

SDASFAA ANNUAL BUSINESS MEETING MINUTES

Tuesday, April 16, 2019 – 12:30 PM Mountain Time The Lodge at Deadwood, Deadwood, SD

2019 Executive Council Members

Erin Richards (SDSM&T)	President
Carissa Koerner (USF)	
Beth Vollan (SDSU)	
Melinda Fedeler (DSU)	
Carrie Jordanger (LATI)	
Melissa Simpson (BHSU) and Amber Brockel (PC)	Members at Large through 2019
Morgan Huber (MTI) and Tresse Evenson (AU)	Members at Large through 2020
Katie Maley (BOR)	Associate Member at Large

2019 Committee Chairs

HS Counselor Workshop Committee Erin Richards (SDSM&T) 2020 Spring Conference Committee Erin Richards (SDSM&T)

2019 Spring Conference Committee...... Beth Vollan (SDSU) Review Committee..... Rachel Hagen (PC)

Erin Richards (SDSM&T)
e Kristy O'Kief (WDT)
and Micah Hansen (STI)
Beth Vollan (SDSU)
. Melissa Simpson (BHSU)
and Amber Brockel (PC)

I. Call Meeting to Order

President Erin Richards called the annual meeting at 12:30pm with a quorum of voting members present (15 of 18 institutional voting members/proxies).

II. Approval of Agenda

No additions or corrections were made to the agenda. Motion to approve the meeting agenda was made by Marlene Seeklander and seconded Deb Henriksen. Motion carried.

III. Approval of May 1, 2018 Annual Business Meeting Minutes

No corrections were brought forward. Minutes do not require approval and are for documentation purposes. Erin will request to have the minutes posted to the SDASFAA website.

IV. Officer Reports

Motion to approve officer reports was made by Sharon Kienow and seconded by Ken Kocer. Motion carried.

SDASFAA

Balance Sheet January 1, 2018 to December 31, 2018

BEGINNING BALANCE

	Checking			3,765.81
INCOME				
	Membership Dues Sponsorship Income		2,700.00 2,950.00	
	Workshop Income Spring Conference Support Staff Workshop Decentralized Training High School Counselor Workshop	4,046.00 0.00 1,350.00 3,510.00	8,906.00	
	Miscellaneous Income		0.00	
TOTAL INCO	ME			14,556.00
EXPENSES				
	Workshops Spring Conference Support Staff Workshop Decentralized Training	3,267.42 0.00 1,044.72	4,519.24	
	High School Counselor Workshop	207.10		
	Executive Board Travel NASFAA Leadership Conference RMASFAA Board Meeting RMASFAA Conference	2,342.75 0.00 3,273.48	1,712.94 5,616.23	
	Education Activities Review Committee Membership Committee Committee of Record Recognition Committee General Postage General Printing Memorials Miscellaneous Expenses	0.00 0.00 109.70 366.25	475.95 0.00 0.00 100.00 33.65	
TOTAL EXPE	NSES			12,458.01
TOTAL TRAN	Savings CD's		0.00	0.00
ENDING BAL	ANCE Checking			\$5,863.80

SDASFAA Asset Statement

January 1, 2018 to December 31, 2018

Savings -- Balance Sheet

Beginning Balance	\$ 22,929.26
Interest Income	\$ 18.33
Transfers	\$ -
Ending Balance (personal savings acct, no fees, 0.05% interest, \$300 min. bal.)	\$ 22,947.59

CD's -- Balance Sheet

<u>CD - US Bank</u> Beginning Balance Interest Income	\$ 31,641.46 \$ 552.15
Ending Balance (purchased 5/30/14, matures 4/30/19, 59 months, 1.73%)	\$ 32,193.61

Balance Sheet Summary

Checking Account	\$ 5,863.80
Savings Account	\$ 22,947.59
CD - US Bank	\$ 32,193.61
Total Available Assets	\$ 61,005.00

