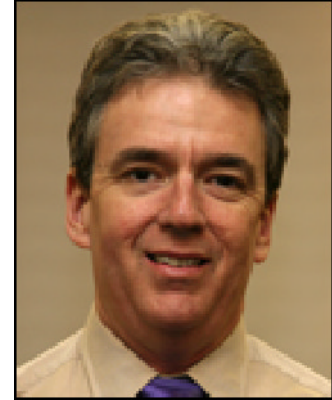


In-Line With LASFAA

Fall/Winter
January 2010



Letter From the President

Mister Toad's Wild Ride

Dear LASFAA Members,

Making my way to the Nashville airport after the FSA Conference – that mega-meeting of the U.S. Department of Education and the student financial aid community – I could not have guessed my flight home would be delayed several hours due to a snow storm – in Houston Texas. This could be a metaphor for the student financial aid profession in 2010, as we face unprecedented events and changes in a milieu of uncertainty and financial constraints.

While much of the FSA was an informative infomercial for conversion to Federal Direct Lending, more heat was generated in the discussion of the requirements for year-round Pell, especially related to the “best student funding” requirements for overlapping (Summer) payment periods. Add these looming requirements to the myriad

other new disclosures, consumer information, and programmatic changes, along with the prospect of multi-year institutional budget constraints, and the situation can seem overwhelming, with more twists and turns than Mister Toad's Wild Ride, that old-school Disney attraction.

The good news is that ours is a collegial and supportive profession, and we will hang together through tough and challenging times. Further, our core mission is unchanged. In the midst of it all, we will continue to go about the business of financially empowering our students in their pursuit of post-secondary education.

With all this in mind, my LASFAA theme for 2010 is “Hope and Help in Hard Times”. My hope is that my colleagues will join me in pursuing mentoring and professional networking in our active and vibrant state financial aid association. In supporting one another, we will find the ride was not as scary or dangerous as it seemed. We may even have some fun.

~Patrick Gorman



NEWS FROM NASFAA

President Obama Call on Congress to Pass Education Legislation

Posted Thursday, January 28, 2010

President Barack Obama called on Congress to pass the Student Aid and Fiscal Responsibility Act (H.R. 3221) last night during his State of the Union address. While the majority of the president's remarks focused on the economy, he spent time concentrating on education and healthcare, two issues that have become linked by the budget reconciliation process.

"The worst of the storm has passed, but the devastation remains," Obama said when focusing on Americans who are struggling to find work, save for retirement, or help their kids pay for college. "What the American people hope is for all of us, Democrats and Republicans, to work through our differences; to overcome the numbing weight of our politics."

Obama called on the Senate to quickly pass a jobs bill similar to H.R. 2847, which was passed by the House of Representatives in December and included an additional \$300 million for federal work-study. (Yesterday, NASFAA urged members to contact their Senators requesting a similar provision be added to the Senate's bill.)

"Jobs must be our focus for 2010," the president said.

On education, the president urged the Senate to follow the House and pass a bill to "make college more affordable... because in the United States of America, no one should go broke because they chose to go to college."

He called on Congress to end the "unwarranted taxpayer-subsidies" that go to banks in the Federal Family Education Loan Program (FFELP) and instead use that money to make the \$2,500 American Opportunity Tax Credit permanent for four years worth of college and increase Pell Grants. The president also reiterated his support for a law to limit borrowers' student loan repayment to 10 percent of their discretionary income and forgive loans after 20 years of repayment, supporting a NASFAA National Conversation Initiative recommendation. The president also urged colleges and universities to "get serious" about cutting tuition costs, stating that they too have a responsibility to help solve the college affordability problem.

U.S. House Education and Labor Committee's Senior Republican, Rep. John Kline (MN), immediately rejected the president's higher education goals in a press statement released after the president's remarks.

"Unfortunately, when it comes to higher education, the President is offering more of the same one-size-fits-all government expansion the American people have already rejected," Kline said. "The proposal to drive the private sector out of student lending is only made worse by an expanded plan to force taxpayers to fund special benefits for government workers and absorb the balance of unpaid student loans. Making the federal government responsible for a larger share of student debt is likely to do nothing more than exacerbate high college costs."

On healthcare, the president asked Congress to remain committed to reform.

Cont...

News From NASFAA cont...

