



SDASFAA ANNUAL BUSINESS MEETING MINUTES

Tuesday, March 14, 2017 - 12:30 PM Central Time
Holiday Inn City Centre, Sioux Falls

2017 Executive Council Members

Becky Pribyl (NSU) President
Beth Vollan (SDSU) President-Elect
Micah Hansen (SDSU) Past-President
Marlene Seeklander (LATI) Secretary
Katie Nelson (BHSU) Treasurer
Jacob Schuring (BHBC) and Carrie Jordanger (LATI) Members at Large through 2017
Julie Pier (USD) and Maureen Schuchardt (PC) Members at Large through 2018
Lucas Winterberg (BND) Associate Member at Large

2017 Committee Chairs

HS Counselor Workshop Committee Becky Pribyl (NSU) Committee of Record and Website Kristy O’Kief (WDT)
2018 Spring Conference Committee Becky Pribyl (NSU) Beth Vollan (SDSU)
2017 Spring Conference Committee Micah Hansen (SDSU) Recognition Committee Micah Hansen (SDSU)
Review Committee Kim Nida (BHSU) Fall Decentralized Training Beth Vollan (SDSU)
Membership Committee Erin Richards (SDSM&T)

Call Meeting to Order

President Becky Pribyl called the meeting to order at 12:41 p.m. A quorum was confirmed by Marlene Seeklander, SDASFAA Secretary.

Approval of Agenda

Ken Kocer made a motion to approve. Julie Pier seconded. Motion carried.

Approval of April 5, 2016 Annual Business Meeting Minutes

Becky reported that the April 5, 2016 draft minutes had been posted to the SDASFAA web site and printed copies were available at each table. Becky stated that the minutes do not require approval by the membership and are for documentation purposes.

Officer Reports

Secretary (Marlene Seeklander)

Marlene had nothing additional to report.

Treasurer (Katie Nelson)

Please refer to the Treasurer Reports at the end of the meeting minutes.

Katie highlighted various items on each of the various reports. She reported that Membership dues are down due to the closing of Globe University and Kilian Community College. Memorials has been separated from miscellaneous income into its own category.

President-Elect (Beth Vollan)

NASFAA Leadership Conference and Expo

February 26 through March 1, I attended the Association Management track at the NASFAA Leadership Conference in Washington, D.C. This was a great professional development experience, and I am extremely grateful to SDASFAA for providing me with this opportunity. The sessions were meaningful, covering a wide-range of topics including budgeting, running a meeting, and general leadership skills. I met president-elects from several other state associations including a few from other RMAFSA states.

Katie Nelson and I participated in the Hill visits on March 1, the last morning of the conference. We were invited to a constituent coffee where we met Senator Thune, Senator Rounds, and Representative Noem. Later, we had meetings with staff members from Senator Thune’s and Senator Rounds’ offices.

Decentralized Training

One of my primary responsibilities this year is to chair the 2017 Fall Decentralized Training Committee. Decentralized Training Committee members include Melissa Simpson, Marlene Seeklander, Lynn Myron, Amber Brockel, and Theresa Esser. We held our first meeting Monday March 13th. I am thankful to have such a great group to help plan the event.

The event has been scheduled for Tuesday November 14 and Wednesday November 15 at the AmericInn in Chamberlain. A SDASF AA Board meeting will be held in conjunction with the event. We are in the beginning stages of planning the programming for the event. Joe Massman from the U.S. Department of Education is scheduled to present a Federal Update via phone on the afternoon of the 14th. Please let one of the committee members know if you have any programming ideas or other suggestions.

Past-President (Micah Hansen)

Past-President Report

In my role as Past-President I have been working as chair of the 2017 Spring Conference Committee. I have also been working as chair of the Recognition Committee and sent out requests for our annual awards (Douglas Steckler, Outstanding Service), as well as prepared the awards for years of service and board/committee chair certificates.

I will be continuing to work with any tasks as asked by members of the Executive Committee, and will also be working on building suggestions for the upcoming board nominations cycle.

2017 Spring Conference Committee

The committee had its last update call on March 8th to finalize any details and prepare for the upcoming week. Members on the committee for the conference are: Micah Hansen, Becky Pribyl, Maureen Schuchardt, Karrie Morgan, Emily Studenski, Cassandra Boyer, and Cheryl Glazier.

