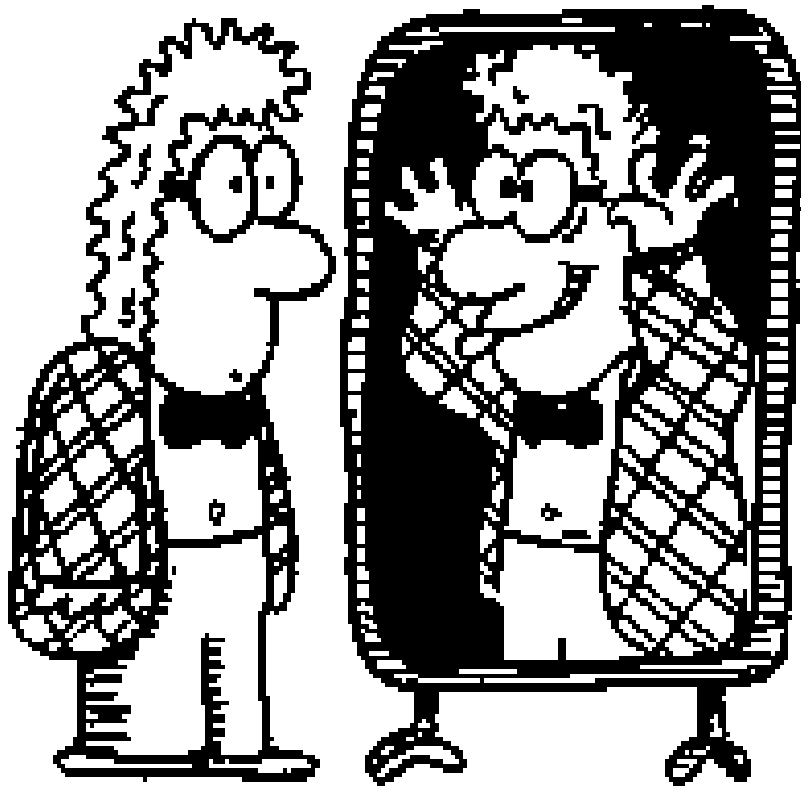


SUNYFAP 2010



Same As It Never Was

WELCOME

“Same as it NEVER was!” seems to be a very appropriate theme for the 2010 SUNYFAP Conference. Things have changed considerably over the last 5 years and there doesn’t appear to be an end in sight soon. This conference comes at a time of the year where legislation is just being passed and interpreted. We think we have a very informative and timely conference program this year and we hope you do too.

These are challenging times for SUNY, our offices, our students and their parents. We are not likely to see anything this significant again in our lifetime. It is a perfect time to evaluate where we are and what we can do for the future of financial aid and SUNYFAP.

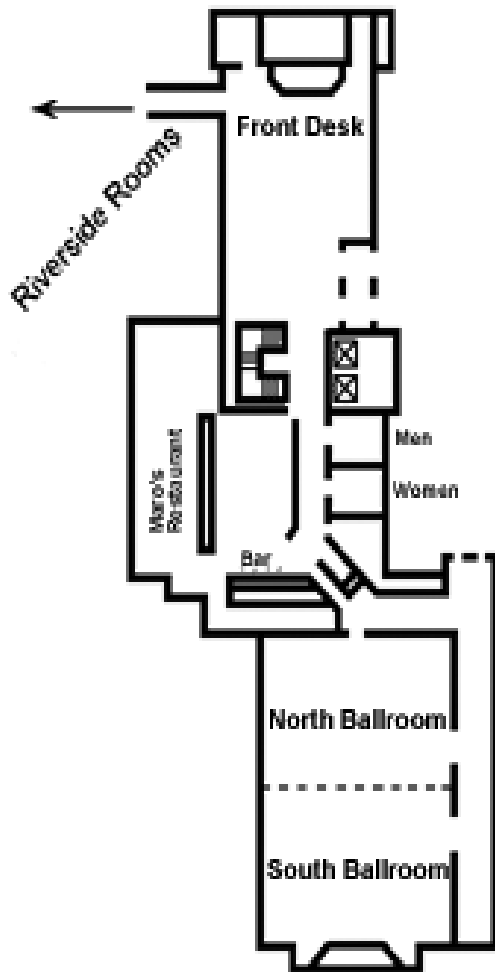
I don’t think we have yet seen the end of the changes and the next couple of years will most likely be just as challenging. Financial Aid professionals have a resilience that is unmatched in higher education. We are used to change and we can just about handle anything! One thing we will always do is keep the student’s needs in the forefront regardless of how it affects ourselves.