SDASFAA Historical Financial Record

	2018	2017	2016	2015	2014	2013
Income:	\$14,556.00	\$14,691.80	\$13,737.75	\$14,455.00	\$15,627.50	\$16,405.00
Membership Dues Income	2700.00	2625.00	2250.00	2625.00	2550.00	2325.00
Sponsorship Income	2950.00	3000.00	3250.00	3550.00	4050.00	4550.00
Spring Conference Income	4046.00	4476.80	4697.32	3855.00	3972.50	3955.00
Decentralized Training Income	1350.00	1260.00	0.00	1400.00	1480.00	1650.00
Support Staff Workshop Income	0.00	0.00	0.00	0.00	0.00	225.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Income	0.00	0.00	0.43	0.00	0.00	300.00
High School Counselor Workshop Income	3510.00	3330.00	3540.00	3025.00	3575.00	3400.00
EAC Leadership Development Schol. Income	0.00	0.00	0.00	0.00	0.00	0.00
College Goal Sunday Income	0.00	0.00	0.00	0.00	0.00	0.00
Expenses:	\$12,458.01	\$16,882.37	\$15,445.48	\$13,686.43	\$13,041.53	\$13,819.18
Printing and Copying Expense	0.00		0	0.00	0.00	27.95
Executive Board Expense	1712.94	1214.28	1358.83	1387.97	1188.65	1855.58
Spring Conference Expense	3267.42	6375.80	7124.48	4793.02	5827.25	4489.35
Decentralized Training Expense	1044.72	823.71	308.55	145.13	728.48	922.44
Support Staff Workshop Expense	0.00	0.00	0.00	0.00	0.00	909.28
RMASFAA Conference Expense	3273.48	3004.98	2241.79	2894.26	2036.89	1688.27
RMASFAA Board Meeting Expense	0.00	0.00	0.00	0.00	0.00	0.00
NASFAA Leadership Conference Expense	2342.75	4585.71	1737.72	1624.58	1517.23	1769.46
NASFAA Conference Travel Expense	0.00	0.00	0.00	0.00	0.00	0.00
General Postage Expense	0.00	49.00	0.00	0.00	0.00	45.00
High School Counselor Workshop Expense	207.10	206.51	1968.15	2327.10	963.92	1395.54
Miscellaneous Expense	33.65	20.00	63.64	28.17	244.15	19.95
Memorials Expense	100.00	50.00	150.00	100.00	100.00	100.00
EAC Leadership Development Schol. Expense	0.00	0.00	0.00	0.00	0.00	0.00
Activities Committees Expense	475.95	552.38	492.32	386.20	434.96	596.36
College Goal Sunday Expense	0.00	0.00	0.00	0.00	0.00	0.00
Assets:	\$61,005.00	\$58,336.53	\$59,962.47	\$61,122.26	\$59,807.05	\$57,154.95
Checking Account Balance	\$5,863.80	\$3,765.81	\$5,956.38	7664.11	6895.54	4309.57
Savings Account Balance	\$22,947.59	\$22,929.26	\$22,906.43	22892.73	22870.31	22845.38
Balance of CD Holdings	\$32,193.61	\$31,641.46	\$31,099.66	30565.42	30041.20	30000.00
balance of ep frontings	<i>432,133.01</i>	491,041.40	ç31,055.00	30303.42	50041.20	50000.00
Total Assets from Asset Statement	\$61,005.00	\$58,336.53	\$59,962.47	\$61,122.26	\$59,807.05	\$57,154.95

As Past-President, I am chair of the 2019 Recognition Committee. This committee is tasked with recognizing individual member's service to SDASFAA and for coordinating the nomination and election of candidates for the 2020 SDASFAA Board. At tonight's conference banquet, the Committee will recognize members for service to SDASFAA and years of service in the financial aid profession. The committee's next task will be to fill a slate of candidates for the 2020 Executive Board election. Members of this committee include Erin Richards, President; Becky Pribyl, Past-President; and Beth Vollan, Past-President.

