives a plaque and lifetime membership to the association.***

This year's recipient, Phyllis Chernault, has been in financial aid over 20 years. She hunted down America's most wanted financial aid frauds long before John Walsh started his program. Phyllis has served on several committees and has been honored with the Marilyn Brown Professional Excellence Award in 1997 and a Special Service Award for her work uncovering financial aid fraud in 1985.

In recognition of her service to the Association and the financial aid community, Phyllis Chernault of the Community Colleges of Baltimore County – Essex, will receive Lifetime Membership in the Association and a plaque.



**Phyllis Chernault  
and Barb Miller**



**Phyllis  
Chernault  
and David  
Manning**

## You Can Afford College, January 2001

Volunteers gathered on Saturday, January 13, 2001 at the Maryland Public Television Station in Owings Mills to help with the annual YOU CAN AFFORD COLLEGE program.

This program offers a toll free number for viewers to call in to get personal financial aid information. Both the morning and afternoon shifts reported that the phones were jumping!

Thanks to Jerry Lovick (CCBC-Catonsville) for coordinating this event.

## Personal Notes

Jennifer Bates of Maryland Institute College of Art was married in December to Matt Dunker. Congratulations Jen!



Gary Spoales was promoted to Regional Vice President of Bank of America student loan division.

Bill Brosseau & Jennifer Roberts have joined the Marketing Team of National Education.

Yelena Feldman is the new Financial Aid Director of Baltimore Hebrew University.

Barbara Miller is the new Director of Financial Aid at CCBC-Dundalk.

**Congratulations to all!!!**



Barb Miller

## What's Happening in Maryland...

### Upcoming Events



**Sandy Brown,  
MD ASFAA  
President**

Don't forget to mark your calendars for May 20-23 the EASFAA Conference is Celebrating the Cyberspace Odyssey in Baltimore!!

### Maryland High School Guidance Counselors Workshops, December 2000

The MD ASFAA would like to extend a note of thanks to all the volunteers who helped make the MD HIGH SCHOOL GUIDANCE COUNSELORS WORKSHOPS a big success.

This year we held seven workshops at the following locations:

St. Mary's College  
Harford Community College  
CCBC- Essex  
College Of Notre Dame of Maryland  
Montgomery College  
WOR-WIC Community College  
Allegany County

Thanks also go out to the representatives from the Maryland State Scholarship Administration for their continued support of this event.

### Conference Notes

Congratulations to Ellie Geiman of Western Maryland College and Tom Hutchinson of Prince George's Community college for winning free EASFAA registrations at the Maryland meeting.

## News from Delaware ("The First State")

Most of the Program Participation Agreements for Delaware schools are up for renewal this year. This application process must be completed by March 31, 2001.

So, it will be a busy spring for the financial aid community here in Delaware, both setting up the new year and recertifying our participation!

Submitted by Lynn Iocono, Delaware ASFAA President

## Here Come the Feds (AKA The Federal Relations Committee - Holly Z, Beth McSweeney, Dawn Mosisa, Scott Miller)

As your Federal Relations Chair, I want to first welcome every member to join our committee for short-term projects or long-term commitment. The Chair was vacant for a time and since I have served as NYSFAA's Government Relations Chair, and my husband Larry is the Director of Congressional Relations for NASFAA, I couldn't turn my back!

However, my work in NY was mainly with state issues and although my background is in the aid office, I do believe that the Chair of this committee ought to be an active Financial Aid Officer. Please give me a call if you would consider taking the reins next year - you'll have my full support!

Until then, I have set forth a few goals for this year:

- ♦ to bring members news of current legislative activity affecting our financial aid community;
- ♦ to encourage our general membership to communicate with their own congressional representatives;
- ♦ to provide our members with easy access to every House of Representatives and Senate member (with just the click of a mouse!);
- ♦ to support and strengthen relationships with key Congressional members and their staff;
- and**
- ♦ to rally TriState membership to respond every time when NASFAA issues a "Call to Action."

Beth, Dawn, and Scott have agreed to join me on the Federal Relations Committee. Please do not hesitate to contact any of us with comments and suggestions. We truly would appreciate your input. Our relationships with our representatives on the Hill can make a difference for our students! Isn't that why we are here - for the kids.....

Holly Zaglaniczny, Federal Relations Committee Chair

Beth McSweeney

Dawn Mosisa

Scott Miller

# DC Tuition Assistance Program

On January 11, 2001, Dallas Martin (NASFAA President) sent the following alert to schools concerning continuation of and funding for the DC Tuition Assistance Program:

Dear Colleague:

I am writing to bring to your attention the strong likelihood that the DC Tuition Assistance Program will be discussed by representatives of the DC City Council in the coming weeks. In light of these pending discussions, I have been asked to encourage financial aid administrators who are familiar with the program to send comments to the Program's Director, Laurent Ross.

While I certainly realize that the design and structure of the original DC Tuition Assistance Program left a lot to be desired, I have been very pleased with the changes that Laurent and his staff have initiated to improve the program for students and to reduce the administrative burdens on institutions. Clearly, there are still some features of the program that we would like to see modified, however, most of those would necessitate a change in the law which is outside of the control of the program staff. Given these constraints, I believe that Laurent and his staff have done a good job of trying to respond to the concerns of financial aid administrators across the country.

As such, I know it would be helpful if you, as a financial aid administrator, would write a letter sharing your views about the program and how it is benefiting student recipients on your campus. If at all possible, I would encourage you to send your letter within the next ten days to: Laurent Ross; Program Director; DC Tuition Assistance Program; 441 4th Street NW, Suite 1040; Washington, DC 20001.

As always, I appreciate your help in trying to improve programs that assist students in financing their college education. If you have any questions about this request, please feel free to reply to this message or to call Marty Guthrie on my staff at 202/785-0453 x 114.

Sincerely,

Dallas Martin

## The Newsletter Committee Wants You!

This newsletter was designed by Christina Adams Bawuah, Montgomery College.

**Got news from your region?**

**Got interesting financial aid trivia you want to share?**

**Got time?**

If you answered yes to any of the above questions, the newsletter committee wants you! Feel free to send any news you'd like included in the newsletter to the committee chair, Melissa Gregory at [mgregory@mc.cc.md.us](mailto:mgregory@mc.cc.md.us).

Also feel free to include a picture with your article (make sure you let us know each person in the photo). We'd like to "get to know" all of our members and a good picture is the perfect way to do this!