Please enjoy the camaraderie and networking that is the underlying positive effect our conference. We hope you leave here feeling that you have learned something! Kudos to the Conference Committee, please let us know if you have any ideas or concerns that we can take into consideration for future conferences!

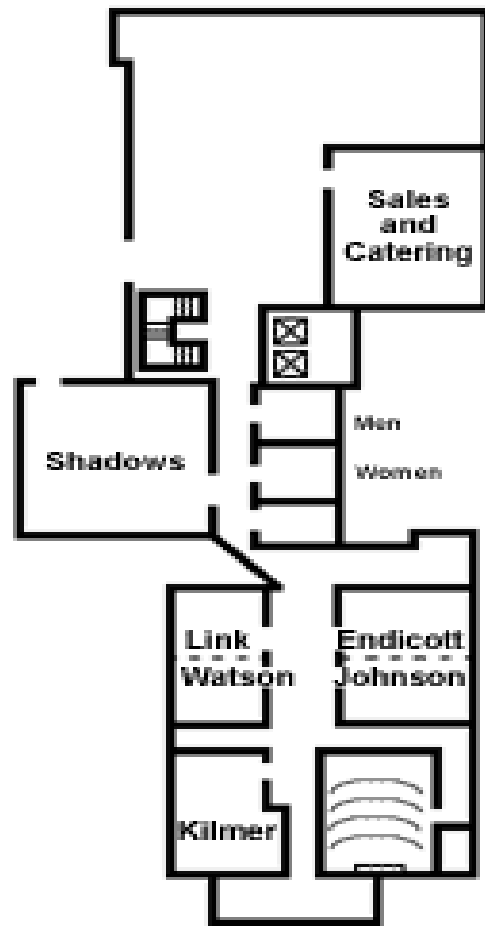
Thank you!

*Kerrie L. Cooper
SUNYFAP President*

LOBBY LEVEL



LOWER LEVEL



2010 SUNYFAP Conference Committee

Brian Smith

SUNY Cobleskill
Conference Chair

Karen Taylor

SUNY Cortland
Co-Chair Facilities Committee

Sheila Cooley

SUNY Oswego
5K Run

Anne Barton

NSLP
Program Committee

Rebecca Burton

SUNY Cobleskill
Program Committee

Kerrie Cooper

SUNY Canton
Conference Committee

Sandy Stevenson

Edfund
Program Committee

Bonnie Evans

NYS HESC
Co-Chair Registration Committee
Co-Chair Publicity Committee
Co-Chair Program Committee
Evaluations

Nancy Hughes

SUNY Delhi
Registration Committee

Megan Kennerknecht

Binghamton University
Co-Chair Program Committee

Nick McCook

EdAmerica
Co-Chair Facilities Committee

Erin Zagaski

Citizens Bank
Conference Committee

Chris Jadlos

SUNY Geneseo
Conference Committee

Wednesday, April 21, 2010

- 10:00-5:00** **Conference Registration (Lunch on your own)** **Lower Level Foyer**
- 11:30-1:00** **General Session**
Federal Update **Grand Ballroom**
The presentation will center on the up to date information available on a number of Department of Education activities and initiatives. The session will concentrate more specifically on the status of the current negotiated rulemaking process, recently published final regulations and guidance, including some preliminary points with regard to two Federal Pell Grants in one award year.

