

RIASFAA Conference

June 13th, 2018

Business meeting called to order at 9:25 am by RIASFAA President Shannon Gallagher

Welcoming Remarks, Shannon Gallagher, President

- Thank you to Anne McDermott for hosting the conference at Salve.
- No VP so challenging year for executive board but we were able to get through.
- Importance of volunteering for H.S nights.
 - o And other committees that RIASFAA offers.
- Thank you to all of the conference committee, and vendors here today

Treasurer's Report, Joanna Nagelhout

- Proposed budget, copies on tables
- Gave members our new P.O box for all correspondence.
- Spoke about great experience to be a RIASFAA board member, encourage everyone to run
- 4 students awarded the amaral and pell scholarships
- Motion to approve budget

Secretary's Report, Shannon Gallagher, in Melissa Donahue's absence.

- Motion: To approve minutes from October, 2017 conference
- Vote: Motion carried

No new business, No old business

No new members

Sam Veeder, EASF AA President

- We are the second state visit since Sam took over as President of EASF AA
- Sam encourages volunteering at EASF AA, great opportunities.
- President elect and treasurer are positions open this year
- More collaboration of states
- Thank you to Wynette Zuppati for serving on EASF AA board, and for Anne currently serving on board.
- Working on EASF AA stregic plan, survey sent out 275 respondents.
- Next plan very soon
- Sam spoke about past president Kristi Jovell, Kristi was able to get 850 members, 300 more then previous year.
- 10 credential EASF AA topics
- EASF AA Leads
 - o Ledership and special development
 - o Webinars free to members
- NASFAA focus is credential training.

- NASFAA U training
- May 5-8, 2019 EASFAA conference, Westin hotel, Portland, ME
- 2020 EASFAA Manchester NH
- Ad-hoc committee working on future of annual conferences.
- EASFAA institutional membership
 - o Instiitutional membership and individual membership available
- More flexible options will increase membership
- Individual membership \$60 1- 4 persons, \$300 per institution 5 or more members
- Schools with separate campuses, each individual campus will have to pay fee
- By-law change 2/3rd vote needed now on votes
- EASFAA going forward
 - o Stay fiscally strong
 - o Volunteers

- Thank you Rhode Island for having me.

Scholarship Annoucements, Stacey Pettela, scholarship committee

- 4 scholarships this year

Nominations Committee, Ed Maroney

- Up to this point, no interest for President Elect, will extend out to the October conference.

Professional Judgement and Dependency Overrides, Sam Veeder

- Case by Case PJ examples
- Bring appeals to staff meeting, meet as a group and discuss, good way to grow as a team
- Went over areas to do PJ, and areas you can't do a PJ
- Get documentation for appeals.
- Example of a dependency override
- Questions for Sam.

Jim Fowler – VP of Enrollment Management, Salve Regina

- 4.5 years at Salve
- We are at a Higher Education tipping point
- Jim recommends to read “Demographics and the Demand for Higher Education” by Nathan Grawe.
 - o Shifting demographics from Northeast to Southwest
 - o Rising Income
 - o Diversity
 - o Increase competition
- Spike in appeals on the need based or academic based side.
- RI schools demographic spiked in 2010, down ever since.
- Increase in Hispanic and black by 2027 more then any race
- Financial models of schools are so important, more then ever.
- 1/3 of college students struggle with food and housing

- Challenge in borrowing just going to get worse.
- Net tuition revenue going to keep going down.
- Increase in competition of schools.
- Pressure on schools to hold discount rate
- Dramatic change in family expectations
- Students and families are going to be looking for deals
- Schools need to worry about revenue over discounts
- All schools need to recognize change in diversity population
- RI schools are in trouble if they don't come together.
- Get back to good old days when schools shared and cooperated with each other
- Advocate for better state and federal financial aid policy.
 - o Be a voice!
- Keep the faith!

Anne McDermott, General Announcements

- Trying to get a group together from RI to get EASFAA credentials
- 1 credential through NASFAA is \$299
- EASFAA credential much less

Conference adjourn.