



October 2004

President's Corner



*Lisa Sohmer
Garden School*

feel good about ourselves and the work we do. I encourage you all to look at developing the strengths you have and forgiving your weaknesses.

More than 20 Executive Board members attended the NYSACAC Leadership Retreat. The two-day meeting provided an excellent opportunity for us to begin working as a team and to set a number of goals for the year. We plan to expand our outreach activities—to increase our membership and its diversity—and to increase our use of technology as a communications tool. Further, we want to make developing future NYSACAC leaders a true priority.

In the near future, we will expand our use of e-mail to increase the ease and effectiveness of communication with and among members. On that note, if your e-mail address has changed, please contact Michele Vagianelis at nysacac@hotmail.org with your updated information.

Chief Delegate Michael Acquilano has completed the revised county assignments for our 15 high school and college delegates, and you should be hearing from the delegates in the near future.

Richard Alvarez and the Conference Steering Committee have selected "Education and the Future: Joining Efforts to Light the Way" as the theme for NYSACAC's 27th Annual Conference. I am inspired by their choice and think that this should be our message throughout the year. What could more succinctly define the goals of NYSACAC than this statement on the task we share in assisting students in the high school-to-college transition?

NYSACAC, led by Development Chair Joe Tweed, has begun to actively increase fundraising activities. Our new non-profit status has allowed us to provide tax deductions for donations to the Fund for the 21st Century, and new programs such as the Silent Auction and the Walk for Scholarship have created new ways for members and

friends to support the fund.

NYSACAC membership continues to grow, with our summer membership count at an all-time high of more than 1,400. Still, we need to continue to reach out to counselors at high schools and community-based organizations (CBOs). It is important for all of us, as we appreciate the benefits of membership in NYSACAC, to encourage membership among our colleagues. The ability to affiliate with a network of professionals who share a common set of goals is, I think, the greatest benefit of NYSACAC membership, and I hope that we can expand that network over the course of the coming years.

By now, many of you know that Past President Grant Thatcher has taken a new position as Associate Director of Admission at Northwestern University in Illinois. While we congratulate Grant on this exciting opportunity, we do so knowing that his move brings with it his resignation from NYSACAC. Grant has served on the NYSACAC Executive Board, with enthusiasm and devotion, for more than a decade, and his absence will be felt by all.

As I think about the future of NYSACAC, I see so many possibilities. I see a chance for us to have a real impact on education in our state, to improve the high school-to-college transition for all students, and to make college possible for everyone. We can be the preeminent professional organization for counselors and college admission professionals and, in doing so, we can create the future leaders of our profession and of NYSACAC. I look forward to working with you towards achieving these goals.

Lisa Sohmer
President, NYSACAC

Dear Friends and Colleagues:

As I write this, the school year is just beginning; by the time you read it, a month will have passed, the NACAC Conference will be behind us, and the 2004-2005 NYSACAC year will be well underway.

So much has happened in the months that have passed since the Conference at Le Moyne College. Many people completed their terms of service and rotated off the Executive Board; I am happy to report that all of the VP and Committee Co-Chair positions have now been filled. Please feel free to contact members of the Executive Board with your ideas and questions and, most importantly, to volunteer for committees. We hope to involve more and more members in NYSACAC activities.

In July, Richard Alvarez, Grant Thatcher, and I traveled to Omaha to participate in NACAC's Leadership Development Institute. During the conference, we participated in a "Discover Your Strengths" workshop, the core message of which was that it is easier (and more beneficial) to improve your existing areas of strength rather than to try to eliminate your weaknesses. At the NYSACAC Leadership Retreat in August, I asked members of the Executive Board to evaluate themselves using this "think positive" approach to identify ways that they might use their strengths in their jobs, as they worked with students and in their roles with NYSACAC. It was a productive exercise, and one that made us

