

"Where Educational Opportunities Begin . . . "

# 2006 ANNUAL REPORT 2007

Bringing each student's success into focus

## Higher Education Student Assistance Authority Board Members

#### **Executive Committee**

Chairperson Maria I. Torres Public Member

Vice Chairperson Rossy Matos-Miranda Public Member

Secretary-Treasurer E. Michael Angulo, Esq. Executive Director Ex-Officio (non-voting)

David Rousseau Acitng State Treaurer Ex-Officio

Dr. Harvey Kesselman Representative State Colleges and Universities

Warren E. Smith, Esq. Public Member

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Raymond Castor Chair Student Advisory Committee Ex Officio

Kevin Collins Representative Commission on Higher Education Ex Officio

M. Wilma Harris Public Member

Tabatha Ialacci Vice Chair Student Advisory Committee Ex Officio

Dr. Joann LaPerla-Morales Representative County Colleges

Jean McDonald Rash Representative Rutgers University

Sister Paula Marie Buley, IHM Representative Independent Colleges & Universities

Richard Garcia Public Member

### A Message From



## **Governor Corzine**

One of my priorities is ensuring that higher education is affordable and accessible to all New Jersey students. The State's investment in our students is an investment in our future.

The State has a significant interest in equipping students with the tools necessary to compete in the 21st century marketplace. Providing the financial resources to make college a reality for our students ensures that New Jersey will continue to have a highly educated workforce critical for a robust economy.

To that end, the New Jersey Higher Education Student Assistance Authority (HESAA) provides the tools necessary to make higher education accessible and affordable to all of our students. I am proud that New Jersey is consistently a national leader in providing need-based aid. The State's commitment to financial aid provides for a varied portfolio of need and merit based aid, helping students meet the costs of a higher education.

In partnership with New Jersey's colleges and universities, HESAA opens the doors of higher education to all of the State's students who seek it. I am proud of HESAA's comprehensive efforts to provide both the informational and financial resources for New Jersey students and their families.

Thank you for your interest in higher education and in HESAA.

Jon S. Corzine

"The State's investment in our Students is an investment in our own prosperity."

- Jon S. Corzine, Governor

## New Jersey Advisory Committee

#### New Jersey Advisory Committee on Student Aid

Rutgers Representative Elizabeth Rollins Manager of Compliance & Quality Assurance Rutgers University

#### NJASFAA Representatives

Gisele Joachim Assistant Dean of Admissions & Financial Resource Management Seton Hall University School of Law

Reginald Page Director of Financial Aid Mercer County Community College Non-Traditional Sector Marilyn Faller Vice President, Student Finance Berkeley College

Lender Representative Kimber Decker Sr. Vice President Nelnet

Independent Sector Michael Corso Director of Financial Aid Centenary College

State College Sector Jamie Hightower Director of Student Financial Services The College of New Jersey

County College Sector Gail Scott Bey Director of Financial Aid Middlesex County College EOF Professional Association Representative Sharon Foushee Assistant Director EEO Kean University

NJBA Representative Philip Sanders Bursar Thomas Edison State College

UMDNJ Representative Cheryl White Associate Director, Student Financial Aid UMDNJ



### A Message From The Executive Director



As Executive Director of HESAA, it is a privilege to lead an organization that is a recognized leader in providing students with the financial and information resources needed to make higher education affordable and accessible. The State's commitment to providing those resources allows New Jersey to sustain a highly educated workforce critical for the State's future economic success.

HESAA is a resource throughout a student's life. HESAA educates families on the benefits of disciplined savings as early as possible through the NJBEST Program. NJBEST, the State's 529 College Savings Plan, provides extensive investment opportunities for families. Among them is a scholarship component, unique to NJBEST, for students who qualify and attend college in State. Additionally, in 2007, NJBEST was the fastest growing plan in the nation with assets under management surpassing \$2 billion. New Jersey ranks among the top 3 states in the amount of grant and scholarship assistance per student recipient. Through NJ STARS II, eligible NJ STARS students are able to continue tuition free to complete their four- year degree at one of New Jersey's State or public institutions. The NJ STARS and NJ STARS II programs are among the most successful student aid programs in the State's history.