Site:

BOE forms and banquet estimates were reviewed and updated for an increase in need for vendor tables, and adjustment to food numbers. We will have 4 exhibitors with Wells Fargo as a last minute addition. We did add some a la carte items to the Tuesday breakfast to increase protein options (common feedback complaint for that meal), and also received a couple of cost breaks for meals and our break. There will be no cash bar at the banquet as the hotel bars is just around the corner.

Program:

We have a solid program with a variety of panel participants and speakers. Attached is the current program for review. The only concern at the time of writing this report is the uncertainty of attendance of Joe Massman from the US Dept of Ed due to some changes in federal travel. We hope by the time of the meeting we will know if we will have him in person or via phone/webinar. One change is that the conference program will be online and not provided in print (attendees informed via email on Thursday prior to conference to check site). There will be a limited number of printed items distributed at registration. There are 32 members that will be attending the SAP credentialing in person on Monday, and 85 RMAF AA members signed up for the webinar.

Registration:

We have 52 registered for the conference after 2 refunds for medical reasons that were approved. Name tags and handouts are printed and ready to go.

Door Prizes:

Marlene Seeklander has kindly donated some door prizes for the conference, and Cheryl assembled a few additional prizes for the conference.

Recognition Committee Report

"Years of Service Awards" plaques are all prepared and ready for presentation at the "Awards Banquet". A special "thank you" to Kristy O'Kief for all her work in keeping the SDASF AA members "years of service document" up to date.

For the Douglas Steckler and Outstanding Service Awards, a request for nominations was sent out to the membership, and three nominations were submitted for the Douglas Steckler Award and one nomination was submitted for the Outstanding Service Award.

The SDASF AA Recognition Committee voted via "survey monkey" on the Douglas Steckler Professional Development Award. The Outstanding Service Award did not require a vote. The results will be announced during the Awards Banquet on Tuesday evening.

Certificates for the 2016 SDASF AA Executive Board and Committee Chairs are also ready for presentation.

SDASF AA is committed to the belief that no one should be denied access to post-secondary education because of a lack of family resources or knowledge of the financial aid delivery system or application process. SDASF AA's goal is to assist those seeking assistance through all Title IV regulations.

President (Becky Pribyl)

First of all, thank you. Thank you for this opportunity to represent and serve SDASF AA. This past year has been a tremendous experience. I'm working with some wonderful people and the support of the membership has been constant and invaluable. Thank you so much for that.

Update

Some of the things I've been working on: the 2016 Decentralized Training Committee and the 2017 and 2018 Spring Conference Committees. Reports for those are coming up a little later. In January, the 2017 committee assignments were finished and sent out. Thank you to everyone who volunteered to serve on a committee this year. We've got a terrific group of people assembled with a good mix of experience levels too. I'm excited about working with you and looking forward to a great year.

In the last 4 months we've had 3 SDASF AA board meetings – there has been no slacking in Association administration. Thank you, board members, for being awesome and hanging with me during our crazy timeline. A couple things to mention from those meetings, the Policy and Procedure Manual has been updated; the latest version is on the website. We also welcomed a new member to SDASF AA, Mapping Your Future, and Cathy Mueller is here representing them.

At the RMASF AA level, I've attended the incoming RMASF AA Board Meeting and the Annual Conference held in Rapid City last fall, as well as the Winter Board Meeting that was held on Friday in Denver. Some notable mentions: the Diversity and Multicultural Scholarship application is available online/they award scholarships for both Summer Institute and the Annual Fall Conference; for anyone interested in participating in the Leadership Pipeline program, the application for that is also available online. I'd like to mention that SDASF AA provides scholarships to pipeline participants so consider that an extra incentive to apply for Leadership Pipeline if you are interested.

Communication

When it came to setting Association goals for the upcoming year, I considered what it is that I bring to the table. And one of my strengths is writing stuff down. For 2017 and my term as President, the goal I've chosen to work toward is communication. I hope you all appreciate the fact that I chose a wide target that makes achievement virtually guaranteed. But the focus is on keeping the membership informed, creating written records, and sharing information. Hopefully, you've all been receiving the monthly emails I'm sending to the listserve with the current happenings in the Association; the emails are also being posted to the SDASF AA website on the Newsletters page. The plan is to continue these throughout the year.