Chief Delegate's Report

By Michael Acquilano,
Staten Island Academy

Your eighteen delegates were very busy over the last few months, preparing for the annual Assembly at the NACAC Conference in Milwaukee. All delegates sit on the Executive Board of the NYSACAC and attended the annual summer meeting at Skidmore College in August to discuss goals for the year. The delegates met as a group during our two days in Saratoga, and this served as a great opportunity, particularly for the new delegates, to discuss the issues we would be voting on in Assembly. The delegates convened an additional meeting at Union College in September to familiarize themselves with the format of Assembly and to examine the issues and motions being presented. A flurry of activity on the "NACAC list serve" leading up to our meeting provided the basis for a stimulating discussion on the issue of Admissions Decision Options (Early Decision and Early Action Single Choice). Your delegates had varying opinions on the ED/EA issue, and the dialogue was interesting and meaningful. It was especially helpful to hear opinions on all sides of the issue, given that delegates vote as individuals at Assembly and not as a block-vote from the NYSACAC delegation. Other topics discussed at our September meeting included the proposed 2005 NACAC budget, county assignments, and communicating throughout the year with members and non-members. Not all S/R delegations meet prior to Assembly, and you should be proud that your delegates made the commitment to do so.

We all arrived in Milwaukee on Tuesday, September 28th, confident that we would make significant contributions to the discussion on Wednesday morning. The first issue that was presented dealt with the work of the Admissions Practices (AP) Committee on Admissions Decision Options, otherwise known as the "Early Action Single Choice" issue. The committee proposed that the delegates vote to reaffirm the language that currently exists in the Statement of Principles of Good Practice with regards to Early Action, which states: "a student may apply to other colleges without restriction." Also the AP Committee proposed the adoption of new language for Early Decision: "While pursuing admission under an Early Decision plan, students may apply to other institutions without restriction, but may have only one ED application pending at any time." The second issue that was

presented to the Assembly was the proposed 2005 NACAC budget. After the Assembly proceedings ended, the delegates were divided into two rooms to conduct nominee interviews for the positions of President-Elect and Vice President for Professional Development. The candidates were presented with questions both in advance and on the spot, and they directed their responses to the delegates in the room. This is really a great way for the delegates to become more familiar with each candidate's platform. Voting on the proposals as well as the candidates for national office would take place at Assembly II on Saturday, October 2nd.

Throughout the week, the hot issue was that of the Early Decision/Early Action proposals. Delegates had numerous informal conversations regarding the issues with those in attendance at the conference. At our NYSACAC general membership meeting, I had the opportunity to summarize the issues to be voted on at Assembly II, and NYSACAC members shared their views. At Assembly II, the proposed 2005 budget passed, and the election of officers took place, with Beverly Wheeler winning the position of President-Elect and Shari Geller being elected to the position of Vice

President for Professional Development. Then, a "Committee of the Whole" was called, and for forty-five minutes a discussion on the Early Action Single Choice issue ensued. Ultimately, the aforementioned motion by the AP Committee failed. The Assembly then considered several proposals presented in response to this action. The Assembly voted to add and adopt Single Choice Early Action to NACAC's admissions decision options, with language to be written by NACAC's AP Committee then approved at the 2005 Assembly. There was quite a gallery of interested spectators at the Assembly II proceedings. Over the course of the week, culminating at Assembly II, the discussion was emotional and exciting. In a recent memo to delegates from NACAC, we were informed that all the motions and action taken at Assembly would be posted to the NACAC web site shortly. Please check it out! In the end, all of the 212 delegates at Assembly made contributions that will positively affect students in their transition from high school to college.

Newsmakers in NYSACAC

Tracey Garner has been hired as an Admissions Counselor at Niagara University.

Laura Hauser has been hired as an Admissions Counselor at Alfred University.

Sandra Renzi, Assistant Director of Admissions, and Tom Attanasio, Long Island Regional Representative, have been hired by The College of Saint Rose

Danielle Tehan has been promoted to an Assistant Director of Admissions at St. John Fisher College.

Jon Westover has been promoted to Senior Associate Director of Admissions, and Andrew Negus has been promoted to Associate Director of Admissions, both at The College of Saint Rose.

Andrea Voight is a new counselor working with seniors at Rush-Henrietta High School.

Congratulations to Meryl Wiener, who is now Meryl Schwalb. Meryl, Associate Director/Director of Enrollment Systems at the University at Albany, married Jonathan Schwalb on August 1st. Her e-mail has changed to mschwalb@uamail.albany.edu

This new section will be included in every issue of the NYSACAC newsletter. If you have any "news" that you'd like to share with the rest of NYSACAC, please e-mail Chris Coons at coonscr@alfred.edu. If it's important to you, it's important to us. Send your news today.

