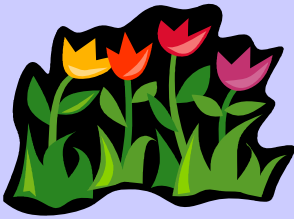


2007 Spring Conference
May 2 - 4
Rough River Dam State Resort Park



In this Issue: Election for KASRO Officers and Nominations for The Lula Darnell Distinguished Service Award

LETTER FROM THE PRESIDENT

Mary Marcum
University of Kentucky

Greetings KASRO friends & members,
 Spring at last! Nothing quite so beautiful as spring in Kentucky with dogwood blooms of pastel pinks and whites, contrasting with vivid colors of the redbud blooms. The agenda for our spring conference is fantastic and Rough River Dam Resort State Park should be absolutely beautiful! I encourage you to join us this spring for the 35th KASRO conference. If currently you are not a member but would like to join, please contact us.

Over the years I have observed as KASRO has evolved, and grown. This past year I have seen a substantial increase of members volunteering by offering contributions of their time and talents, thank you! This is essential for the growth of any organization and I am thrilled that KASRO has progressed to this level!

A special thank you to the board; Crista and Sara for planning the spring conference; Karen for the fall and spring newsletters, your support, suggestions; Scott and Carol Babb for creating an electronic data base of KASRO contacts; Carol Ford, Chris, Loretta, for your suggestions and help with the website; Linda, for keeping our bank account balanced and working on a budget; Pam for assuming all the secretary duties and to all the vendors and friends of KASRO for your generosity and sponsorships. Awesome job to all! Thank you!

I remain honored to be the President of KASRO and will continue to work with you and for you to move our organization to the next level. I ask for your continual help and support and hope to see everyone at Rough River in May!

Sincerely,
 Mary Marcum

MISSION STATEMENT

To offer professional development and educational opportunities for University Business Officers that will enhance their post-secondary Institutional mission of implementing sound financial controls and providing EXCELLENT customer service.

2007 Spring Conference

Wednesday, May 2nd

- | | |
|------------------|--|
| 12:00-12:30 p.m. | Registration and Vendor Set-up |
| 12:30-1:30 | Opening Remarks – Mary Marcum, KASRO President <i>Business Meeting & Officer Election</i> |
| 1:30-2:15 | Dr. David L Hunter <i>“Laugh, Learn & Enjoy Living - Part I”</i> |
| 2:15-2:30 | Break – Networking & Visit Vendors |
| 2:30-3:15 | Dr. David L Hunter <i>“Laugh, Learn & Enjoy Living - Part II”</i> |
| 3:15-4:00 | Mary Fister, Controller Eastern Kentucky University <i>“Keeping Your Controller Happy”</i> |
| 4:00-5:00 | <u>Concurrent Sessions</u> Bob Perrin, VP COHEAO(President, Williams & Fudge <i>“COHEAO/Fed Regulations Update”</i> Karen Reddick, NCM <i>“Protecting Your Identity”</i> |
| 5:00-6:30 | Lodge Check In |
| 6:00 p.m. | Cookout and Recreational Time |

Thursday, May 3rd

- | | |
|----------------|---|
| 8:00-8:45 a.m. | Registration and Vendor Set-up Continental Breakfast |
| 8:45-9:00 | Opening Remarks – Mary Marcum, KASRO President |
| 9:00-10:30 | Dr. Mark Taylor <i>“Generation NeXt”</i> |
| 10:30-10:45 | Break – Networking & Visit Vendors |
| 10:45-11:45 | Deb Jones, Director of Collections University of Cincinnati(President Elect OBA (Ohio Bursars Association) <i>“Bursar 101”</i> |
| 11:45-1:30 | Lunch – Networking & Visit Vendors <i>Lou Darnell Award Ceremony</i> |
| 1:30-2:30 | Scott Medley, General Revenue Corp. Kevin Hunt, Williams & Fudge <i>“Psychology of Collections”</i> |
| 2:30-2:45 | Break – Networking & Visit Vendors |
- Conference Agenda continued on Page 2

KENTUCKY ASSOCIATION OF STUDENT RECEIVABLE OFFICERS

KASRO

For Registration Information Visit the KASRO Website
www.kasro.net

.....Comings 

Rochelle Seals was recently named Director of Student Accounting Services with **Eastern Kentucky University**. She obtained a BA in Business with an emphasis in Accounting from **Berea College** in 1995. Before coming to Eastern Kentucky University on August 1st, 2006, Rochelle worked for **Fazoli’s Management, Inc.** doing corporate accounting.