Another communication strategy is that I've contacted all of the 2017 Committee Chairs and asked them to spend this year creating a committee handbook. The Policy and Procedure Manual and Constitution offer a starting point of what each committee does; the goal is that the committees will create a handbook that describes how to operationalize those duties. Our Association functions because we have dedicated and willing volunteers, and yet every year, we ask each new committee to reinvent the wheel: to figure out how to accomplish their duties or to find someone who has done it before. I think that anything we can do to make their responsibilities easier, is worth doing, so the plan is that by the end of the year when Beth creates our 2018 Committees, she'll have a handbook to give each one that says "here's how you do it". Again, we've got an impressive group of people making up our committees this year and I'm eager to see what they come up with.

For the same reason, the third strategy for improving communication is that I've also asked that the current Executive Council members spend this year making notes and jotting down some thoughts of what they wish they would have known before they started, what they've learned along the way, and the like. Create something to keep on file and to pass to the next person. In case you're curious, the document for the office of SDASF AA President is currently 13 pages long – I'm telling you, write it down. By the end of the year, I'd like to have a written record of how this Association accomplishes its basic functions. To that end, I'd like to extend an invitation to all of you – if you've got a fondness for writing stuff down that is anything like mine, please feel free to send me any Association procedures you've got.

To sum up, the goal for 2017 is to say it, write it, and share it. Thank you again for all your hard work and for giving me this incredible opportunity to learn and to serve. Thank you.

Becky called for a motion to approve the officer reports. Julie Pier made a motion to approve. Deb Henriksen seconded. Motion carried.

Old Business - 2016 Committee Reports

High School Counselor Workshop Committee (Micah Hansen)

The workshops were held in September 2016. This was the first year in the partnership with CCASD and combining our workshops. Micah stated that he will discuss the workshops in more detail during one of the sessions this afternoon. We'll discuss where it was, where we want to go, and what we want to do in the future.

Spring Conference Committee (Ken Kocer)

The 2016 SDASFAA Spring Conference was held at the Rushmore Plaza Holiday Inn, Rapid City, SD on April 4-6, 2016. The theme of the conference was "The Financial Aid Journey...Don't Stop Believin'". We had 55 attendees at the conference, which was a great turnout.

The conference featured speakers were Joe Massman, US Department of Education, Stephen Payne, NASFAA, Dee Lawrence, Cheyenne River Sioux Tribe, Joe Donlay, RMASFAA President, Marlene Seeklander presenting the RMASFAA Training Topic – Become a Financial Aid Superhero with RMASFAA Best Practices, along with motivational speakers Dr. Lois Flagstad, VP for Enrollment and Student Affairs, BHSU and Leah Braun, Harney Business Group.

Erin Richards, serving on the conference program committee, sent a conference survey out to attendees and received 30 responses, which is an excellent response rate. Overall the survey showed "high satisfaction" with the conference sessions and activities.

Respectfully submitted,

Ken Kocer
SDASFAA 2016 Spring Conference Chair

Recognition Committee (Ken Kocer)

SDASFAA members were honored and recognized at the SDASFAA Banquet and Awards Night on April 5, 2016 at the SDASFAA Spring Conference in Rapid City.

Years of Service Awards were given to:

Char Skjonsby – 35 years
Carmen Neugebauer – 35 years
Cheryl Bullinger – 30 years
Ken Kocer – 25 years
Laura Fiedler – 15 years
Lynette Grabowska – 15 years
Laura Schultz – 15 years
Carol Stevens – 15 years
Emily Studenski – 15 years
Morgan Huber – 10 years
Bob Prouty – 10 years

The "Douglas Steckler Professional Development Award was presented to Marlene Seeklander and the "Outstanding Service Award was presented to Monica Gannon.