HESAA understands that for many students financial aid is a long-term consideration. As the burden of student loans increases, so does HESAA's role as an informational resource for students. Over the past two years, HESAA has been actively reaching out to students to encourage loan repayment and to provide education in financial literacy. Among its helpful programs, Real Money 101 was presented to 5,703 students at over 130 workshops statewide this past year. By emphasizing fiscal responsibility, HESAA helps students to avoid unnecessary and costly debt, protects against default, and preserves students' credit worthiness.

As a not for profit, HESAA reinvests revenue towards enhancing financial aid programs, services, and outreach. By working with New Jersey's students throughout their lives, HESAA promotes the social and economic benefits of a college education. This not only expands economic opportunities for students, but also fosters desirable social and economic conditions in the State.

Thank you for your support of HESAA. We are proud of our important role in making higher education affordable and accessible to New Jersey students and their families.

Sincerely,

Muhael Arylo

E. Michael Angulo

"HESAA promotes the social and economic benefits of a college education. This not only expands economic opportunities for students, but also fosters desirable social and economic conditions in the State."

## New Jersey Higher Education Student Assistance Authority (HESAA)

State legislation created the Authority in 1959, and with that the student loan program for New Jersey residents. Those student loans had an interest rate of 5% with a maximum loan limit annually of \$1,000 for first year freshmen.

In November 1965, under Title IV of the Higher Education Act, the federal government developed a national loan program that was modeled after programs already established in New Jersey, New York, and Massachusetts.

In the 1970's the Tuition Aid Grant was born to provide need-based aid to New Jersey residents. The Tuition Aid Grant (TAG) Program is the keystone of New Jersey's undergraduate student financial aid programs. The program was established by statute in 1978 to eliminate or reduce the tuition component of the cost of attending New Jersey colleges and universities for State residents who demonstrate financial need. Historically, the program has attempted to:

- 1. provide the neediest students with awards up to full tuition at public institutions or up to 50% of the average tuition at independent colleges and universities; and
- 2. provide other needy students who are eligible for partial awards with annual award increases to offset the impact of tuition increases.

Later in the 1970's loan volume increased dramatically and HESAA moved to an electronic online data processing system in 1980. The new system allowed HESAA to be more efficient. Further enhancements over the next ten years provided even greater efficiencies and processing expediencies in the delivery of loans to borrowers.

Legislation enacted in 1991 created the New Jersey College Loans to Assist State Students (NJCLASS) program. Loans for the 2006 award year were provided to borrowers with a low fixed rate of 6.4% (5.9% if paying through

\*The interest rate will increase .75% from its initial level beginning with the borrower's fifth year of repaying the loan principal, however the repayment amount will not change.

automatic bank debit), one of the lowest fixed\* rates in the nation for supplemental educational loans.

Loans for the 2007 award year were provided to borrowers with a low fixed rate of 6.25% (5.75% if paying through automatic bank debit), one of the lowest fixed\* rates in the nation for supplemental educational loans.

As college costs have increased over the years, so have the merit and need-based awards from both state and federal funding. There is one constant at HESAA: our ability to keep students at the center of all we do. Our financial stability, product innovation and recognized service have been the cornerstone of our organization for over 48 years.



## Four Ways HESAA Makes Education Accessible and Affordable



#### Grants

One of the nation's premier needbased programs, Tuition Aid Grant (TAG), provided approximately 58,000 awards totaling \$194.5 million in FY 2006. In FY 2007 58,500 awards totaling \$217.9 million were provided.

HESAA administers the Educational Opportunity Fund (EOF) Program on behalf of the Commission on Higher Education, that provides grants to approximately 13,700 students.

#### **Scholarships**

HESAA awards over 25,500 meritbased scholarships annually, helping to keep the State's brightest students in New Jersey.

#### **College Savings Plan**

NJBEST provides the opportunity to start an investment savings account for a child's college fund.