Presenter: Fred Sellers, Senior Policy Analyst, Department of Education
Moderator: Anne Barton, AFC Regional Director of Business Development, NSLP
- 1:00-1:15** **Refreshments**
- 1:15-2:15** **General Session**
Year-Round Pell **Grand Ballroom**
This session covers the new Federal Pell Grant Program statutory requirements that provide up to two consecutive Federal Pell Grants in one award year to eligible students. The session will cover the statutory requirements that an institution must implement in the 2009-2010 award year and the new regulatory requirements that an institution must implement in 2010-2011 and subsequent award years.

Presenter: Fred Sellers, Senior Policy Analyst, Department of Education
Moderator: Anne Barton, AFC Regional Director of Business Development, NSLP
- 2:20-3:20** **Concurrent Sessions**
- 1. Positioning For the Future** **Endicott/Johnson**
What will be the scope of Financial Aid in the coming years? This presentation will challenge you to think creatively about the future of Financial Aid staff and review of the factors that are likely to shape and influence the scope and vision for Financial Aid.

Presenter: Dennis Chavez, Director, Financial Aid Services, Binghamton University
Moderator: Patti Donahue, Associate Director, Financial Aid Services, Binghamton University
- 2. NCAA Financial Aid Reporting** **Kilmer**
The awarding of student financial aid to student-athletes at Division III schools is regulated by a series of bylaws that strictly prohibit the awarding of athletic scholarships, disallow the consideration of athletics participation and ability in high school or college in the awarding of student financial aid and call for the equitable and consistent treatment of athletes and other students throughout the aiding process. At many Division III schools, an integrated enrollment management strategy, that includes student financial aid, admissions and enrollment, will determine who receives institutional gift aid and the amount they receive. This educational session will examine the impact of these facets of enrollment strategy on NCAA Division III financial aid regulations.

By teleconference: Eric M. Hartung, Ed.D. Associate Director of Research for Division III, NCAA
Jeff Myers, Associate Dir. of Academic Membership Affairs, Division III Governance Liaison, NCAA
Facilitator: Dan Tramuta, Associate Vice Provost Enrollment Services, SUNY Fredonia
Moderator: Karen Taylor, Sr. Financial Aid Advisor/Loan Coordinator, SUNY Cortland

Wednesday, April 21, 2010 continued

- 2:20-3:20** **Concurrent Sessions continued**
3. Financial Literacy Programs, How Do You Know They work? **Link/Watson**
Everyone agrees that students need additional training in financial literacy. As you address financial literacy on your campus, how do you know that it works for your students, and how do you get them to participate? This session will provide some unique ideas in presentation and delivery.

Presenter: John Austin, Senior VP of Customer Relations, NYSHESC
 Jenn Dwire, Client Relations Manager, NYSHESC
Moderator: Nancy Hughes, Director, Financial Aid, SUNY Delhi
- 3:30-3:45** **Welcome and Opening Remarks** **Ballroom**
Kerrie Cooper, SUNYFAP President. Director, Financial Aid, SUNY Canton
- 4:00-5:00** **General Session: HESC Update** **Ballroom**
HESC senior staff will discuss the 09/10 TAP processing year, as well as the initial start up of NYHELPS, and will give a preview of initiatives, products and services school administrators can expect for 2010/2011.

Presenters: HESC Staff
Moderator: Kerrie Cooper, Director, Financial Aid, SUNY Canton
- 5:15-6:30** **5th Annual 5K Run/Walk Scholarship Fundraiser**
Please meet in the hotel lobby. Transportation will leave at 5:15pm. **Otsiningo Park**
- 6:30** **Dinner on your own**
- 7:00-1:00** **Networking at The Red Splash Lounge** **Ramada Lower Level**

Thursday, April 22, 2010

- 7:30-8:30** **Breakfast** **North Ballroom**
- 9:00-3:00** **Vendor Meeting Room Open** **South Ballroom**
- 8:00-11:00** **Conference Registration** **Lower Level Foyer**
- 8:30- 9:30** **Concurrent Sessions**
1. Year-Round Pell (Repeat Session) **Kilmer**
This session is a repeat of the Wednesday's General Session.

