# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY 

NJCLASS/FFELP LOAN PROGRAMS FINANCIAL STATEMENTS

June 30, 2009 and 2008

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY 

## NJCLASS/FFELP LOAN PROGRAMS

## Table of Contents

June 30, 2009 and 2008
Page
INDEPENDENT AUDITORS' REPORT ..... 1-2
MANAGEMENT'S DISCUSSION AND ANALYSIS ..... 3-10
FINANCIAL STATEMENTS
STATEMENTS OF NET ASSETS ..... 11
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS ..... 12
STATEMENTS OF CASH FLOWS ..... 13-14
NOTES TO FINANCIAL STATEMENTS ..... 15-36
INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS ..... 37-38
SUPPLEMENTARY INFORMATION
COMBINING SCHEDULES OF NET ASSETS ..... 39-40
COMBINING SCHEDULES OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS ..... 41-42 A Mercadien Group Company

# INDEPENDENT AUDITORS' REPORT 

To the Board Members of<br>New Jersey Higher Education Student Assistance Authority

We have audited the accompanying financial statements of the business-type activities of the New Jersey College Loans to Assist State Students ("NJCLASS") and Federal Family Education Loan Programs ("FFELP") (the "Programs") of the New Jersey Higher Education Student Assistance Authority (the "Authority") as of and for the years ended June 30, 2009 and 2008. These financial statements are the responsibility of the Programs' management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the
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## INDEPENDENT AUDITORS' REPORT (CONTINUED)

The financial statements present only the business - type activities of the NJCLASS and FFELP Loan Programs of the Authority and do not purport to, and do not present fairly the financial position of the Authority as of June 30, 2009 and 2008, and its changes in financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued our report dated October 20, 2009 on our consideration of the Programs' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations and contracts and other matters. The purpose of that report is to describe the scope of our testing on internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary schedules on pages 39-42 are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

The management's discussion and analysis on pages 3-10 is not a required part of the basic financial statements but is supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management, regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.


October 20, 2009

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## MANAGEMENT'S DISCUSSION AND ANALYSIS

As financial management of the New Jersey Higher Education Student Assistance Authority's (the "Authority") New Jersey College Loans to Assist State Students ("NJCLASS") Loan Program and the Federal Family Education Loan Program ("FFELP") (collectively, the "Programs"), we offer readers of these financial statements this narrative overview and analysis of the financial activities of the Programs for the fiscal year ended June 30, 2009. This discussion and analysis is designed to assist the reader in focusing on the significant financial issues and activities and to identify any significant changes in financial position. We encourage readers to consider the information presented herein in conjunction with the financial statements taken as a whole. A comparative analysis of key elements of financial statements is provided in this overview.

## Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Programs' financial statements, which are comprised of the basic financial statements and the notes to financial statements. Since the Programs are comprised of a single enterprise fund, no fund-level financial statements are shown. This report also contains other supplementary information concerning the financial position and results of operations broken down by bond issues included in the Programs.

Basic financial statements. The basic financial statements are designed to provide readers with a broad overview of the Programs' finances, in a manner similar to a private-sector business.

The statements of net assets present information on all of the Programs' assets and liabilities, with the difference between the two reported as net assets. Over time, increases or decreases in net assets may serve as a useful indicator of whether the financial position of the Programs is improving or deteriorating. Net assets increase when revenues exceed expenses. Increases to assets without corresponding increases to liabilities result in increased net assets, which indicate an improved financial position.

The statements of revenues, expenses and changes in net assets present information showing how net assets changed during the fiscal year. All changes in net assets are reported as soon as the underlying event occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will not result in cash flows until future fiscal periods.

Notes to financial statements. The notes provide additional information that is essential to a full understanding of the data provided in the basic financial statements.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

Other information. In addition to the basic financial statements and accompanying notes, this report also presents certain supplementary information concerning the financial position and results of operations of each bond issue included in the Programs, as well as the auditors' report on internal control over financial reporting and on compliance and other matters.

## Financial Highlights and Analysis

The Programs' net assets, referring to the difference between assets and liabilities, increased by $\$ 34,405,162$ from the prior fiscal year. The term "Net Assets" is used in accordance with rules promulgated under Governmental Accounting Standards Board ("GASB") Statement No. 34, as amended.

As of June 30, 2009, assets of the Programs exceeded liabilities by $\$ 39,950,586$.

## Changes in Student Loans Receivable Balances

The largest portion of the Programs' assets consisted of loans receivable from participating borrowers. Total student loans receivable under both the NJCLASS and FFELP loan programs amounted to $\$ 1,519,264,178$ and $\$ 1,193,314,633$ at June 30,2009 and 2008 respectively, an increase of $\$ 325,949,546$, due to loan originations during the year, reduced by loan principal repayments.