“Do not walk away from reform,” he stated. “Not now. Not when we are so close. Let us find a way to come together and finish the job for the American people.” The president urged bipartisanship on healthcare reform and several other issues saying that what frustrates Americans is “a Washington where every day is Election Day.”

That message was echoed by newly elected Virginia Governor Bob McDonnell, who delivered the Republican response.

“We should pledge as Democrats, Republicans and Independents--Americans all---to work together to leave this nation a better place than we found it,” said McDonnell.

By Justin Draeger

Vice President of Public Policy and Advocacy

Posted 01/28/10 to www.NASFAA.org. Redistribution to non-NASFAA institutions is prohibited. Please submit Web site questions or comments to Web@NASFAA.org.

Greetings, LASFAA!

Your 2010 Executive Board Members are:

President	Patrick Gorman, LSU Health Sciences Center, New Orleans
1st Vice President	Denise B. Spellman, University of New Orleans
2nd Vice President	Dawn Eubanks, Northwestern State University
Immediate Past President	Shannon Guillory, McNeese State University
Treasurer	Lynette Viskozki, Centenary College of Louisiana
Executive Secretary	Stephanie Battaglia, LSU Health Sciences Center
LAICU: Delegate-at-Large	Theodis Wright, Our Lady of Holy Cross College
LCTCS: Delegate-at-Large	Germaine Edwards, Delgado Community College
LSU: Delegate-at-Large	Paul Monteleone, Louisiana State University- Alexandria
ULS: Delegate-at-Large	Misti E. Adams, Northwestern State University
Grad/Prof: Delegate-at-Large	DeAnna M. Cooper, Louisiana State University Health Sciences
Proprietary: Delegate-at-Large	Darrell Boyd, Career Technical College
Southern: Delegate-at-Large	Trivia Garrett, Southern University, New Orleans



Louisiana Association of
Student Financial Aid
Administrators

Calendar of Events

LASFAA SPRING 2010 CONFERENCE

LASFAA will host its Annual Spring Conference on **THURSDAY, MARCH 11th**, at the beautiful Paragon Casino Resort in Marksville, LA. Please mark your calendar to attend this informative conference, which will include Federal Updates from the US Department of Education.

This year's theme is SURVIVAL-- HOPE AND HELPING!

Registration information coming soon at <http://lasfaa.org>. More information regarding conference registration, the agenda and Boot Camp is forthcoming. An email will be sent informing you when this information is made available on LASFAA's website.

Mark your calendars today!

NASFAA 2010 NATIONAL CONFERENCE



The 2010 NASFAA National Conference will be held in Denver, CO **JULY 18-21, 2010**.

Information on housing and registration has been posted to the NASFAA website.

NASFAA has negotiated room rates with four hotels- Hyatt Regency Denver, Grand Hyatt Denver, Marriott Denver City Center, and The Westin Tabor Center. All sessions, meal functions and exhibits will be located in the Colorado Convention Center.

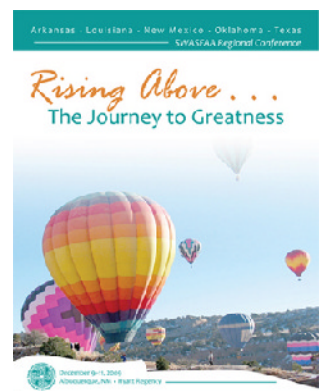
SWASFAA 2010 Conference

Save the date for the 2010 SWASFAA Conference **DECEMBER 9-11, 2010** in Albuquerque, NM- the hot air balloon capital of the world! This year's theme? *Rising Above: The Journey to Greatness!* Boot camp will be held on **DECEMBER 7-9**.

Also, if you are interested in viewing or printing any presentations from the 2009 conference in December, please visit:

http://www.swasfaa.org/docs/conferences/toc_conferences.html

All presentations are in Power Point and Word formats.



College Goal Sunday 2010 is coming!!!!