#### **Student Loan Programs**

During 2006 and 2007, respectively, HESAA guaranteed nearly 315,000 FFELP loans, exceeding \$1.27 billion. Additionally, HESAA provided 29,700 Federal Consolidation Loan guarantees equaling \$597.1 million.

NJCLASS is one of the leading fixed-rate supplemental student loan programs available, and has over the past two years provided over 32,400 loans exceeding \$379 million.



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HESAA awards over \$250 million in grants and scholarships each year and ranks in the top five in the nation

## Grants and Scholarships



#### **Tuition Aid Grant (TAG)**

Helping students who attend New Jersey institutions, TAG consistently ranks among the top five grant programs in the nation, based upon award values.

STUDENTS AWARDED	\$194,089,632
STUDENTS	58,504
AWARDED	\$217,906,716

#### Part-Time Tuition Aid Grant (TAG) for County College Students

Students enrolled for 6-11 credits in a degree or certificate program at any of New Jersey's 19 county colleges may be eligible for these awards.

STUDENTS	<b>8,294</b>
AWARDED	<b>4,205,844</b>
STUDENTS	<b>8</b> ,439
AWARDED	\$4,598,926

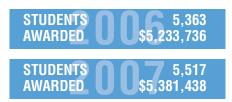
#### Educational Opportunity Fund Grants (EOF)

This program provides financial assistance and educational support services to low-income New Jersey undergraduate and graduate students.

STUDENTS AWARDED		13,783 \$16,413,454
STUDENTS AWARDED	0	13,687 \$16,262,251

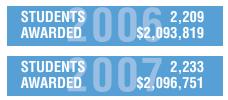
#### Edward J. Bloustein Distinguished Scholar Award

This four-year renewable scholarship recognizes the exceptional academic performance of New Jersey's high school students. The award is based upon a student's high school class rank and SAT scores.



#### **Urban Scholar Award**

Based on class rank and high school GPA, this renewable scholarship is designed to support students from the State's urban and economically distressed areas.





### HESAA awards over \$1.5 billion in aid annually to assist students in achieving their educational goals



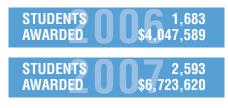
#### Outstanding Scholars Recruitment Program (OSRP)

OSRP rewards New Jersey's highestachieving students with scholarships to attend participating New Jersey colleges and universities. Awards are based on class rank and combined SAT scores. Eligible recipients can receive up to \$7,500 annually.

STUDENTS 0 \$13,958,862	
STUDENTS 3,823 AWARDED \$9,651,530	

#### Student Tuition Assistance Reward Scholarship (NJ STARS)

New Jersey students graduating in the top 20% of their high school class may be eligible for this program, which pays county college tuition and approved fees for up to 15 credits per semester, for up to 5 semesters.



#### NJ STARS II

NJ STARS II recipients are NJ STARS eligible students who graduated from a Community College with a 3.0 GPA or better.



#### Veterinary Medical Education Program

HESAA administers contractual agreements with out-of-state schools of veterinary medicine for New Jersey residents.

The following schools participate:

- University of Pennsylvania
- Cornell University
- Tuskegee University
- Iowa State University
- Oklahoma State University
- University of Illinois
- Tufts University





### "The NJ STARS program helped me soar to new heights when I earned my pilot's license."

— Tabatha lalacci, Mercer County Community College, Class of 2008

## Loans & Outreach



#### Federal Family Education Loan Program (FFELP)

Since 1959, HESAA has assisted college students of New Jersey in meeting the costs of a postsecondary education. As one of the oldest guaranty agencies in the Federal Family Education Loan Program, HESAA works on behalf of the federal government to provide guarantees for federal student loans.

Since 2000, HESAA has saved students more than \$33 million in default fees charged on student loans.

#### www.hesaa.org

HESAA provides timely, reliable information that students can access around the clock. Lenders and servicers also find the web site a valuable and dependable research tool.

### College Loans to Assist State Students (NJCLASS)

HESAA helps students and families close the gap between financial aid and college costs by providing the NJCLASS loan. Available to New Jersey residents as well as students residing outside of the State who attend school in New Jersey, NJCLASS offers one of the lowest fixed-rate supplemental loans in the nation.