Goings.....

Going ... Going ... Gone!!

... Expecting ...

Kathleen McGregor with **West Kentucky Community & Technical College** is expecting her 5th grandchild in April. The new baby will be much loved, as 2 year-old “twins” (brother and sister), and family are patiently awaiting arrival!

Award News !!!

Henderson Community College received the 2005-2006 Best Overall Practices Award from KCTCS in Accounts Receivable.

2007 Spring Conference Agenda (continued)

Thursday, May 3rd

2:45-3:30 p.m. Concurrent Sessions

- Brad Resler, Campus Partners
- Lori Hartung, Todd, Bremer & Lawson
“Consolidation – who, what, when & why”
- Ruth Fontana, Tuition Management
“Best Practices in Billing Communications- white paper”

3:30-4:30 Concurrent Sessions

- Roundtable on Loans*
Moderator: Chris Thomas, Berea College
- Roundtable on Student Accounts*
Moderator: Carol Babb, University of Louisville

6:00 p.m. Dinner on your own

Friday, May 4th

- 8:00-10:00 a.m. Breakfast
Networking & Visit Vendors
Vendor Prize Drawings
(must be present to win)
- 10:00-11:00 Business Meeting and Election Results
- 11:00-12:00 Chad Echols, Williams & Fudge
“AR & Loan Borrower Paid Collection Costs”
“Bankruptcy & Litigation”
- 12:00 p.m. KASRO Prize Drawings
(must be present to win)

Congratulations to: 

Brad Resler with **Campus Partners** on his baby boy, Andrew John Resler, 8 lbs. 10 ozs., born February 22, 2007!!

**NOT A MEMBER YET?
Contact - Scott Medley**

smedley@generalrevenue.com



Contact Mary Marcum at:

**Fax
(859) 257-9590**

**E-mail
mmarcum@email.uky.edu**



**Got news?
Put it
here!**

Spotlight On Our Spring Conference Speakers



Tuition Management Systems, Inc. has commissioned **Ruth Griggs Fontana**, Marketing Consultant, to prepare a summary of the opportunities and benefits of enhancing the billing process. In her **“White Paper – Best Practices in Billing Communications”** she provides insight and perspective she gained from numerous one on one interviews business officers of higher education institutions. Ruth will be presenting her white paper at this year’s Spring KASRO Conference.

Dr. Mark Taylor of **Taylor Program** will present on **“Generation NeXt”** so we may understand, teach and serve today’s postmodern students. For more information, please visit his website at www.taylorprograms.org.

YOUR VOTE COUNTS !!

The Election for KASRO Executive Board will be held at our Annual Spring Conference. Please find insert with candidates biographies. Ballots will be distributed (in you packets) at the registration table. Voting Members and Associate Members will be asked to have their votes in by the Thursday morning break of the conference. The winners will be announced at Thursday’s lunch gathering. The Executive Board is crucial for the growth and success of this organization and I encourage each of you to vote. If you are a Member or Associate Member of KASRO and unable to attend the spring conference, please contact Loretta DeToma or Carol Babb for an absentee ballot. Mary Marcum, KASRO President

KASRO Executive Board 2006

| Office | Name | E-Mail | Phone |
|--------------------------------|----------------|--|-----------------------|
| President | Mary Marcum | mmarcum@email.uky.edu | (859) 257-3406 x 262 |
| VP Public Relations/Membership | Scott Medley | smedley@generalrevenue.com | (800) 234-1472 x 7328 |
| VP Professional Development | Karen Reddick | kreddick@ncmstil.com | (800) 627-2300 x 229 |
| VP Annual Conference | Crista Fornash | fornash@email.uky.edu | (859) 257-3406 x 269 |
| Treasurer | Linda Smitha | lsbrad02@email.uky.edu | (859) 257-3406 x 263 |
| Secretary | Sabrina Crouch | sabrina.crouch@eku.edu | (859) 622-2277 |
| Past President | Loretta DeToma | ldetoma@email.uky.edu | (859) 323-8669 |



The Fall 2006 KASRO Conference

We traveled to beautiful Western Kentucky, Murray State University, for the Fall 2006 KASRO on October 19 & 20th. Hosts, Anita Poyner with Murray State University and Karen Reddick with National Credit Management had a busy, informative, educational and fun – two day packed agenda planned – with sessions including: FERPA/Safeguarding; Perkins Department of Education Update; Collection of Student Accounts; Are you in Compliance; Billing and Collections; Motivational Speakers; Public Relations “How does your Business Office Market your University?”