Thank you for the opportunity to serve as SDASFAA's Past-President. I am honored to be a member of our Board and grateful for all that I have learned through the experience.

e. PresidentErin Richards Since last year's Business Meeting, the SDASFAA Executive Council has been busy! We completed a five-year review of the SDASFAA policy and procedure manual over the summer. A strategic plan for 2018-2021 was developed and approved at the November meeting. Additionally, a revised corporate support structure was approved and implemented for 2019.

The 2019 SDASFAA Executive Council is an awesome group, and I am so thankful for their willingness to serve and for all of the support that they have given me. In January, the Executive Council approved SDASFAA's 2019 budget via email. We held our first board meeting of the year via conference call in February, and our second meeting was held on Monday, just prior to the beginning of this conference. In March, I facilitated an online vote among the Executive Council to approve Cognition Financial/SunTrust as a SDASFAA associate member. The Executive Council will meet again this summer and in November.

Earlier this year, I completed committee assignments for 2019. Thank you to everyone who volunteered and agreed to serve on committees! I have been keeping busy with committee activity, chairing the 2019 High School Counselor Workshop, 2020 Spring Conference, and Membership Committees. Additionally, I am vice chair for the 2019 Spring Conference Committee and a member of the Recognition Committee.

On the RMASFAA front, I attended the RMASFAA Board of Directors meeting as the incoming South Dakota delegate last fall in Fargo. Due to the March winter storm, I was not able to attend the RMASFAA winter board meeting in Denver in person on March 14th and 15th. However, I was able to remotely participate in the meeting. RMASFAA's Summer Institute will be held June 2-7 in Colorado Springs, with a registration deadline of May 15th. Applications for the RMASFAA Leadership Pipeline are currently available; the due date is June 30th. SDASFAA offers scholarships to SDASFAA members who participate in Leadership Pipeline as mentees.

Thank you for the privilege of serving as SDASFAA president this year! I have been overwhelmed by the kindness and support that I have received. Thank you to everyone who has willingly replied to my emails and answered my phone calls whenever I've had questions or needed input and advice. Your confidence in me throughout this experience means so much to me.

V. Old Business - 2018 Committee Reports

Dates and locations for this year's workshops were: Sept. 5: Aberdeen, NSU Sept. 10: Rapid City, SDSMT Sept. 12: Mitchell, MTI

Sept. 6: Watertown, LATI Sept. 11: Pierre, Capitol U Center Sept. 13: Sioux Falls, STI

I would like to thank the Committee members who served as site chairs for the events, all of those who volunteered to present, and the Committee of Record and Website for all of its work to provide the materials electronically. This year's committee members were Carolyn Halgerson, Carrie Jordanger, Morgan Huber, Sharon Kienow, Karrie Morgan, Cathy Mueller, Kristy O'Kief, Erin Richards, and Beth Vollan.



 Recognition CommitteeBecky Pribyl At the 2018 SDASFAA Spring Conference, the Recognition Committee honored the following SDASFAA members:

2017 Executive Council Memb	ers received certificates —
Beth Vollan (SDSU)	President-Elect
Micah Hansen (SDSU)	Past-President
Katie Nelson (BHSU)	Treasurer
Marlene Seeklander (LATI)	Secretary
Lucas Winterberg (BND)	Associate Member at Large
Carrie Jordanger (LATI)	Member at Large through 2017
Jacob Schuring (BHBC)	Member at Large through 2017
Julie Pier (USD)	Member at Large through 2018
Maureen Schuchardt (PC)	Member at Large through 2018
	0 0

2017 Committee Chair	rs received certif	icates —	
Membership:		Erin Richards	
Review Committee:		Kim Nida	
Committee of Record	and Website:	Kristy O'Kief and Beth Vollan	
Decentralized Training	j:	Beth Vollan	
Spring Conference Co		Micah Hansen	
Recognition Committe		Micah Hansen	
Years of Service to SE	ASFAA and the	Financial Aid Profession receive	ed plaques -
Abbey Larson		nt Loan Finance Corporation	10 years
Jill Corbin	Dakota State U		10 years
Lynn Myron	University of So	outh Dakota	10 years