#### Mapping-Your-Future.org

Information on selecting a school, planning for college, and paying for college can all be found at this award-winning web site, hosted by HESAA. The site schedules chat events to answer questions for students and their families.

#### **R.E.A.L. Success**

HESAA offers a Repayment Education About Loans (R.E.A.L.) Success program that educates students on the importance of repaying their student loans, managing delinquencies and controlling defaults.

The program is comprised of six components and includes *Real Money* 101 – a curriculum designed to address these issues – and Cohort e-Manager, which allows schools to manage delinquencies and reduce defaults.

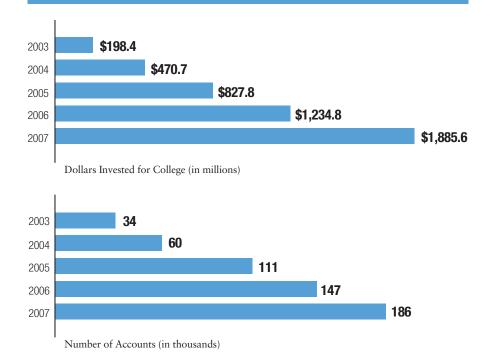
With over 45 New Jersey colleges and universities participating in the program, student default rates are sure to decline.

## College Savings

#### New Jersey Better Educational Savings Trust (NJBEST)

NJBEST is the only 529 College Savings Plan in the country that offers qualified student beneficiaries a scholarship of up to \$1,500. Account holders are able to benefit from a wide variety of investment options administered by Franklin Templeton Investments. See www.njbest.com.

#### NJBEST Fiscal Years 2003-2007 as of June 30, 2007





Our mission is to provide students and families with the financial and informational resources for students to pursue their education beyond high school

### Serving Families, Students



#### **Professional Support**

HESAA's Solutions Team helps ensure that financial aid professionals are in compliance with federal and state programs by conducting training, management reviews and audits on campus.

### Customer Care Center 1-800-792-8670

Helping students and parents find the right information is the main focus of our Care Center representatives, who answer over 200,000 phone calls each year. English and Spanish-speaking callers can reach a representative to answer their questions on all state and federal student aid programs.

and Schools

#### **Publications**

HESAA distributes over 1 million informational booklets and brochures that explain the financial aid process and the availability of student aid programs. Our most popular publications, *Going to College in New Jersey, Real Money* 101, and *Life 101*, illustrate how accessible higher education can be.



### Fulfilling our Mission



#### Public Outreach

One of HESAA's top priorities is public outreach to families and students attending K-12. We provide college bound students and their families with the information they need to pursue an education beyond high school. Over the past two years, HESAA has conducted visits, presentations, workshops and participated in 1,055 events, bringing our message of affordability and access to higher education to over 148,000 students and families. *College Goal Sunday* is a statewide initiative co-sponsored by HESAA. This one-day seminar is held at various locations across the State and is designed to assist families of college bound students with understanding state and federal student financial aid programs. HESAA staff along with financial aid officers and other professionals from colleges and universities work with families in the completion and submission of the Free Application for Federal Student Aid (FAFSA).

#### **Connecting With Students**

Created by the New Jersey Legislature, the Student Advisory Committee (SAC) provides a consultative voice to the HESAA Board and the Authority. The committee consists of students from all sectors of New Jersey colleges. Two students are elected to serve as voting members of the HESAA Board.

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"Through HESAA and the EOF Program I have been able to afford an education that has taken me many places, not just in terms of intellectual achievement, but also through traveling and seeing the world. HESAA made it possible for my dreams to become a reality."