This year's event will be held on **Sunday, February 21, 2010** from 2-4 p.m. If you have not yet registered to volunteer, please do so online at:
<http://www.osfa.la.gov/CollegeGoalSunday.shtml>

Here is a list of this year's CGS locations:

Alexandria
Louisiana State University- Alexandria

Baton Rouge
Baton Rouge Community College

Bossier City
Bossier Parish Community College

Grambling
Grambling State University

Hammond
Southeastern Louisiana University

Houma
Fletcher Technical Community College

Lafayette
University of Louisiana at Lafayette

Lake Charles
SOWELA Technical Community College

Monroe
Louisiana Delta Community College

Natchitoches
Northwestern State University

New Orleans
Delgado Community College- West Bank Campus

Dillard University
Southern University

Ruston
Louisiana Technical College

Sorrento
River Parishes Community College



For those of you who are unfamiliar with College Goal Sunday---

Louisiana College Goal Sunday is sponsored by the Louisiana Association of Student Financial Aid Administrators (LASFAA) and the Louisiana Office of Student Financial Assistance (LOSFA) with funding from a Lumina Foundation for Education Grant.

This national initiative provides invaluable assistance to traditional and non-traditional students in understanding the financial aid application process and will give line by line assistance with completing the Free Application for Federal Student Aid (FAFSA). One-on-one assistance from financial aid professionals will be available at 16 sites statewide.

This year's event is also made possible by:



Review of the Fall 2009 LASFAA Conference

This year's fall conference was held **October 21-23, 2009** at the Astor Crowne Plaza in downtown New Orleans. This year's theme was Pay It Forward- Service to Others. LASFAA pays it forward- one student at a time!



Exhibitors and Supporters of the Fall 2009 confrence included:

EdAmerica

LELA (Louisiana Education Loan Authority)

LOSFA (Louisiana Office of Student Financial Assistance)

NSLP (National Student Loan Program)

Regions Bank

Sallie Mae

TG USA Funds

Wachovia

Campus Federal

OSLA (Oklahoma Student loan Authority)



Congratulations to the following LASFAA members who were recognized with awards and acknowledgements during the conference:

- Distinguished Service Award- Roger Vick, Louisiana Tech University
- Woman of the Year- Roslynn Pogue, University of Louisiana at Monroe
- Man of the Year- John Sarpy, Ayers Institute
- Rookie of the Year- Allison Dering, SOWELA
- Committee of the Year- Fall Conference Program- Anna Daigle, SOWELA, Chair. Members include Steve Greenough, Joni Leggio, Erica LeJeune, Gwen Nixon, and David Roberts.
- Years of Service- LASFAA recognized those members with 20, 25, 30, and 35 years of service as a member of LASFAA with a commemorative plaque. Although LASFAA does not award a plaque for 10 years of service, because the average time spent at one job in America is actually 4 years, LASFAA wanted to recognize those who have served 10 years. Those as well as our associate members with 10 and 20 years of services were recognized during our general session.



Sessions included very useful information on topics such as Direct Lending, Verification, R2T4, Professional Judgement, and Banner. Several of the presentations have been posted on the LASFAA website- check them out if you were unable to attend!!!

Conference Cont...

LASFAA FAO'S PAYING IT FORWARD

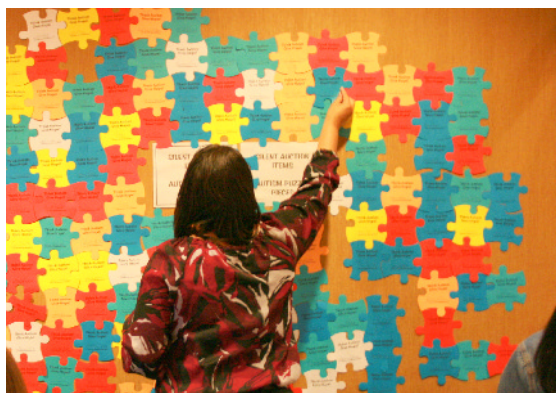
Submitted by LASFAA's Immediate Past President, Shannon Guillory

So many exciting things happened during the LASFAA 2009 Fall Conference. In addition to the Pay It Forward Challenge competition that many of you participated in throughout this year, our LASFAA committees did even more to provide you with opportunities to show true patronage.

Thank you to everyone who donated to our community service project. This year the Financial Aid Awareness committee had LASFAA participate in the Million Dollar Puzzle Project for Autism Research. Members who attended the conference were able to purchase puzzle pieces for \$1 which help to fund research with the Autism Research Institute. LASFAA raised **\$620** for the cause!