Bridging the Gap—Strengthening School/College Relationships

The Professional Development Committee is currently looking for colleges interested in hosting a forum in their area. Be sure to watch your e-mail for a message and an interest form. You may also e-mail Ann Marie Moscovic at clarea@canisius.edu if you would like to host a forum in your area. It is a great way to strengthen your ties with your local high school and college counseling community and discuss ways to better serve college-bound students.

Host Site Responsibilities

- Arrange on-campus location for forum.
- Manage registration for event.
- Create registration folders/packets for forum attendees.
- Organize panels and/or interactive workshops related to forum theme.
- Provide appropriate food (breakfast/lunch) based on timing of forum.

The Sallie Mae Fund's Nationwide Bus Tour Brings Workshops, Resources to Latino Communities

*By Susan Corsini,
The Sallie Mae Fund*

Currently, Latinos are the largest and fastest growing minority population in the United States. In comparison to Caucasians and African-Americans, however, the percentage of Latinos attending colleges and universities is low. For undergraduates (age 18 to 24), for example, 37 percent of Caucasians, 28 percent of African-Americans, and 20 percent of Latinos are currently enrolled in higher education institutions.

U.S. Census estimates project that in the next 50 years, one quarter of all the nation's school children will be Latino. This means that America's competitive future—which is integrally tied to its educational future—will increasingly depend upon the Latino community. Improving higher education prospects for Latinos is thus a national priority.

In 2003, The Sallie Mae Fund, a charitable organization sponsored by Sallie Mae, commissioned The Tomás Rivera Policy Institute at the University of Southern California to conduct an in-depth study of Latinos and financial

aid. The study identified a number of key challenges for Latino families:

- Awareness of financial aid options is critically lacking in the Latino community, and that lack of awareness has a direct impact on college attendance.
- Three out of four young adults who are not currently in college would have been more likely to attend college if they had had better information about financial aid.
- More than half of Latino parents and 43 percent of Latino young adults reported that they were not aware of even a single source of college financial aid.
- More than two-thirds of Latino parents did not receive any financial aid while their child was in K-12 and more than half (56 percent) of the young adults who were not attending college indicated that they had not received any financial aid information in K-12.
- More than 30 percent of Latino young adults and 22 percent of Latino parents would like to receive information on financial aid two years earlier than they are currently receiving it.
- Most Latino parents and young adults want to receive financial aid information from face-to-face interactions (for example, a workshop or counseling session).
- Nearly 90 percent of survey respondents indicated that a college education is "very important" for success in today's world.

In response to the need identified by this study, The Sallie Mae Fund launched *On the Road: The Paying for College Tour*, a 22-city, coast-to-coast bus tour, designed to help educate thousands of Latino families about planning and paying for college. The tour kicked off on September 8, 2004, with a launch event at Belmont Senior High School in Los Angeles, featuring educators and celebrities.

At each stop of *On the Road: The Paying for College Tour*, The Fund will conduct workshops and participate in community outreach activities. Free resources in English and Spanish on planning and paying for college also will be distributed. A public service radio campaign featuring the tour's celebrity spokesperson, Telemundo Network personality, Maria Celeste Arrarás, will help to publicize the workshops and the availability of financial aid.

The Fund also is partnering with local higher education associations, school districts, universities, and Latino community-based organizations to encourage Latino students and families to attend the *Paying for College* workshops. Components of those workshops include:

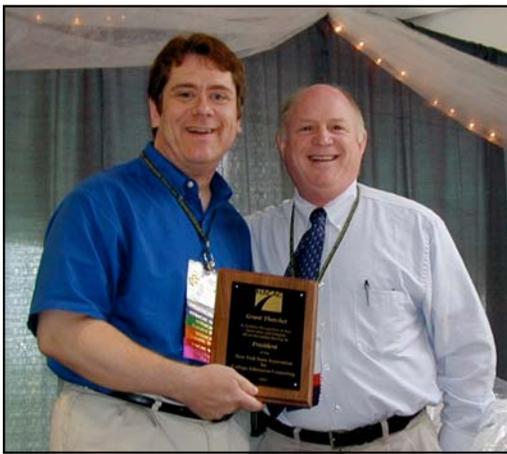
- A 45-minute presentation in Spanish (with simultaneous English interpretation by a professional interpreter) on college admissions and financial aid.
- Advice on the admissions and financial aid process from financial aid administrators and admissions officers from local colleges. Experts will address state aid available to residents, and answer questions from students and parents.
- Information about services and programs from local partnering organizations.
- A \$1,000 college scholarship awarded from The Sallie Mae Fund via a random drawing to a local high school student.