- Aracely Tagliaventi, College of Saint Elizabeth, Class of 2010



## Fiscal Year Ending June 30, 2006 and June 30, 2007

#### **Combined Statements of Net Assets**

Assets	20	006		2007
Cash and Cash Equivalents	\$ 69,	,502,987	\$	69,399,008
Investments	1,887,	,590,199	2	,635,044,632
Receivables				
Federal government	9,	,073,955		12,095,637
Loans	742,	164,273		924,517,398
Other	8,	,333,262		8,898,462
Fixed Assets, Net	\$1,	,017,144	\$	843,458
Other Assets				
Due from intergovernmental agencies	2,	,534,011		6,547,796
Deferred charges	7,	,733,232		8,606,310
Total Assets	\$2,727,	949,063	\$ 3	,665,952,701
Liabilities and Fund Balances				
Liabilities				
Accounts payable & accrued expenses	\$ 17,	,335,764	\$	27,559,537
Due to federal government	3,	,440,291		6,470,865
Revenue bonds payable	1,343,	,741,503	1	,590,985,000
Total Liabilities	1,364,	,517,558	1	,625,015,402
Fund Balances				
Reserved for Loan Servicing	62,	,579,844		70,145,248
Restricted	1,300,	,851,661	1	,970,792,051
Total Fund Balances	1,363,	,431,505	2	,040,937,299
Total Liabilities and Fund Balances	\$2,727,	,949,063	\$ 3	,665,952,701

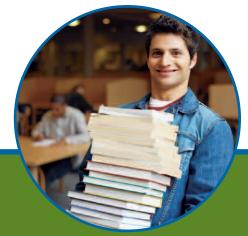
#### **Combined Statement of Revenue, Expenditures and Change in Net Assets**

Revenues		2006	2007
Appropriations	\$	266,270,811	\$ 266,311,279
Federal and other grants		73,780,961	82,275,244
Fees		83,503,848	106,551,255
Investment earnings		91,993,725	268,590,388
Other		450,753,250	586,038,286
Total Revenues	\$	966,302,595	\$ 1,309,766,452
Expenditures			
Direct grant aid to students		236,937,988	263,079,568
Program expenses		199,063,040	276,216,753
Administrative expenses		30,372,414	37,623,584
Debt service interest		44,616,519	54,871,394
Total Expenditures	\$	510,989,961	\$ 631,791,299
Excess of Revenues over Expenditures	\$	455,312,634	\$ 677,975,154
Less:			
Year-end lapsed funds		(24,843,602)	(264)
Net Assets - Beginning of Year		932,962,473	1,363,431,505
Prior Period Adjustments		_	(469,096)
Net Assets – End of Year	\$1	1,363,431,505	\$ 2,040,937,299

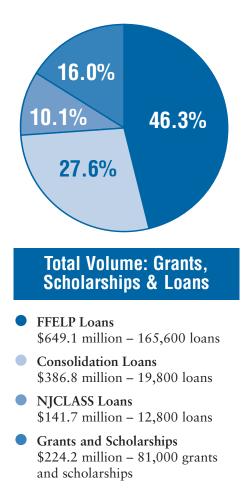
\* Of the total increase in fund balance of nearly \$1,108,000,000 over two years, approximately \$1,057,000,000 is the result of contributions and investment earnings on the NJBEST 529 Program, less related expenses.

These statements contain combined amounts for all HESAA programs and funds. The underlying data is included in various audited reports.

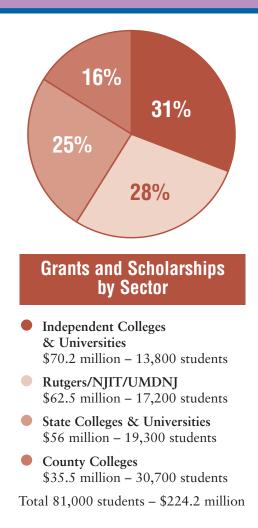
#### Since 1959, HESAA has delivered over \$18 billion in financial aid for New Jersey students