Respectfully Submitted,

Ken Kocer
Chair of the SDASFAA 2016 Recognition Committee

Review Committee (Karrie Morgan)

2016 SDASFAA Review Committee Report

January 31, 2017

Committee Members:

Cheryl Bullinger (NAU), Karrie Morgan (USF), and Jacob Schuring

The SDASFAA Review Committee met on January 31, 2017 via conference call and have reviewed the 2016 financial paperwork and found the documentation and procedures of the SDASFAA Treasurer, Katie Nelson, to be accurate and in good order. Excel spreadsheets and receipts were provided by the SDASFAA Treasurer to the Review Committee via email. Upon review, further documents were requested as a spot check and I spoke with Katie Nelson about the details. After review of the additional documents by the Review Committee we had no further questions.

Items reviewed:

- *Income and Expense spreadsheet
- *Spring 2016 Conference spreadsheet
- *Historical Record spreadsheet
- *2015 Tax Return
- *Executive Board lunch receipts for 2016
- *Receipt for the SDASFAA state gift at RMASFAA
- *Documentation for Check #1548 and #1559
- *2015 Review Committee Report

Processes reviewed:

*Sales Tax-SDASFAA is not sales tax exempt and the previous SDASFAA Treasurer reminded members to ensure bills included sales tax. We discussed with the SDASFAA Treasurer Katie Nelson to ensure sales tax had been included for 2016 and upon review she determined a couple of receipts where sales tax was not included and will work to get those corrected.

In addition, one of the Review Committee's recommendations last year was to modify the Policy and Procedures Manual to specify that SDASFAA pay for the President-Elect/Treasurer to attend the Leadership Conference, rather than just stating that they will "represent" SDASFAA. Has the modification been added to the Policy and Procedures Manual?

The Review Committee would like to thank Katie Nelson for her hard work and dedication throughout the year. All of her time and energy is much appreciated and the SDASFAA financial records have been well maintained. My thanks to the Review Committee for their thorough review, their time and support.

Respectfully submitted,
Cheryl Bullinger
SDASFAA Review Committee Chair

Committee of Record and Website (Kassandra Boyer)

The 2016 Committee of Record and Website was comprised of Kristy O'Kief, Beth Vollan, Julie Hamer, and Elizabeth Augustine. Kassandra Boyer and Carrie Jordanger joined the committee for 2017, and Elizabeth Augustine left the committee.

SDASFAA Events

The following events were held in 2016:

- SDASFAA Spring Conference held April 4 through 6 at Rushmore Plaza Holiday Inn in Rapid City
- High School Counselor Workshops were held in conjunction with the Council on College Admissions in South Dakota (CCASD) and Dakota Association for College Admission Counseling (DACAC) counselor training events.
- RMASFAA Annual Conference was held October 23 through 26 at Rushmore Plaza Holiday Inn in Rapid City with South Dakota/SDASFAA hosting the event*

*Due to South Dakota hosting the RMASFAA Conference in 2016, Fall Decentralized Training was not held in 2016

Website

No major changes to the website occurred in 2016. The site is still hosted by godaddy.com. On February 10, 2017, the webhosting contract was SDASFAA is committed to the belief that no one should be denied access to post-secondary education because of a lack of family resources or knowledge of the financial aid delivery system or application process. SDASFAA's goal is to assist those seeking assistance through all Title IV regulations.

renewed for two years. The new webhosting contract will expire March 15, 2019.

On February 10, 2017, SDASF AA purchased the SDASF AA.mobi domain which should facilitate creating content compatible with mobile devices.

SDASF AA.org domain expires 8-10-2017.

Yahoo Groups

Yahoo Groups is still the SDASF AA email group along with using them as a place to store files and photos. We have 100 MB for files and 100 GB for photos.

Awards

At the 2016 SDASF AA Spring Conference, the following members received awards for years of service

- 10 Years: Bob Prouty, Mount Marty College
Morgan Huber, Mitchell Tech
- 15 Years: Emily Studenski, Augustana
Carol Stevens, University of South Dakota
Laura Schultz, Wells Fargo
Lynette Graboska, Southeast Tech
Laura Fiedler, Student Loans of North Dakota
- 25 Years: Ken Kocer, Mount Marty College
- 30 Years: Cheryl Bullinger, National American University
- 35 Years: Carmen Neugebauer, Mitchell Tech
Char Skjonsby, Student Loans of North Dakota

The Outstanding Service Award was presented to Monica Gannon from National American University.

