

TEAM FFELP: GOING TO BAT FOR AMERICA'S STUDENTS
NCHELP SPRING CONVENTION
Sand Pearl, Clearwater, FL
June 8-10, 2009



UPDATED AGENDA (6-7-09)

Monday, June 8

11:00 a.m. – 6:30 p.m.

Registration Open

1:00 p.m. – 4:00 p.m.

Board of Directors Meeting

Tuesday, June 9

7:45 a.m. – 4:00 p.m.

Registration Open

7:45 a.m. – 8:30 a.m.

Continental Breakfast

8:30 a.m. – 8:45 a.m.

Let's Play Ball!
Welcome to the Spring Convention

Ron Gambill, NCHELP Chairman

8:45 a.m. – 9:30 a.m.

Recruiting More Players:
How to Boost the Percentage of College Grads
Speaker:
Jamie Merisotis, President, Lumina Foundation
for Education

Lumina Foundation has set a "Big Goal" for the nation – dramatically increase America's number of college graduates by the year 2025. President Jamie Merisotis will discuss how Lumina is planning to achieve this goal and how NCHELP members can play a role.

9:30 a.m. – 10:15 a.m.

Sticking to the "Team Cap":
Improving College Affordability
Speaker:
Jane Wellman, Executive Director, Delta Project
With an ailing economy, parents and policymakers are more concerned than ever about the cost of

college. Determining how to contain these costs is the mission of the Delta Project on Postsecondary Education Costs, Productivity, and Accountability. Executive Director Jane Wellman will share their research and analysis about what can be done to improve college affordability.

10:15 a.m. – 10:30 a.m.

Break

10:30 a.m. – 11:00 a.m.

**Looking to Next Season:
Continuing A Public/Private Program**

**Speaker:
Jack Remondi, Vice Chairman and CFO, Sallie Mae**

Calls for a new student loan program are coming from the Administration, lawmakers and several other interested groups. Jack Remondi, Vice Chairman and CFO of Sallie Mae will share his thoughts regarding the future of student loans and a plan Sallie Mae has developed. Remondi oversees Sallie Mae's business strategy and is responsible for corporate finance, investor relations, accounting and reporting, financial planning, credit policy, risk management, corporate communication, philanthropic activities and human resources.

11:00 a.m. – 11:45 a.m.

**Breaking Down the Stats:
Update on Market Conditions
Speaker:
Matt Snowling, CFA, Senior Analyst
and Senior Vice President, Financial Institutions
Research Investment Services, Friedman,
Billings & Ramsey**

Matt Snowling, analyst with the Capital Markets division of Friedman, Billings and Ramsey, will provide an assessment of the market conditions and long-term views for the FFELP and its participants. He will address the challenges facing FFELP participants as they contend with continued market instability. Snowling analyzes the world of brokers, asset managers and education lenders and is frequently quoted in such publications as *USA Today*, *Forbes* and *Business Week*.

11:45 a.m. – 12:15 a.m.

TEAM NCHELP Meeting

12:15 p.m. – 1:30 p.m.

Lunch

1:30 p.m. – 2:30 p.m.

**Prognosis for Future Games:
Analyzing Student Loan Markets**
Speakers:
**Vincent Cimino, Managing Director, RBC
Capital Markets**
David Hartung, Senior Vice President, DBRS

This session will review the current and future financial market conditions and how they stand to impact student lending. Attendees will hear from finance professionals about what market instabilities mean for those in the student loan community as well as investors. A rating agency analyst will assess the availability of private loans for the 2010-11 academic year and beyond.

1:30 p.m. – 2:30 p.m.

**Sharing the Best Practice Playbook:
Successful College Access Programs**
Speakers:
Ron Gambill, Edsouth
**Mike Hawkes, Director, College Access
Initiatives, ECMC**
**Jacqueline Moreno, Director of College Access
Initiatives, Illinois Student Assistance
Commission**
**La Toya Sykes, Director of Outreach & Access
Awareness, Great Lakes Higher Education
Guaranty Corporation**

What programs are succeeding at reaching students and families and increasing college-going rates? Practitioners from three agencies will describe efforts to expand outreach and why they have been effective.

2:30 p.m. – 3:15 p.m.

**Thinking Outside the Batter's Box:
Innovative State Solutions**
Speakers:
Tom Sakos, Partner, XSS Partners
**John Sinsheimer, Chief Financial Officer,
Illinois Student Assistance Commission**
**Warren Wallin, Chief Financial Officer, New
York Higher Education Services Corporation**

Faced with declining appropriations and constrained financial markets, states and organizations are thinking outside the box to help students finance their higher education goals. Panelists will outline the innovative approaches to securing funds for federal and private student loans, which include partnering with credit unions.