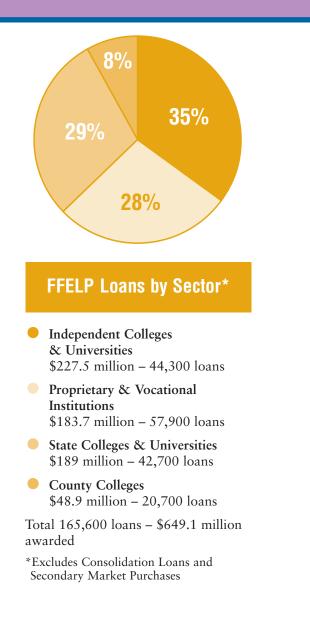


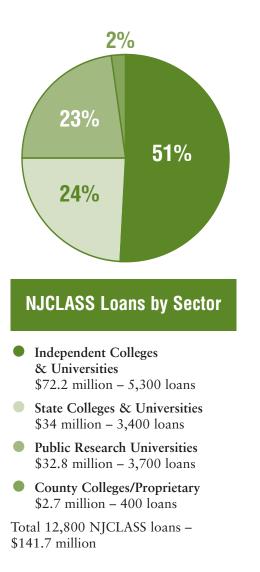
## Student Aid Statistics FY 2006



Total 279,200 grants, scholarships and loans – \$1,401.8 billion awarded



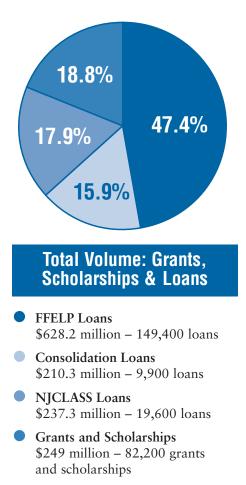




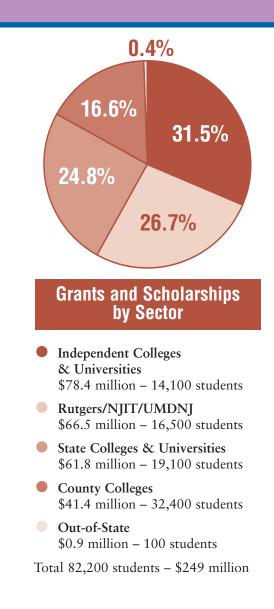
"The programs offered by HESAA and the federal government have made my college dreams an **educational reality**."

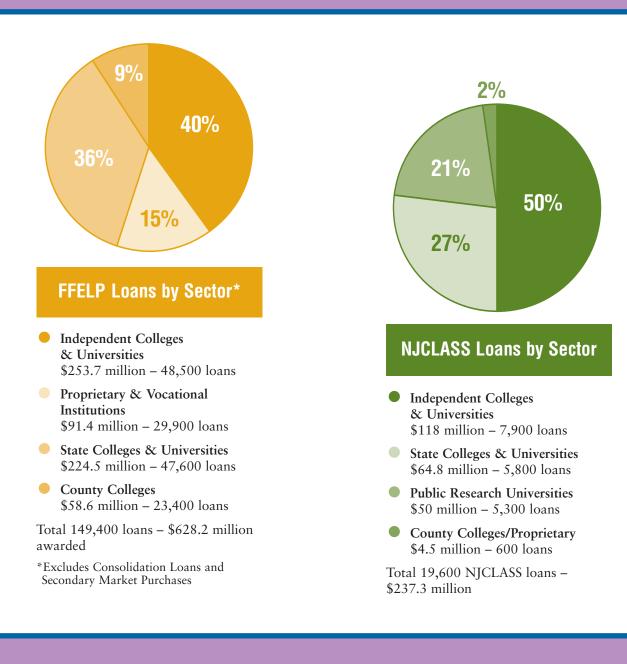
- Raymond Castor, Rutgers University, Class of 2009

## Student Aid Statistics FY 2007



Total 261,100 grants, scholarships and loans – \$1,324.8 billion awarded





## HESAA Partnerships



- College Goal Sunday
- Educational Opportunity Fund (EOF) Grants
- Gaining Early Awareness and Readiness for Undergraduate Programs (GEAR-UP)
- Governor's Teaching Scholars Program (GTSP)
- Law Enforcement Officers Memorial Scholarships (LEOMS)
- Leveraging Educational Assistance Partnership (LEAP)

- Mapping-Your-Future
- Minority Academic Careers (MAC)
- Paul Douglas Teacher Scholarship Program
- The Primary Care Physician/Dentist Loan Redemption Program
- Student Unit Record Enrollment (SURE) System