"Latinos represent the fastest-growing population in America, yet their rate of enrollment in higher education lags far behind that of other population groups," says Susan Corsini, chair of The Sallie Mae Fund. "The results of *Caught in the Financial Aid Information Divide* demonstrate that awareness of financial aid is a key factor in the path toward college for Latinos. With the bus tour, The Sallie Mae Fund hopes to educate Latino families about the availability of financial aid and to make them aware that a college education is indeed a viable and valuable option for them."

"Empowering families by spreading this message is one of the most important tools in opening the doors to higher education," added Corsini. "*On the Road: The Paying for College Tour* will unite financial aid professionals, local and national political stakeholders, and community-based groups in a journey to change the status quo for Latinos in higher education."

On the Road: The Paying for College Tour will culminate with a final tour stop in Miami, Florida, on November 20, 2004.

For more information about the 2004 *Paying for College* bus tour or The Sallie Mae Fund, including tour stops and locations, please visit www.salliemae.org.



Grant Thatcher, NYSACAC past-president, is honored for his work by Frank Sachs, president-elect of NACAC.

Save the Date! 2005 NYSACAC Annual Conference

The 2005 NYSACAC Annual Conference Steering Committee is hard at work to provide you with a great conference on the campus of Manhattan College in Riverdale, NYC. Mark your calendars for June 1-3, 2005!

The theme of the conference will be *“Education and Our Future: Joining Efforts to Light the Way”*. The Steering Committee is planning sessions and activities focused on professional development as well as opportunities to network and socialize with your colleagues.

Following an afternoon of bocce ball, these participants relaxed at one of the receptions at the annual conference. Conference attendees chose from one of three charity events: 3K walk/run, bocce ball, and tennis.



For the conference to be successful, the committee needs the input and involvement of professionals throughout the organization. The Program Committee will issue the “Call for Proposals” by early November, and everyone is encouraged to submit ideas for sessions. We also have several committees that welcome your participation. Please e-mail Richard P. Alvarez at Richard.Alvarez@mail.cuny.edu if you would like to volunteer. We look forward to spending a few days together next June. Plan to join us!

Congratulations go to Nazareth College, Rochester, NY, for being chosen as the site of the 2006 NYSACAC Annual Conference!



Stacy Ledermann, Editor
St. John Fisher College
3690 East Avenue
Rochester, NY 14618

NYSACAC Executive Board Directory

2004-2005

PRESIDENT (Term 2004-2005)

Lisa Sohmer
Garden School
718-335-6363
SohmerNYC@yahoo.com

PRESIDENT-ELECT (Term 2004-2005)

Richard P. Alvarez
The City University of New York
212-290-5602
Richard.Alvarez@mail.cuny.edu

VP—DIVERSITY, EQUITY & ACCESS (Term 2004-2006)

Beryl S. Jeffers
SUNY System Administration, Metro Recruitment Center
212-818-1204/1211
jefferbe@sysadm.suny.edu

VP—FINANCE (Term 2003-2006)

Sean Kaylor
Marist College
845-575-3441
Sean.Kaylor@marist.edu

VP—PROFESSIONAL DEVELOPMENT & PLANNING (Term 2003-2006)

Mitchell Lipton
The Cooper Union
212-353-4126
lipton@cooper.edu

SECRETARY (Term 2004-2006)

Renee Orlick
Alfred University
607-871-2115
orlickr@alfred.edu

COLLEGE DELEGATES

Maryelizabeth Amico (Term 2003-2006)
College of Saint Rose
518-454-5150
518-469-4586
amicom@strose.edu
Columbia, Delaware, Greene, Saratoga, Schenectady, and Schoharie Counties

Karen Brown (Term 2004-2007)
SUNY College at Oneonta
607-436-3002
brownka@oneonta.edu
Broome, Cayuga, Chemung, Cortland, Seneca, Tioga, and Tompkins Counties

Jose Flores (Term 2004-2007)
Manhattanville College
914-323-5124
floresj@mville.edu
Bronx County

Deborah Goodrich (Term 2002-2005)
Alfred State College
607-587-3945
607-587-4299
Goodridj@alfredstate.edu
Allegany, Cattaraugus, Chautauqua, and Steuben Counties