**KASRO NOMINATIONS FOR THE
2007 LULA DARNELL DISTINGUISHED SERVICE AWARD**

Deadline: Friday, April 4th, 2007

The Lula Darnell Distinguished Service Award is the highest award given by KASRO. This award is presented to an individual who the association wishes to recognize for his/her contributions to the association or profession. The Awardee will be recognized at the KASRO Spring Conference.

Submit Nominations to: Loretta Y. DeToma, University of KY, 630 South Broadway, Lexington, KY 40506-0564

Name: _____ Institution: _____

Description of Nominee’s Service: _____

Your Name & Institution (optional): _____

Did You Know Corner?

Did you know . . . KASRO has a new website? Kelley Goins at the University of Kentucky has been contracted to design and update KASRO’s website. The site is not yet complete but you are encouraged to please check it out at www.karsro.net and send suggestions/ideas to mmarcum@email.uky.edu or kgoins@email.uky.edu.

Did you know . . . Scott Medley and Carol Babb are working on creating an electronic database of contacts, potential members and vendors for KASRO? If you have a name of someone who currently is not a member/associate member that who may be interested in the organization please contact Carol or Scott.

Did you know . . . The 2007 Fall Conference will be held in October!!
Wednesday, October 10th through Friday, October 12th
In Lexington Kentucky At The University of Kentucky

Did you know . . . You can receive a Free KASRO jacket if your conference registration is submitted prior to March 28th. This is a Men’s mid-length windbreaker jacket. The jacket will be glacier blue with an embroidered KASRO Logo. Please see on-line conference registration at www.kasro.net.

COHEAO ANNUAL CONFERENCE, WASHINGTON D.C. UPDATE

“The Department of Education’s negotiated rulemaking on loan issues resumed this month and some tough proposals were under consideration. The Department’s proposed list includes prohibited actions, preferred lender lists, mandatory assignment of Perkins loans, and “reasonable” collection costs for Perkins loans. Alisa Abadinsky, COHEAO President, served as the Perkins Loan representative, and Karen Fooks of the University of Florida was her alternate.

Two issues of particular interest to COHEAO centered on mandatory assignment of Perkins loans and what constituted reasonable collection costs for Perkins loans. ED proposed language that would limit the collection costs that an institution could assess against a Perkins borrower to 24% of unpaid principal and accrued interest.

Alisa Abadinsky asked that Bob Perrin, COHEAO Vice President and President of Williams and Fudge, Inc. be admitted to the table as an expert witness to comment at these negotiations. With respect to the collection cost cap, Abadinsky and Perrin testified that if the proposed language was accepted, the Perkins loan fund and/or the school’s administrative funds would be drained as schools making Perkins loans would be forced to absorb the difference between collection agency charges and what the school could charge the defaulted borrower. In addition, a rate of 24% of unpaid principal and interest would mean schools could not afford to hire outside counsel to litigate the collection.

The Department also has proposed that schools must assign Perkins loans if the outstanding balance on a loan is \$50 or more, the loan has been in default for five or more years, and a payment has not been received on the loan in the prior year. This issue has been discussed in previous Negotiated Rulemaking sessions, but ED has always decided against it.

The Department will take several weeks to discuss and review the information gathered at this session. The third meeting of the Loans Committee is scheduled to take place March 12-14, 2007, and a fourth round of negotiations may be necessary. For additional information on the Department’s negotiated rulemaking process, visit: <http://www.ed.gov/policy/highered/reg/hearulemaking/2007/nr.html>.”



Please urge all KASRO members to contact their senators and representatives to appropriate funds for restoration of the Perkins Federal Capital Contribution and full cancellation reimbursement, and to reject any proposal to eliminate the program.

Here is information regarding our two senators from Kentucky:

The Honorable Jim Bunning
 United States Senate
 316 Hart Senate Office Building
 Washington, D.C. 20510

Phone (202) 224-4343
 Fax (202) 228-1373
 Web site: <http://bunning.senate.gov>
 From: Nancy Taylor – University of Kentucky



Newsletter Committee
 c/o National Credit Management
 P O Box 32900
 St. Louis, MO 63132

Inside This Issue

- Letter from the President
- Election Information for KASRO Board Members
- KASRO Member News
- Fall 2006 Meeting Highlights
- KASRO 2007 Spring Conference Schedule
- COHEAO Update
- Did You Know Corner?
- Nomination Form for Lula Darnell Distinguished Service Award

NAME
 ADDRESS
 CITY, STATE ZIP