University of South Dakota	10 years
Southeast Technical Institute	15 years
Enrollment Service Center	15 years
Black Hills State University	20 years
South Dakota Army National GuardPlatte	20 years
Sinte Gleska University	25 years
Great Lakes Higher Education Corporation	30 years
Black Hills State University	35 years
South Dakota State University	35 years
	Southeast Technical Institute Enrollment Service Center Black Hills State University South Dakota Army National GuardPlatte Sinte Gleska University Great Lakes Higher Education Corporation Black Hills State University

Recent or Upcoming Retirees received flower seed packets —Paula CarlsonCarolyn HalgersonVikki Van HullLynn Murphy

Douglas Steckler Professional Development Award plaque with \$100 voucher — Kim Nida, Black Hills State University

Outstanding Service Award — Paula Carlson, Great Lakes/SDEAF

President's Plaque — Becky Pribyl, Northern State University

2018 Election

In July, the slate of candidates was finalized and the election conducted for the SDASFAA Executive Board open positions. Many thanks to those members who volunteered to serve! The newly elected members of the Executive Council who took office on January 1st were:

PRESIDENT-ELECT: Carissa Koerner, University of Sioux Falls

MEMBER AT LARGE: Tresse Evenson, Augustana University Morgan Huber, Mitchell Technical Institute

ASSOCIATE MEMBER AT LARGE:

Katie Maley, South Dakota Board of Regents This committee was composed of Beth Vollan, President; Micah Hansen, Past Past President; and myself, Past President. Thank you for this opportunity to represent and serve SDASFAA!

The committee discussed one minor clerical issue found in the 2018 Income and Expense Ledger and forwarded those corrections to Carrie Jordanger for revisions. The revision related to documenting a new check number when we voided a check for memorial expenses. Katie Maley identified an error in one of the formulas as well. Although the formula was not currently being used, it has been forwarded to Carrie Jordanger to correct. No other clerical issues were found.

The committee also discussed some opportunities for the SDASFAA Executive Council to consider. First, we noticed an opportunity to reinvest the CD that matures on April 30, 2019. It may be worthwhile to look for other opportunities for CDs, as rates have changed since this CD was started. As we discussed this, we also thought it might be appropriate for the SDASFAA Executive Council to consider setting a minimum savings reserve (e.g., one year of SDASFAA expenses in reserve) and look at putting any surplus reserve toward the new CD or withdraw from the CD to fill any deficit for the reserve.

Beyond considering the recommendations outlined above, no further action is required from our review.

e. Committee of Record and WebsiteKristy O'Kief/Micah Hansen Kristy O'Kief, Co-Chair, WDT Micah Hansen, Co-Chair, SETI Carrie Jordanger, LATI

The main focus of this committee for most of 2018 was to look into redesigning the SDASFAA website. The ball really got rolling at the Spring 2018 conference in Huron when Cathy Mueller from Mapping Your Future approached Kristy O'Kief with an offer for Mapping Your Futures to help with this project. What a truly amazing offer and not enough thanks can be given to Cathy and her team for this.

After the Board's approval, SDASFAA entered into a contract with MYF in October and Lora Brinkman, Project Manager from MYF was task to begin creating some home page designs for us to review before working on the content of the Website. The committee after reviewing these designs selected one and Lora began working on transferring over information from our old website to the new website that MYF is hosting for us. The content of the website remains the same but with a fresher new look. April 2019 the new SDASFAA Website is now up and running.