Marlene Seeklander from Lake Area Tech received the Douglas Steckler Professional Development Award.

Committee Activity

In December of 2016 the Committee of Record and Website met to welcome new members and discuss goals for 2017. As a result of that meeting the Committee's plans for 2017 include

- Cross-training members on website updating, managing Yahoo Groups, and updating the membership spreadsheet
- Creating written policies and procedures
- Conducting a review of the website

*Other Notable 2016 Events***

- The Olympics were held in Rio de Janeiro, Brazil which was the first time the Olympics were held in a South American Country
- The Chicago Cubs won the 2016 World Series for the first time in 108 years
- We all had 1 extra day last year to get some extra work done (Leap Year)
- The Pittsburgh Penguins won their 4th Stanley Cup
- The Cleveland Cavaliers won their 1st ever NBA Championship
- The Chinese calendar closed out the "Year of Red Fire Monkey" on 1/28/17 and ushered in the "Year of the Rooster"
- SDASF AA turned 46 last September

**The Committee thanks Lucas Winterberg for compiling notable 2016 events for this report.

Membership Committee (Ken Wallace)

2016 SDASF AA Membership Committee Report

The 2016 Membership Committee was comprised of Caleen Jandel - NSU (Board Liaison), Bob Prouty – MMC, and Ken Wallace – Great Lakes. The Membership committee was not able to formally meet in 2016 and with Caleen Jandel leaving the industry in 2016 the committee would like to thank Katie Nelson for her help with compiling the membership information and statistics.

The 2016 Institutional membership was down from 20 paid members in 2015 to 19 paid members. This was due to the closing of Kilian Community College. No new members were reported. The Associate membership also had some changes from 2015 (15 paid members). The South Dakota Board of Regents became an Associate member of SDASF AA, however, Navient, Nelnet and Student Loans of North Dakota did not renew leaving 13 paid members in 2016.

Respectfully submitted by Bob Prouty

Fall Decentralized Training Committee (Becky Pribyl)

Generally, the Fall Decentralized Training event is not held in years when the RMA SF AA Annual Conference is hosted by SDASF AA. However, we did not allow that little tidbit to deter us. After much, much, consideration, discussion and emails, though, we reached the same conclusion. Many thanks to Deb Henriksen and Marlene Seeklander for their work in helping to decide not to host this event during 2016. See you all in fall 2017!

New Business

2017 Budget Review (Becky Pribyl)

Copies of the budget were distributed on the tables at the Business Meeting. Becky reviewed the budget with the membership.

2017 High School Counselor Workshops (Becky Pribyl)

We will have a session on this topic during the Conference. The dates and locations of the 2017 High School Counselor Workshops have been confirmed by Tom Cool, CCASD. The HS Counselor Workshop Committee will meet this evening.

2018 SDASF AA Spring Conference (Becky Pribyl)

The 2018 Spring Conference will be held April 30-May 2, 2018 in Huron at the Huron Event Center/Crossroads Hotel. The Committee met last night to start their initial planning. Becky will do a site visit of the hotel on March 15.

Other

Announcements

RMA SF AA Annual Conference, Wichita, KS: October 15-18, 2017

Beth Vollan, Becky Pribyl and Katie Nelson will attend the RMA SF AA Conference.

SDASF AA Fall Decentralized Training: November 14-15, 2017

It is on the SDASF AA calendar.

Adjourn

The meeting was adjourned at 1:18 p.m. by President Becky Pribyl.

Treasurer Reports

2017 YTD Balance Sheet

BEGINNING BALANCE

Checking	5,956.38
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INCOME

Membership Dues	2,175.00
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Sponsorship Income	1,000.00
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Workshop Income	2,250.00
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Spring Conference	2,250.00
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Support Staff Workshop	0.00
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Decentralized Training	0.00
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High School Counselor Workshop	0.00
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Miscellaneous Income	0.00
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TOTAL INCOME	5,425.00
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EXPENSES