## Each year more than **1 million students and families**

receive assistance from the outreach programs and aid programs HESAA administers

## hesaa Programs

- Dana Christmas Scholarship for Heroism
- Edward J. Bloustein Distinguished Scholars
- Federal Graduate Plus Loan
- OB/GYN Student Loan Expense Reimbursement Program
- Outstanding Scholars Recruitment Program (OSRP)
- Part-Time TAG for County College Students
- Part-Time TAG for Educational Opportunity Fund Recipients
- New Jersey Better Educational Savings Trust (NJBEST)

- New Jersey Better Educational Savings Trust Scholarship
- New Jersey College Loans to Assist State Students (NJCLASS)
- New Jersey World Trade Center Scholarship Program
- Social Services Student Loan Redemption Program
- Student Tuition Assistance Reward Scholarship (NJ STARS)
- NJ STARS II
- Survivor Tuition Benefits Program

- Teaching Fellows Program
- Tuition Aid Grant Program (TAG)
- Urban Scholars
- Veterinary Medical Education Program



## Memberships Affiliations and Sponsorships

- College Board
- Consumer Bankers Association
- Eastern Association of Student Financial Aid Administrators
- Education Finance Council
- ELM Resources, Inc.
- The Latino Institute
- Mapping Your Future
- National Association of Student Financial Aid Administrators
- National Council of Higher Education Loan Programs
- National Association of State Student Grant and Aid Programs

- National Association of State Treasurers
- National Consumer Law Center, Inc.
- New Jersey Association of School Administrators
- New Jersey Association of Student Financial Aid Administrators
- New Jersey Chamber of Commerce
- NJ Education Association
- NJ Lawyers' Fund for Client Protection
- NJ Parent Teacher Association
- NJ School Boards Association

- NJ School Counselor Association
- NY Student Financial Aid Administrators Association
- PA Association of Student Financial Aid Administrators
- Puerto Rico Association of Student Financial Aid Administrators
- Society of Corporate Compliance & Ethics



"HESAA delivers student aid programs efficiently by developing products and services that add value and cost savings so students can focus on being successful."

- Francine Andrea, COO, HESAA

## Student Advisory Committee

	2006-07			
	Class	Member	Associate	Associate
County College	Senior	Raymond Castor, Vice Chair Burlington	Rose Marie LaMond, Sec. Union	Tabatha Ialacci Mercer
County Conege	Underclass	Gema Castaneda-Martinez Raritan	Bertheleau Ngakam Essex	Onessa Freasier Mercer
State	Senior	Julianne M. Hile Ramapo	Meghan McAvoy Montclair	Ashante S. Barnes Kean
State	Underclass	La-Trenda Ross, Chair NJCU	Dykeema Morris Montclair	Tamaria Green TCNJ
Independent	Senior	Steven Klemchalk Rider	Joel Garcia Berkeley	Alberto Rodriguez Caldwell
писрепист	Underclass	Brian Nauer Centenary	Amanda Bennett Georgian Court	Alexis Fisher Princeton
Rutgers	Senior	Sharo Atmeh	Issa Abbasi	
NJIT	One voting member	Aileen Davila		
		200	7-08	
County College	Senior	Tabatha Ialacci, Vice Chair Mercer	Onessa Freasier Mercer	Tony Hubbard Burlington
county contrage	Underclass	Leibnitz Martinez-Goldsmith Union	Jennifer Kaznowski Ocean	
State	Senior	Tamaria Green TCNJ		
	Underclass	Elizabeth Palmer Rowan	Joseph DeOliveira Montclair	
Independent	Senior	Stacey Greene DeVry	Kimberly Helk Georgian Court	
	Underclass	Aracely Tagliaventi College of St. Elizabeth	Brandon Carter DeVry	
Rutgers	Senior	Brian Spatocco		
	Underclass	Raymond Castor, Chair	Bertheleau Ngakam	
NJIT	One voting member	Keon Clinton		

#### Call us Toll Free 800.792.8670 WWW.HESAA.ORG

No State tax dollars were used to design and produce this annual report.