SDASFAA is still using the following products:

- GoDaddy: Domain (sdasfaa.org) and the SSL certification (https)
- Yahoo Groups for SDASFAA listserv
- Jotform (registration form)

Other noteworthy, things that happened in 2018: Retirees: Caroline Halgerson (SDSU)

SDAFSAA 2018 Events:

- Spring 2018 Conference Huron: April 30-May 2
 - High School Counselors workshop
 - Sept. 5: Aberdeen, NSU
 - o Sept. 6: Watertown, LATI
 - Sept. 10: Rapid City, SDSMT or WDT
 Fall Decentralized Training Chamberlain: November 14-15

o Sept. 11: Pierre, Capitol U Center

- Sept. 12: Mitchell, MTI
- o Sept. 13: Sioux Falls, STI
- f. Membership CommitteeErin Richards (chair), Diane Borchardt, Tracey Buisker, and Julie Forman

In 2018, SDASFAA welcomed First PREMIER Bank as an associate member. Inceptia did not renew their SDASFAA membership. In September, representatives from each institutional and associate member were contacted, asking them to update their information for the membership list. There was a great response to this outreach; thank you to everyone for replying with updates for your organization! At the end of 2018, SDASFAA had 18 associate members and 18 institutional members.

In December, a membership survey was conducted as a part of the 2018-2021 strategic plan. Based on the survey responses, the Executive Council will not create a Facebook group at this time, conference committees are recommended to look at locations in the Sioux Falls and Black Hills areas, and conference and Decentralized committees are to continue to evaluate training topics for relevance. Thanks to those who completed the survey.

So far in 2019, SDASFAA has welcomed CommonBond, ELM Resources, and Cognition Financial/Suntrust as new or reactivated associate members. First PREMIER Bank did not renew membership for 2019 since they are no longer offering student loans. SDASFAA's current membership is 20 associate members and 18 institutional members.

The membership list is available on the SDASFAA website. Please let me know if you have any updates for this list.

g. Fall Decentralized Training CommitteeErin Richards Committee Members: Erin Richards (chair), Mary Alexander, Amber Brockel, Marlene Seeklander, and Melissa Simpson

The 2018 Fall Decentralized Training was held on November 14th and 15th in Chamberlain, with 26 attendees. The NASFAA Direct Loan Credential training materials were presented. A huge thank you to our trainers: Amber Brockel, Sydney Chapman, Melinda Fedeler, and Sharon Martin. We had 12 of the attendees pass the NASFAA credential exam (plus 3 trainers prior to the event), so congratulations to those credential earners! In addition to the Direct Loan materials, David Bartlett from the Department of Education presented a Federal Update session via phone/web.

We sent out a survey after the event, however, only 4 people completed the survey. The results from those individuals were positive.

The total income for the event (\$50 per person registration fee) was \$1,350 and our total expenses were \$1,044.72. The result was about a \$300 profit for SDASFAA.

Thank you to each of the members of this committee for their time and effort to make this training happen!

VI. New Business

a. 2019 Budget ReviewErin Richards Copies of the 2019 budget are on the tables. Erin reviewed the budget. We received more than anticipated in corporate support from associate members, so thank you to them. Thank you to our 18 institutional members for maintaining their SDASFAA memberships. We still are collecting conference registration fees and will pay the majority of the conference expenses at the end of the conference. Expenses for the NASFAA Leadership Conference came in under budget.