Workshops	0.00
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Spring Conference	0.00
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Support Staff Workshop	0.00
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Decentralized Training	0.00
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High School Counselor Workshop	0.00
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Executive Board	0.00
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Travel	3,184.34
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NASFAA Leadership Conference	3,184.34
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RMASFAA Board Meeting	0.00
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RMASFAA Conference	0.00
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Education Activities	211.86
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Review Committee	0.00
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Membership Committee	0.00
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Committee of Record	211.86
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Recognition Committee	0.00
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General Postage	0.00
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General Printing	0.00
Memorials	0.00
Miscellaneous Expenses	0.00
TOTAL EXPENSES	<u>3,396.20</u>
TOTAL TRANSFERS	<u>0.00</u>
Savings	0.00
CD's	0.00
ENDING BALANCE -- Checking	<u><u>\$7,985.18</u></u>

At this point, we are still expecting an additional \$225 in membership dues and \$1500 in sponsorship income. I was just notified of the new representative for Wells Fargo, so I will be reaching out to them to determine if they will be renewing their associate membership. As of 3/6, approximately 50% of the spring conference registrations have been paid.

2017 YTD Assets

Savings -- Balance Sheet

Beginning Balance	\$22,911.03
Interest Income	\$ -
Transfers	
Ending Balance	\$22,911.03
(personal savings acct, no fees, 0.05% interest, \$300 min. bal.)	

CD's -- Balance Sheet

CD - US Bank	
Beginning Balance	\$31,099.66
Interest Income	\$ -
Ending Balance	\$31,099.66
(purchased 5/30/14, matures 4/30/19, 59 months, 1.73%)	

Balance Sheet Summary

Checking Account	\$9,946.16
Savings Account	\$22,911.03
CD - US Bank	\$31,099.66
Total Available Assets	\$63,956.85

	2016	2015	2014	2013	2012
Income:	\$13,737.75	\$14,455.00	\$15,627.50	\$16,405.00	\$17,970.00
Membership Dues Income	2250.00	2625.00	2550.00	2325.00	2775.00
Sponsorship Income	3250.00	3550.00	4050.00	4550.00	4550.00
Spring Conference Income	4697.32	3855.00	3972.50	3955.00	4495.00
Decentralized Training Income	0.00	1400.00	1480.00	1650.00	1100.00
Support Staff Workshop Income	0.00	0.00	0.00	225.00	1145.00
Interest Income	0.00	0.00	0.00	0.00	0.00
Miscellaneous Income	0.43	0.00	0.00	300.00	0.00
High School Counselor Workshop Income	3540.00	3025.00	3575.00	3400.00	3905.00
EAC Leadership Development Schol. Income	0.00	0.00	0.00	0.00	0.00
College Goal Sunday Income	0.00	0.00	0.00	0.00	0.00
Expenses:	\$15,445.48	\$13,686.43	\$13,041.53	\$13,819.18	\$16,188.96
Printing and Copying Expense	0	0.00	0.00	27.95	0.00
Executive Board Expense	1358.83	1387.97	1188.65	1855.58	3147.40
Spring Conference Expense	7124.48	4793.02	5827.25	4489.35	6206.72
Decentralized Training Expense	308.55	145.13	728.48	922.44	697.69
Support Staff Workshop Expense	0.00	0.00	0.00	909.28	1632.83
RMASFAA Conference Expense	2241.79	2894.26	2036.89	1688.27	63.60
RMASFAA Board Meeting Expense	0.00	0.00	0.00	0.00	0.00
NASFAA Leadership Conference Expense	1737.72	1624.58	1517.23	1769.46	1665.77
NASFAA Conference Travel Expense	0.00	0.00	0.00	0.00	0.00
General Postage Expense	0.00	0.00	0.00	45.00	0.00
High School Counselor Workshop Expense	1968.15	2327.10	963.92	1395.54	1647.89
Miscellaneous Expense	63.64	28.17	244.15	19.95	289.50
Memorials Expense	150.00	100.00	100.00	100.00	50.00
EAC Leadership Development Schol. Expense	0.00	0.00	0.00	0.00	0.00
Activities Committees Expense	492.32	386.20	434.96	596.36	787.56
College Goal Sunday Expense	0.00	0.00	0.00	0.00	0.00
Assets:	\$59,962.47	\$61,122.26	\$59,807.05	\$57,154.95	\$54,323.33
Checking Account Balance	\$5,956.38	7664.11	6895.54	4309.57	7723.75
Savings Account Balance	\$22,906.43	22892.73	22870.31	22845.38	15975.52
Balance of CD Holdings	\$31,099.66	30565.42	30041.20	30000.00	30624.06
Total Assets from Asset Statement	\$59,962.47	\$61,122.26	\$59,807.05	\$57,154.95	\$54,323.33
	2011	2010	2009	2008	2007