Ned Jones (Term 2004-2007)
Siena College
518-783-2964
jones@siena.edu
Clinton, Essex, Franklin, Fulton, Hamilton, Montgomery, St. Lawrence, Warren, and Washington Counties

Kelly Herrington (Term 2002-2005)
Union College
518-843-6688
herrink2@union.edu
Dutchess, Ontario, Livingston, and Rockland Counties

Mike Konopski (Term 2002-2005)
Niagara University
716-286-8716
mjk@niagara.edu
Genesee, Niagara, Orleans, Schuyler, and Wyoming Counties

Meryl Wiener Schwalb (Term 2003-2006)
University at Albany
518-437-5022
mwiener@uamail.albany.edu
Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, and Oswego Counties

HIGH SCHOOL DELEGATES

Michael Acquilano (Term 2003-2006, Chief 2004-2005)
Staten Island Academy
718-987-8100, ext. 245
macquilano@statenislandacademy.org
Kings and Richmond Counties

Courtney R. Black-Swisher (Term 2003-2006)
Shenendehowa High School
518-881-0359
swiscour@shenet.org
Albany, Chenango, Otsego, and Rensselaer Counties

John Brennan (Term 2004-2007)
Horace Greeley High School
914-861-9458
JoBrennan@ccsd.ws
Erie County

Matt Gill (Term 2004-2007)
Center for Urban Education
212-535-7205 (High School)
212-346-1568 (CUE)
mgill@pace.edu
New York and Queens Counties

Steve Marcisz (Term 2003-2006)
Fox Lane High School
914-241-6053
smarcisz@bedford.k12.ny.us
Orange, Putnam, Sullivan, Ulster, and Westchester Counties

Joe Tweed (Term 2003-2006)
Trinity-Pawling School
845-855-4839
jtweed@trinitypawling.org
Monroe, Wayne, and Yates Counties

Ann Wallace (Term 2004-2007)
Rye Neck Schools
914-777-4872
awallace@ryeneck.k12.ny.us
Nassau and Suffolk Counties

COMMITTEE CHAIRS

ADMISSION PRACTICES

Katie Mason (Term 2004-2007)
Rush-Henrietta Central School District
585-359-5228
kmason@rhnet.org

Sean Callaway (Term 2004-2007)
Pace University School of Education
212-346-1105
scallaway@pace.edu

COLLEGE FAIRS

Bev Kent (Term 2004-2007)
East Rochester High School
585-248-6356
beverly_kent@er.monroe.edu

Michael Moore, Jr. (Term 2003-2006)
Rensselaer Polytechnic Institute
518-276-6216

DEVELOPMENT

Joe Tweed (Term 2003-2006)
Trinity-Pawling School
845-855-4839
jtweed@trinitypawling.org

GOVERNMENT RELATIONS

Jon Westover (Term 2004-2007)
College of Saint Rose
518-454-5150
westovej@strose.edu

Matt Gill (Term 2003-2006)
Center for Urban Education
212-535-7205 (High School)
212-346-1568 (CUE)
mgill@pace.edu

HUMAN RELATIONS

Carl Forbes (Term 2003-2006)
LeMoyne College
315-445-4300
315-445-4711
forbesca@lemoyne.edu

Jo Anne Phang
Syracuse University
315-443-1595
japhang@syr.edu

MEDIA, MARKETING & TECHNOLOGY

Greg Wasserman (Term 2002-2005)
The Cooper Union
212-353-4192
wasser@cooper.edu

Jacqueline Pravda (Term 2004-2007)
Scarsdale High School
914-721-2504/2533
jpravda@scarsdaleschools.com

MEMBERSHIP

Jennifer Hess (Term 2004-2007)
University at Buffalo
716-645-7785
hessj@buffalo.edu

Andrea Nadler (Term 2004-2007)
Hofstra University
516-463-6693
andrea.nadler@hofstra.edu

NEWSLETTER

Chris Coons (Term 2004-2007)
Alfred University
800-541-9229
coonscr@alfred.edu

Stacy Ledermann (Term 2003-2006)
St. John Fisher College
585-385-8064
sledermann@sjfc.edu

PROFESSIONAL DEVELOPMENT

Ann Marie Moscovic (Term 2004-2007)
Canisius College
716-888-2212
clarea@canisius.edu