	2019 SDASFAA Budget Approved 1/17/2019; Last Updated 4/5/19 ER							
451								
SDASEAA	2019 Actual 2019 Approved 2018 Actual				Actual	2018 Approved		
0/	Income	Expenses	Income	Expenses	Income	Expenses	Income	Expenses
Annual Sponsorships	\$3,623.00		\$3,000.00		\$2,950.00		\$3,000.00	
Annual Memberships								
Associate members	\$1,425.00		\$1,425.00		\$1,275.00		\$1,275.00	
Institutional members	\$1,275.00		\$1,350.00		\$1,425.00		\$1,350.00	
General Operation								
FA Awareness				\$0.00				\$0.00
Recognition Committee		\$402.57		\$350.00		\$366.25		\$500.00
Review Committee				\$0.00				\$0.00
Committee of Record & Web		\$10.44		\$250.00		\$109.70		\$250.00
Professional Development S	chols			\$1,200.00		\$1,100.00		\$1,200.00
Miscellaneous (memorials,	postage, etc.	\$10.00		\$200.00		\$133.65		\$210.00
Conference and Workshops								
Annual Conference	\$2,595.00	\$738.75	\$5,000.00	\$6,185.00	\$4,046.00	\$3,267.42	\$4,250.00	\$4,500.00
Decentralized Training			\$1,500.00	\$1,200.00	\$1,350.00	\$1,044.72	\$1,500.00	\$1,100.00
HS Counselor Workshop			\$3,330.00	\$300.00	\$3,510.00	\$207.10	\$3,330.00	\$300.00
Support Staff Workshop			\$0.00	\$0.00			\$0.00	\$0.00
Travel								
NASFAA Leadership								
President Elect		\$1,811.75		\$2,300.00		\$2,342.75		\$2,300.00
Treasurer		\$2,080.45		\$2,500.00		\$0.00		\$0.00
RMASFAA Conference								
President				\$1,250.00		\$843.01		\$1,175.00
President Elect				\$1,500.00		\$1,277.79		\$1,500.00
State Gift				\$75.00		\$52.68		\$75.00
SDASFAA Board Meetings								
February		\$0.00		\$0.00		\$0.00		\$0.00
April				\$175.00		\$96.25		\$165.00
July				\$2,000.00		\$1,545.29		\$2,800.00
November				\$200.00		\$71.40		\$165.00
Total	\$8.918.00	\$5.053.96	\$15.605.00	\$19.685.00	\$14,556.00	\$12.458.01	\$14.705.00	\$16.240.00

b. 2019 High School Counselor Workshops......Erin Richards.
 We will partner again with CCASD (Council on College Admission South Dakota) for the 2019 high school counselor workshops. The dates, sites, and coordinators are:

September 4th – Aberdeen, Northern State University, Sharon Kienow site coordinator September 5th – Watertown, Lake Area Technical Institute, Julie Forman site coordinator September 9th – Rapid City, SD School of Mines or Western Dakota Tech, Erin Richards or Sharon Martin site coordinator (or potentially BHSU-Rapid City) September 10th – Pierre, Capital University Center, SDSU has agreed to have someone from their staff be site coordinator September 11th – Mitchell, Mitchell Technical Institute, Morgan Huber site coordinator

September 12th – Sioux Falls, Southeast Technical Institute, Micah Hansen site coordinator

In addition to the site coordinators, the committee members are myself as chair, Carissa Koerner as vice-chair, Karrie Morgan, Cathy Mueller, and Kristy O'Kief.

Some feedback from the 2018 workshops indicated that counselors would like more frequent information or updates throughout the year. So, as part of this committee, we are submitting periodic SDASFAA 'Ask a Financial Aid Professional' articles for the Mapping Your Future newsletter that is sent out to counselors. Carissa wrote up a great article of a couple of common financial aid questions and answers for the March newsletter. We plan to submit additional articles in May, August, and November.

The committee met yesterday evening and will start conference calls this summer leading up to the workshops.

c. 2020 SDASFAA Spring Conference.....Erin Richards Mark your calendars – The SDASFAA 2020 Spring Conference will be April 21 – 23, 2020 at the Hilton Garden Inn – Downtown in Sioux Falls. Looking forward to a nice conference experience at the facility. The dates have been added to the RMASFAA calendar and there are no conflicts with other state conferences in our region.

VII. Announcements

- a. RMASFAA Conference: October 20-23, 2019 in Billings, MT Erin reported that she will be attending the conference and the 2018-19 RMASFAA board meeting as the South Dakota delegate. Carissa will be attending to represent SD as the incoming delegate for the 2019-20 RMASFAA board. Ken Kocer is on the 2018-19 board as past president, and Beth Vollan is chair of the Diversity and Inclusion Committee. Carrie Jordanger and Tracey Buisker will be in attendance as they complete their year as Leadership Pipeline mentees. We hope to have some new Leadership Pipeline participants from SD for 2019-20.
- b. SDASFAA 2019 Fall Decentralized Training: November 13-14, 2019 in Chamberlain, SD

VIII. Adjourn

Erin adjourned the meeting at 1:09pm.