Income:	\$15,745.90	\$18,290.54	\$18,038.45	\$25,046.13	\$28,325.70
Membership Dues Income	3075.00	3075.00	3375.00	4275.00	3525.00
Sponsorship Income	3400.00	4925.00	9150.00	13375.00	16225.00
Spring Conference Income	3640.00	3427.02	3312.95	4410.00	3039.17
Decentralized Training Income	1600.00	2140.00	0.00	0.00	0.00
Support Staff Workshop Income	361.00	0.00	0.00	0.00	0.00
Interest Income	0.52	0.54	0.50	1.23	6.09
Miscellaneous Income	144.38	1712.98	0.00	186.00	0.00
High School Counselor Workshop Income	3525.00	3010.00	2200.00	2310.00	3085.00
EAC Leadership Development Schol. Income	0.00	0.00	0.00	0.00	1500.00
College Goal Sunday Income	0.00	0.00	0.00	488.90	945.44
Expenses:	\$13,538.00	\$11,166.63	\$15,921.56	\$18,269.76	\$19,638.16
Printing and Copying Expense	0.00	25.00	79.95	0.00	0.00
Executive Board Expense	2695.19	2458.71	3889.45	2438.59	1920.21
Spring Conference Expense	2957.00	3479.97	5508.12	6653.28	6421.54
Decentralized Training Expense	651.92	646.19	0.00	100.00	487.32
Support Staff Workshop Expense	1034.97	984.48	1369.11	789.50	683.55
RMAFAA Conference Expense	1830.46	1480.91	1254.68	1795.12	3146.08
RMAFAA Board Meeting Expense	742.88	0.00	103.82	284.98	222.68
NASFAA Leadership Conference Expense	1686.12	250.00	1462.98	2917.19	1109.12
NASFAA Conference Travel Expense	0.00	0.00	0.00	0.00	0.00
General Postage Expense	44.00	4.90	0.00	82.14	41.00
High School Counselor Workshop Expense	963.60	1040.11	1430.95	1488.31	1679.62
Miscellaneous Expense	98.40	10.00	381.00	598.73	29.21
Memorials Expense	200.00	150.00	50.00	0.00	200.00
EAC Leadership Development Schol. Expense	0.00	0.00	0.00	0.00	1800.00
Activities Committees Expense	633.46	636.36	391.50	634.36	793.80
College Goal Sunday Expense	0.00	0.00	0.00	487.56	1104.03
Assets:	\$52,322.54	\$49,694.30	\$42,293.17	\$39,707.70	\$32,425.72
Checking Account Balance	5942.71	8913.47	5066.93	3950.04	21173.67
Savings Account Balance	15968.55	10959.49	8446.61	7435.02	1425.02
Balance of CD Holdings	30411.28	29821.34	28779.63	28322.64	9827.03
Total Assets from Asset Statement	\$52,322.54	\$49,694.30	\$42,293.17	\$39,707.70	\$32,425.72