2:30 p.m. – 3:15 p.m.

**More Entries in the Win Column:
New state spending increases college access**

Speakers:
Sharmila Conger, Policy Analyst,
State Higher Education Executive Officers
Amy Kerwin, Chief Guaranty Officer, Great
Lakes Higher Education Guaranty Corporation

Thanks to College Access Challenge Grants and stimulus funds, states have been able to increase their college access efforts. What types of approaches are states taking and what are their long-term goals? Two experts will provide an update on state developments.

3:15 p.m. – 3:30 p.m.

Break

3:30 p.m. – 4:15 p.m.

Rounding Up Team Financing:
Update on Federal Liquidity Programs

Speakers:
Barbara Thomas, Morgan Stanley
Kevin Lundquist, Director, Citigroup Global
Markets, Inc.

A panel of professionals that have experience with the Department's federal liquidity programs will give an update on the progress of the Asset-Backed Commercial Paper Conduits, Loan Financing Arrangement - Participation Interest Program and the Purchase Commitment ("Put Option") programs and plans going forward.

3:30 p.m. – 4:15 p.m.

Employing Winning Strategies:
Using Social Networks to Increase
Outreach

Speakers:
Louie Herr, Communications Coordinator,
Know How 2GO Campaign
David Feitz, Executive Director, UHEAA

Everyone is a "twitter" about the new social networking opportunities and wants to know if they are effective tools for reaching your audience. Two experts in the field will address practical applications – where they have succeeded and where they have fallen below expectations.

4:15 p.m. – 5:00 p.m.

How to Get Home Field Advantage:
What Schools are doing to Help Families

Speaker:
Dr. Pat Watkins, Director of Financial Aid,
Eckerd College
Dorothy Gilliard, Lincoln Educational Services
Corp

Representatives from the financial aid community will provide insights on how students, families and schools are coping with the continued turmoil in the financial markets. Panelists will discuss any challenges students and families are facing with securing both federal and private loans, why the FDLP has become an attractive option for some schools and any views on what a new student loan program should include.

4:15 p.m. – 5:00 p.m.

**Improving Team Specialties:
Reaching out to Foster and Homeless Youths
and Veterans**

Speakers:

**Kelly Chapman, Executive Vice President,
Chief of Foundation Activities, Student
Assistance Foundation**

**Janet Walker, Resource Teacher, Homeless
Education Assistance Team**

**Rick Robertson, U.S. Department of Veterans
Affairs**

To reach a specific group of students, it is necessary to target services and ensure they are receiving the best information. Experts will review their practices for increasing college access for foster and homeless youths and veterans.

5:30 p.m. – 6:30 p.m.

Reception

Wednesday, June 10

7:45 a.m. – 3:00 p.m.

Registration Open

7:45 a.m. – 8:30 a.m.

**Continental Breakfast
Caucus Meetings**

8:30 a.m. – 9:15 a.m.

**Meeting the Needs of the Fans:
What Schools and Families Want**

Speaker:

**Tim Ranzetta, Founder and President, Student
Lending Analytics**

What are schools considering a move to Direct Lending saying? How do financial aid directors compare customer service between the two programs? Are students and families getting the private loans they need? Tim Ranzetta has the answers and will share them with us. Tim is the founder and president of Student Lending Analytics (SLA), an independent research firm that advises financial aid administrators on lender selection. SLA's research has been featured in the *New York*

Times, Washington Post, US News and World Report and Chronicle of Higher Education.

9:15 a.m. – 10:00 a.m.

**What does the Commissioner have planned?:
Priorities for the Administration and Congress
Speaker:
Dr. George Gonzalez, Political Science
Professor, University of Miami**

The Administration and Congress are pursuing aggressive agendas for health care and student loan reform. What are their chances for success and what else is on their plate for the coming months? Politics expert Dr. George Gonzalez will provide his perspective.

10:00 a.m. – 10:15 a.m.

Break

10:15 a.m. – 11:00 a.m.

**A New Playbook:
Future for Student Loan Programs
Speakers:
Carl Dalstrom, President and CEO, USA Funds
Chuck Sanders, President and CEO, South Carolina Student Loan Corporation
James Stipcich, President, Student Assistance Foundation of Montana**

Several proposals to reform the student loan programs are on the table. A panel of experts will review the differences in these proposals and discuss what the future holds for FFELP and its participating organizations.

11:00 a.m. – 11:30 a.m.

Closing Remarks

Brett Lief, President, NCHLP

CONFERENCE CONCLUDES