The Financial Aid Awareness committee is also in charge of raising money for the Mildred D. Higgins LASFAA High School Scholarship which awards four \$500 one-time scholarships to Louisiana High School graduates attending Louisiana institutions. Attendees brought in items for a silent auction and we colleged **\$692**. This year we also had several individuals who donated to the fund. **Mildred Higgins** donated **\$1000** to the scholarship fund. **Emily London Jones**, on behalf of her son Jacoby Jones, donated **\$500**. And our keynote speaker, **Mark Washington**, donated **\$200**. **DeAnne Kiper** was the winner of the free conference registration, a value worth **\$100**, and donated her winnings back to the high school scholarship program! We are so grateful for all of your generosity! These donations will help fund scholarships for Louisiana students for many years to come!

LASFAA really *Paid it Forward* with a total of **\$3112** donated to good causes! Thank you LASFAA!



Year-Round Pell Grant Webinar

The following information has recently been provided in a Dear Colleague Letter on IFAP. Publication date January 21, 2010.

An instructor-led, online training on the implementation of the year-round Federal Pell Grant (Pell Grant). The Higher Education Opportunity Act (the HEOA), Pub. L. 110-315, enacted on August 14, 2008, authorizes schools to disburse up to two Pell Grants in a single award year for the 2009-2010 Award Year and forward for Pell-eligible students.

Final regulations related to this change to the Pell Grant Program were published in the Federal Register on October 29, 2009. The focus of this training will be implementation of the year-round Pell Grant for the 2009-2010 Award Year, including Summer 2010, and is intended for all schools that participate in the Pell Grant Program.

Federal Student Aid staff will present this information in one 90-minute session, with one version of the training designed for term-based schools and the other version designed for clock-hour/non-term schools. Each version will be offered several times to provide ample opportunity for those interested in attending.

The webinar "*Year-Round Pell Grant for Term-Based Schools*" will be offered:

- Monday, February 8, 2010, 1:30 P.M. (ET)
- Friday, February 19, 2010, 1:30 P.M. (ET)
- Friday, February 26, 2010, 1:30 P.M. (ET)

The webinar "*Year-Round Pell Grant for Clock-Hour/Non-Term Schools*" will be offered:

- Friday, February 12, 2010, 1:30 P.M. (ET)
- Monday, February 22, 2010, 1:30 P.M. (ET)

To register for an online session, please visit

<http://www.fsaregistration.ed.gov/profile/web/index.cfm?PKwebID=0x9634ad31&varPage=agenda>

**Your LASFAA newsletters are produced by the PUBLICATIONS COMMITTEE.
A special thanks to KAY HARPER-HAYES for providing photos from the conference!**

Have something you'd like published??? Please e-mail all articles to JESSICA CIUFI at jciufi@selu.edu and be included in the next edition of In-Line With LASFAA!

Supporting Spanish-speaking families and first-generation students: Creating a successful college-going experience

Bill McFarland, TG Senior Regional Account Executive

As the college-bound student population continues to diversify, producing information in languages other than English continues to be critical to the success of educational awareness, access, and persistence efforts. Demographic figures continue to reflect an increasingly diversifying college-bound population in terms of age, race and ethnicity, and language preference. Higher education professionals continue to adjust to the need of producing information in multiple languages.

Demographers and educators alike are focusing more and more on statistical information that provides insight into trends about language preferences within the U.S. population.

The primary language spoken at home by over 34 million people aged 5 or older is Spanish, according to the 2007 American Community Survey conducted by the United States Census Bureau. In addition, the U.S. is home to more than 45 million Hispanics who speak Spanish as a first or second language, as well as more than 6 million Spanish students.

This article explores the various facets of the college-going experience, and provide insight into how, as a financial aid administrator, you can support both first-generation students and their Spanish-speaking families in pursuing their educational dreams.

Investigations: Attending college fairs and presentations

The initial exposure some first-generation Spanish-speaking families and their students have to college representatives may be at their local college and career fair day, or at an institution's presentation from college recruiters or admissions representatives. Some of these students prepare for or explore their options earlier, but this milestone may be the first time both the adult family members and the student are focused on the college option at the same time.

When interacting with first-generation students and their families at these events, be prepared to discuss different topics with each group. Students may be further along in the exploration process, so their questions often relate to degree programs, campus life, and student activities. Some may want to know more about scholarships and "free" aid. Cost is often a factor, but if your institution is competitive, students may want to spend more time examining admissions requirements more closely.