	2006	2005
Income:	\$30,563.07	\$18,550.50
Membership Dues Income	3375.00	3675.00
Sponsorship Income	15150.00	8851.00
Spring Conference Income	3320.00	0.00
Decentralized Training Income	0.00	0.00
Support Staff Workshop Income	147.50	815.00
Interest Income	8.81	4.50
Miscellaneous Income	0.00	0.00
High School Counselor Workshop Income	2250.00	3705.00
EAC Leadership Development Schol. Income	1500.00	1500.00
College Goal Sunday Income	4811.76	0.00
Expenses:	\$22,210.11	\$22,400.71
Printing and Copying Expense	0.00	0.00
Executive Board Expense	1236.53	1246.98
Spring Conference Expense	4735.58	6320.53
Decentralized Training Expense	677.04	453.95
Support Staff Workshop Expense	1117.87	878.09
RNASFAA Conference Expense	2399.10	1514.00
RNASFAA Board Meeting Expense	342.28	1260.41
NASFAA Leadership Conference Expense	1220.96	2910.07
NASFAA Conference Travel Expense	0.00	1894.56
General Postage Expense	39.32	37.00
High School Counselor Workshop Expense	2153.94	3159.91
Miscellaneous Expense	56.37	87.27
Memorials Expense	100.00	50.00
EAC Leadership Development Schol. Expense	1900.00	500.00
Activities Committees Expense	1578.44	2087.94
College Goal Sunday Expense	4652.68	0.00
Assets:	\$23,513.34	\$14,985.37
Checking Account Balance	12486.13	4133.17
Savings Account Balance	1422.83	1421.24
Balance of CD Holdings	9604.38	9430.96
Total Assets from Asset Statement	\$23,513.34	\$14,985.37

2016 Balance Sheet

BEGINNING BALANCE

Checking	<u>7,664.11</u>
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INCOME

Membership Dues	2,250.00
Sponsorship Income	3,250.00
* \$75 credited from 2015 sponsorship (counted in both years)	
Workshop Income	8,237.32
Spring Conference	4,697.32
Support Staff Workshop	0.00
Decentralized Training	0.00
High School Counselor Workshop	3,540.00
* 2015 H.S. Counselor Workshop (\$150)	
Miscellaneous Income	0.43
TOTAL INCOME	<u>13,737.75</u>

EXPENSES

Workshops	9,401.18
Spring Conference	7,124.48
Support Staff Workshop	0.00
Decentralized Training	308.55
*2015 Decentralized Training (\$308.55)	
High School Counselor Workshop	1,968.15
*2015 H.S. Counselor Workshop (\$39.96)	
Executive Board	1,358.83
Travel	3,979.51
NASFAA Leadership Conference	1,737.72
RMASFAA Board Meeting	0.00
RMASFAA Conference	2,241.79
Education Activities	492.32
Review Committee	0.00
Membership Committee	0.00
Committee of Record	0.00
Recognition Committee	492.32
General Postage	0.00
General Printing	0.00
Memorials	150.00

Miscellaneous Expenses	63.64
TOTAL EXPENSES	<u>15,445.48</u>
TOTAL TRANSFERS	<u>0.00</u>
Savings	0.00
CD's	0.00
ENDING BALANCE -- Checking	<u><u>\$5,956.38</u></u>

FINANCIAL

2016 Asset Statement

Savings -- Balance Sheet

Beginning Balance	\$ 22,892.73
Interest Income	\$ 18.30
Transfers	<hr/>
Ending Balance	\$ 22,911.03
(personal savings acct, no fees, 0.05% interest, \$300 min. bal.)	

CD's -- Balance Sheet

<u>CD - US Bank</u>	
Beginning Balance	\$ 30,565.42
Interest Income	<hr/> \$ 534.24
Ending Balance	\$ 31,099.66
(purchased 5/30/14, matures 4/30/19, 59 months, 1.73%)	

Balance Sheet Summary

Checking Account	\$ 5,956.38
Savings Account	\$ 22,911.03
CD - US Bank	\$ 31,099.66
Total Available Assets	<hr/> \$ 59,967.07 <hr/>

High School Counselor Workshop (HSCW)

2016 HSCW Totals

Income:	3390
Aberdeen	360
Mitchell	420
Pierre	340
Rapid City	660
Sioux Falls	1090
Watertown	520

Expenses:	1928.19
Aberdeen	146.97
Mitchell	0
Pierre	623.47
Rapid City	422.75
Sioux Falls	135
Watertown	0
Materials	600

NSU/Sharon Kienow

Carolyn Halgerson

SDSMT/Erin Richards

STI/Jim Rokusek

Attendees:	187
Aberdeen	18
Mitchell	23
Pierre	21
Rapid City	40
Sioux Falls	57
Watertown	28

Cost per Attendee per Site:	
Aberdeen	8.165
Mitchell	0
Pierre	29.68905
Rapid City	10.56875
Sioux Falls	2.368421
Watertown	0

Average cost per Attendee: 8.465203

Total cost per Attendee: 10.31118