**President’s Report**

VASFAA Executive Board

Annual Business Meeting, April 23-26, 2017

Virginia Beach, Virginia

Thank you, all, for your support this year. On behalf of the Executive Board, I want to thank all of the volunteers across the Commonwealth who made this a successful year for our association. As a small association, we continue to face challenges with membership and finances. Conducting the business of the Association requires resources. In the not so distant past, financial aid administrator associations across the country operated with great assistance from our sponsorship partners, assistance that helped keep our membership and conference fees reasonable. This year we had outstanding support from our sponsorship partners. In fact, the 2017 Annual Conference would not have been nearly the success it was if not for having one of the largest groups of sponsorship partners in recent memory. Still, we need to innovate and diversify our income streams. This takes time and planning. Time and planning that spans from one year to the next and so on. If you have ideas, please share them.

Below are updates on those areas that I believe will be of most interest to you:

* First annual Directors’ Summit, September 2016, Virginia Military Institute – over 30 attended this first-time event. Participants deemed the event a success and expressed interest in having become a regular annual or biannual offering.
* The Electronic Services Committee redesigned the the VASFAA webpage. A special thank you goes to Michelle Etter, Electronic Services Chair, for all of her hard work with the redesign.
* VASFAA continued advocacy efforts in Washington, DC, in conjuction with SASFAA.
* VASFAA worked with SCHEV on a number of state financial aid issues and potential legislation regarding mandated student loan debt letters, VSFAP changes, and common award letters.
* The 2017 Annual Conference returned to Virginia Beach for the first time in 10 years. Conference attendance was its highest in 5 years. Thank you to the Conference Committee for an outstanding job.
* Our Development Partner Committee did outstanding work this year working with and increasing our development partners. A special thank you to the committee and all of our wonderful partners.
  + Platinum
    - ECMC
    - Blackboard
    - Financial Aid Services
    - Mohela
  + Gold
    - Reliamax
    - College Avenue
    - Inceptia
    - Campus Logic
    - Highpoint Technology Solutions
    - Sallie Mae
    - Great Lakes
    - NexGen Web Solutions
    - Discover
  + Silver
    - Wells Fargo
    - Kentucky Higher Education Assistance Authority
    - Citizens Bank
    - Ed Financial
    - Financial Aid TV
    - PNC Bank
    - Salt
    - SunTrust
    - Academic Works
    - CU Learn
* SASFAA news – The VASFAA president is a voting member of the SASFAA board.
  + SASFAA is in sound financial shape. In fact, SASFAA has the strongest financials of any of the regional associations.
  + The 2018 SASFAA annual conference returns to Virginia. This conference will be February 11-14 at the Alexandria Hilton Mark Center.
  + SASFAA reports that NASFAA is exploring reorganizing our national structure. Little detail has been shared about the proposed structure.

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Chad Sartini, VASFAA President 2016-2017