Parents, on the other hand, are likely to want to focus on financing the education and the basics of the postsecondary education process. Parents of first-generation students don't have personal experience to draw from, of course, and perhaps only limited access to others with college-going experience, so their questions will focus more on the basics. This may include length of degree programs, terms of attendance, assessment methods, and college and career

placement services after graduation. They will want to know “how things happen” at your institution, so this discussion may encompass multiple topics.

Parents may also have several questions related to college life from a parent’s perspective. Parents likely will want to be assured that their student will be taken care of when away from home. They may ask about safety and security resources, availability of meals, and access to medical assistance if needed.

Preparing to assist Spanish-speaking families

If you are attending an event where you anticipate meeting first-generation students and Spanish-speaking families, it’s best to be well prepared. If possible, try to have a Spanish-speaking representative available. If this is not possible, call ahead and see whether the host school is willing to identify a parent or responsible student to assist you. Often, this is a better solution, because the parent or student will be familiar to those in attendance. Another option is to identify a graduate, who can offer both language support and answer experiential questions that parents are eager to ask.

Be prepared with Spanish literature. Many guarantors (including TG) offer literature at no cost to distribute to families. Often these publications include content that can answer questions Spanish speakers usually ask about the college experience. Literature that describes the merits of your institution and program can assist as well, but Spanish-speaking parents are more apt to want answers to fundamental questions first.

Finally, offer Spanish-speaking family members the name of an admissions representative, a counselor, or another resource to call to ask their follow-up questions. Call centers can be helpful, but wary parents will appreciate the name of an individual they can reach out to as they explore their options. Collect names and phone numbers if there are unanswered questions; your Spanish support counselor or team can follow up to create a relationship and be available in the future.

Decision-making: The applications process

The focus for Spanish-speaking families and their students during admissions, enrollment, and through the first months of the college experience is on understanding how college works, and, in particular, how education is financed. During the admissions consideration period, first-generation students with Spanish-speaking family members are likely to need considerable support, as most families do. Taking college admissions tests, preparing applications, and filling out the Free Application for Federal Student Aid (FAFSA) are key steps in the process. This is the same time in which some families may be challenged to complete the steps necessary to access a postsecondary education.

Applying for admission and aid

Counseling resources may be limited at secondary schools, so support in building awareness about college admissions testing dates and fees is always helpful. In addition, most first-generation students with Spanish-speaking families can

benefit from your help in preparing college applications. Many schools offer this support, but it never hurts to have college representatives available to answer basic questions about applying.

Obviously, the FAFSA is another critical step in the process. Although most families today understand that financial aid is a necessary part of pursuing a higher education, those unfamiliar with higher education in general may perceive financial aid as public assistance and shy away based on the stigma it represents. Therefore, it's important to emphasize to students and families that everyone should consider going through the process.

Several guarantors offer outreach programs in the mid to late winter that help families and students prepare the FAFSA. These efforts include events at high schools, malls, churches, and other institutions that support educational efforts. For Spanish speakers, these programs may include video programs and materials, as well as special events reaching specialized populations. Use these resources whenever possible.

Exploring futures: Campus visits and interviews

First-generation students and their Spanish-speaking families may also take advantage of on-campus interviews and tours. Arrange to have bilingual students available to provide campus tours and highlight support services. Be prepared for the full family to participate—exploring the future home of the student can be a family affair.

A visit to the financial aid office, especially if you have Spanish-speaking counselors available, can also be invaluable to the first-generation student and their Spanish-speaking family. Most families are wary of filling out forms that disclose personal information, and families unfamiliar with the education finance process will be no different. A counselor fluent in the language can allay any concerns and explain when and how the information will be used.

If student loans are a consideration, this is also a good time for a counselor to explain the process of borrowing for an education. Some Spanish-speaking cultures are wary of the concept of credit, so it is possible that some families will take a negative stance: "If we can't pay for it now, we can't afford it." Respecting decisions is important. However, first-generation families may benefit from exploring the costs as an investment in the students' future.

Creating relationships is key

And finally, in all of these interactions, relationships are important. Encourage your institution's student support offices to provide names and phone numbers to first-generation students and their Spanish-speaking families. These efforts may contribute to a student's eventual success in completing their education.

Bill McFarland is a senior regional account executive with TG serving schools in LASFAA. You can reach Em at (800) 252-9743, ext. 2505, or by e-mail at bill.mcfarland@tgslc.org. Additional information about TG can be found online at www.tgslc.org.