SCHOOL-COLLEGE RELATIONS

Michelle Mason (Term 2004-2007)
KIPP Academy
718-665-3555 x120
mmason@kippony.org

Dennis DePerro (Term 2004-2007)
LeMoyne College
315-445-4707
deperrdr@lemoyne.edu

SUMMER INSTITUTE

Catherine DeLorenzo (Term 2003-2006)
Skidmore College
518-580-5588/5587
cdeoren@skidmore.edu

Mary Ann Reichhardt (Term 2002-2005)
Rye Country Day School
914-925-4632
maryann_reichhardt@RCDS.rye.ny.us

CBO LIAISON

Gregory Bryant (Term 2004-2007)
John Jay College Liberty Partnerships Program
212-237-8054
gbryant@johnjay.cuny.edu

ADMINISTRATIVE ASSISTANT

Michele Vagianelis
518-438-5549 (phone/fax)
nysacac@hotmail.com

Reminder—Membership Renewals Due

If you haven't renewed your membership in NYSACAC, please complete the application, available on-line at www.nysacac.org, and mail it today!

Getting to Know the Admission Practices Committee and the *SPGP*

by Katie Mason and Sean Calloway, AP Committee Co-Chairs

The NYSACAC Admission Practices Committee is charged by the National Association for College Admission Counseling (NACAC) with monitoring the *Statement of Principles of Good Practice (SPGP)* and, when necessary, completing the initial steps investigating alleged violations of the *SPGP*.

Our committee of seven dedicated professionals in the college counseling profession meet on an as-needed basis to respond to state and local concerns. Our responsibilities include the following:

- To educate admission and counseling professionals and their institutions regarding the nature of ethical standards as adopted and promoted by NACAC.
- To assist them to fully integrate such policies and procedures into their practices.
- To monitor compliance with these standards.
- To respond to concerns regarding possible violations, with the goal of ensuring full compliance among members.
- To promote the adoption of similar standards by non-members within their professions.
- To promote awareness of ethical practices among students and their families.

As a committee, our primary interest is educating our state members as to the specifics of the Statement of Principles of Good Practice and to promote “good practices” in a positive and forthright manner. Our intention is to encourage ethical practices in the school to college transition.

We encourage you to become familiar with the *SPGP* (www.nysacac.org/about/principles.jsp) and, whenever you have a question, to contact one of the committee members to discuss it. Their names and contact information are provided in this newsletter for future reference.

Important Dates to Remember

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| Newsletter Deadlines | December 6th (mailed in January 2005) March 15th (mailed in April 2005) |
| NYS Legislative Forum | February 7-8, 2005 |
| NYSACAC Regional Forums | March 2005 |
| Annual Coming Together Conference Manhattan College | May 31-June 1, 2005 |
| NYSACAC Annual Conference Manhattan College | June 1-3, 2005 |
| NYSACAC Summer Institute Skidmore College | August 2005 |
| 61st Annual NACAC Conference Tampa, Florida | September 22-24, 2005 |

ADMISSION PRACTICES INQUIRY FORM

This form is to be used to inquire about an admission practice that appears to be in violation of NACAC's *Statement of Principles of Good Practice*. Please complete this form and mail it to the NYSACAC President or the AP Committee Co-Chairs listed below. Inquiries regarding non-member institutions should be mailed to the NACAC Executive Director, 1631 Prince Street, Alexandria, Virginia 22314-2818.

Your submission of this concern will be dealt with in a strictly confidential and professional manner as the matter is reviewed. If you require additional information or assistance, please contact the Executive Director at NACAC at (703) 836-2222.

Brief description of your concern:

(Please attach any pertinent correspondence and keep a copy)

Please reference the section of the *SPGP* that you think has been violated:

Date: _____

Your Name: _____

Title: _____

Institution: _____

Address: _____

Phone: _____

If you believe that the conduct of an individual or institution has not complied with the established principles set forth by the *Statement of Principles of Good Practice*, the instructions printed above represent the most formal procedure for confidentially investigating a questionable issue. Generally, violations result from a simple lack of awareness or a misinterpretation of the guidelines outlined in the *SPGP*. Misunderstandings can very often be remedied quietly by means of a letter or phone call. Please join in being an active participant in our shared responsibility for maintaining and strengthening the integrity of our profession.

Katie Mason and Sean Calloway
AP Committee Co-Chairs