Presenter: Fred Sellers, Senior Policy Analyst, Department of Education
Moderator: Anne Barton, AFC Regional Director of Business Development, NSLP
- 2. Professional Judgment** **Endicott/Johnson**
The session will review the rules governing professional judgment and examine ways of approaching specific scenarios of extenuating circumstances.

Presenter: Kent McGowan, Director, Financial Aid, SUC Buffalo
Moderator: Warren Hoffman, Past-President, Retired

Thursday, April 22, 2010 continued

- 11:00-12:00** **Concurrent Sessions continued** **Endicott/Johnson**
Based on questions/discussion, session may be extended. Lunch is available until 1:30
3. HEOA Net Price Calculator: Project Update & Data File Review
During the past two meetings, SUNY has briefed FAP on the requirements of the HEOA Net-Price Calculator, which campuses must make available to students by November 1, 2011. SUNY recently informed presidents that System Administration will build the calculator centrally for all campuses. A committee of financial aid directors has been advising SUNY on the data elements needed to support the calculator. This session will be an in-depth review of the data and associated business rules in the file that campuses will send to SUNY early in 2010-11.
- Presenter: John Porter, Associate Provost for Institutional Research
Helen Ernst, Assistant Director for Institutional Research Systems, Development and Data Warehousing
Hilda Hardy, Systems Analyst, HEOA Net-Price Calculator Project
Moderator: Brian Smith, Director, Financial Aid, SUNY Cobleskill
- 12:00-1:30** **LUNCH** **North Ballroom**
- 1:00-2:00** **General Session** **North Ballroom**
Direct Loan Servicers Panel
This session is for schools whose students have FFELP Loans that have been sold (PUT) to the Department and are now owned by ED. The session will discuss student and school impacts in an environment in which there are additional servicers. A representative from ED will explain the role of the additional servicers and the methodology for measuring customer satisfaction. A panel of representatives from the contracted additional servicers will also be available to discuss their role and services they will be providing.
- Presenters: Jim McMahon, DOE Doug Tinder, ACS
Dan Weigle, PHEAA Bill Horn, Great Lakes
Anne Del Plato, Nelnet Sarah Ravnock, Sallie Mae
Moderator: Karen Taylor, Sr. Financial Aid Advisor/ Loan Coordinator, SUNY Cortland
- 2:00- 3:30** **SUNGARD Spring Regulatory Release Webinar** **North Ballroom**
SUNGARD will be releasing their Banner Financial Aid Spring Regulatory Release on Friday, April 9th and offering a webinar to provide more information regarding COD updates and Year-Round Pell Processing.
Moderator: Megan Kennerknecht, FA System & Federal Programs Coordinator, Binghamton University
- 2:45-3:45** **Concurrent Sessions** **Link/Watson**
1. NYS Grants and Scholarships; Where We Are; Where We're Going
In addition to a processing update for 2009-10 and 2010-11, this session will feature the exciting innovations on the horizon in HESC's TAP and Scholarship processing. The new Student Status Listing (Comprehensive), which includes all TAP and scholarship data, both on our regular system and the Consolidated Scholarship Roster System, will be presented in detail. Also, we will be showing prototypes of the new inquiry web pages which will display all scholarship and TAP student data from both processing sources.
- Presenter: Norene Grose, Dir of Financial Services, Grants & Scholarships, HESC
Todd Palmiere, IT Manager, HESC
Moderator: Bonnie Evans, Manager, Client Relations, HESC

Thursday, April 22, 2010 continued

- 2:45-3:45** **Concurrent Sessions continued** **Endicott/Johnson**
- 2. Consortium Agreements**
- Still confused about consortium agreements - should you offer them or not, what do you need to do, what are others doing? This session will cover the regulations as well as point out the pros and cons of consortium agreements. The presenter will share the process at The College at Brockport and cover all you need to know about compliance where consortium agreements are concerned.
- Presenter: Scott Atkinson, Assistant Vice President for Enrollment Management,
SUNY Brockport
Moderator: Nancy Hughes, Director, Financial Aid, SUNY Delhi
- 3:45-4:00** **Refreshment Break**
- 4:00-5:00** **Concurrent Sessions**
- 1. Banner Best Practices/ SICAS FAUG Meeting** **Link/Watson**
- Due to tight budgets, it seems we need to maximize our systems to do more for us. This is a discussion based session for Banner users. Topics include: Processing federal, institutional, and outside aid, R2T4, SAP and much more. Come to discuss, listen and hopefully learn something new.
- FAUG Meeting: This session will also feature John Ivankovic, Director of Financial Aid at OCCC sharing his experiences with his recent upgrade to Banner 8. Additionally, updates from the SICAS Center will be presented covering: the recent IPEDS solution delivered to schools, upcoming Direct Loan vouchering enhancements, new SUNYHR XML files for College Work Study, the SIRIS project (financial aid reporting), the new Student Status Listing layout and new procedures for contacting the SICAS Center.
- Presenters: Megan Kennerknecht, FA System & Federal Programs Coordinator,
Binghamton University
John Ivankovic, Director, SUNY Orange and FA FAUG Chair
Bill Cavin, Financial Aid Solutions Specialist, SICAS Center
Moderator: Patti Donahue, Associate Director, Financial Aid, Binghamton University
- 2. SUNYFAP Long-Range Planning** **Kilmer**
- A lot has changed in a few years. SUNYFAP wants to work on its first long range plan. This session will allow SUNYFAP members a chance to participate in a SWOT analysis of our organization and brainstorm some ideas. The information will go to the SUNYFAP Executive Council to assist in developing a plan for the future of SUNYFAP.
- Facilitator: Kerrie L. Cooper, SUNYFAP President
- 3. Ask Ellsworth** **Endicott/Johnson**
- Come to hear how The College at Brockport utilized Right Now Technology to implement a knowledge database of frequently asked questions and also a marketing tool to significantly reduce walk in traffic, phone calls and e-mails while allowing access to valuable information on a 24/7 basis. See how the use of technology has been used to offset staff reductions and limited resources in all the student service offices.
- Presenter: Scott Atkinson, Assistant Vice President for Enrollment Management,
SUNY Brockport
Moderator: Warren Hoffman, Past-President, Retired

Thursday, April 22, 2010 continued

6:00-7:00	Bill Troy Memorial Colloquium This event at our annual conference is intended to honor the conference participants and pay tribute to William A. Troy who was an outstanding and dedicated SUNY Financial Aid Professional and friend. John Curtice - 2010 Colloquium Speaker (Inaugural) Dan Hunter - History of Bill Troy Colloquium Presentation of William A. Troy Service Award	Grand Ballroom
7:00-8:45	Banquet and Awards	Grand Ballroom
9:00-1:00	Entertainment at The Red Splash Lounge	Ramada Lower Level

Friday, April 23, 2010

8:00-10:00	Breakfast	North Ballroom
9:00-10:00	General Session 1. Veteran's Benefits Changes First year implementation of the new Post 9/11 GI Bill has presented challenges for veteran students and Financial Aid Staff across New York. Please Join Jim McDonough and Andy Davis of the New York State Division of Veterans' Affairs as they lead a review of financial aid lessons learned during this first year of implementation, as well as a preview of planned areas of improvement and work underway to better meet the financial aid needs of returning veteran students and their families Presenters: James D. McDonough Jr., Director of NYS Div. of Veterans Affairs Andrew Davis, Sr. Training Technician, Div. of Veterans Affairs Moderator: Bonnie Evans, Manager, Client Relations, HESC 2. Transitioning to Direct Loans & Maintaining Your Sanity (Repeat Session) Come join three Financial Aid Professionals as they discuss the good and bad on transitioning to Direct Loans. This open-forum Q&A session will give participants the opportunity to ask all of your burning questions. Panel: Kerrie Cooper, Director of Financial Aid, SUNY Canton Karen Taylor, Sr. Financial Aid Advisor/Loan Coordinator, SUNY Cortland Moderator: Heather Adner, Sr. Financial Aid Advisor, SUNY Canton	Endicott/Johnson Link/Watson
10:00	SUNYFAP Update/ Business Meeting	North Ballroom