## Changes in Cash \& Investments Balances

The second major asset component was cash and investments, which together totaled $\$ 656,436,937$ at June 30,2009 , versus $\$ 341,650,724$ at the prior year end. The cash and investment balances represent the amounts dedicated to student loan origination and acquisition, funding of reserves required by bond covenants, payment of future Program expenses, and future retirements of bonds.

The increase in Cash \& Investments was due to the following reasons:

- A total of $\$ 800,000,000$ par amount in NJCLASS/FFELP Bonds were issued during Fiscal 2009, due to the delay in issuance of the 2008 Bonds until August 2008, combined with the issuance of the Authority's 2009 Series A Bonds on June 23, 2009. In addition to the par amounts, these issues received capital contributions totalling $\$ 15,097,854$. See NOTES TO FINANCIAL STATEMENTS - E. BONDS PAYABLE - NJCLASS Program Funding-Capital Contributions.


## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

- Cash \& Investments balances were replenished from principal repayments and interest income from NJCLASS and FFELP borrowers, amounting to approximately $\$ 154,350,679$ during the year. In addition, NJCLASS application/administrative fee income was $\$ 7,511,360$, and $\$ 8,362,359$ in interest was earned on investments.


## Changes in Liabilities - Bonds Payable

The main liability of the Programs is the related debt used to originate or acquire these loans.
Bonds payable increased from the prior year by $\$ 616,875,000$, due to the aforementioned issuance of new debt, reduced by bond redemptions, which utilized a total of $\$ 155,903,500$ in cash. Of the amount retired;

- $\$ 169,200,000$ was through Special Redemptions of portions of the Authority's auction rate bond issues at prices ranging from $82 \%$ to $85 \%$ of par, resulting in total gains on retirement of $\$ 27,221,500$.
- $\$ 5,685,000$ was due to the Optional Redemption of the all of the remaining 1996 \& 1997 Series A Bonds on June 1, 2009.
- $\$ 1,875,000$ was due to excess revenue calls, resulting from better than forecasted cash flows on the related student loans.
- $\$ 6,365,000$ in retirements was due to scheduled bond maturities.


# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS <br> <br> MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED) 

 <br> <br> MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)}

The following tables contain condensed comparative financial information derived from the June 30, 2009 and 2008, financial statements of the NJCLASS/FFELP Loan Programs:

|  | June 30, |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  |  |
| Net Assets |  |  |  |  |  |
| Current Assets | \$ 741,719,130 | \$ | 416,439,637 | \$ | 325,279,493 |
| Non-Current Assets | 1,473,059,598 |  | 1,148,353,914 |  | 324,705,684 |
| Total Assets | \$2,214,778,728 | \$ | 1,564,793,551 | \$ | 649,985,177 |
| Current Liabilities | \$ 14,697,341 | \$ | 20,568,127 | \$ | $(5,870,786)$ |
| Revenue Bonds Outstanding - Net of Current Portion | 2,156,170,000 |  | 1,538,680,000 |  | 617,490,000 |
| Premium on Bonds Payable | 3,960,801 |  |  |  | 3,960,801 |
| Total Liabilities | 2,174,828,142 |  | 1,559,248,127 |  | 615,580,015 |
| Net Assets, Restricted | 39,950,586 |  | 5,545,424 |  | 34,405,162 |
| Total Liabilities and Net Assets | \$2,214,778,728 | \$ | 1,564,793,551 | \$ | 649,985,177 |

## Changes in Net Assets

Operating Revenues

Operating Expenses
Operating Loss
Non-Operating Revenues (Expenses)
Income on Investments
NJCLASS/FFELP Program Funding
Gain on Bond Retirement
Miscellaneous Income (Expense)
Amortization of Bond Issuance Costs
Amortization of Fimancial Instrument Issuance Costs
Arbitrage Expense
Net Non-Operating Revenues
Change in Net Assets
Net Assets, beginning of year
Net Assets, end of year
Year Ended June 30,

|  | 2009 |  | 2008 |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 98,496,908 | \$ | 77,037,879 | \$ | 21,459,029 |
|  | 113,854,378 |  | 140,881,739 |  | $(27,027,361)$ |
|  | $(15,357,470)$ |  | $(63,843,860)$ |  | 48,486,390 |


| $8,362,359$ | $23,590,357$ | $(15,227,998)$ |
| ---: | ---: | ---: |
| $15,097,854$ | - | $15,097,854$ |
| $27,221,500$ | - | $27,221,500$ |
| $(188,650)$ | 538,497 | $(727,147)$ |
| $(528,956)$ | $(474,140)$ | $(54,816)$ |
| $(101,843)$ | $(108,373)$ | 6,530 |
| $(99,632)$ | 85,820 | $(185,452)$ |
| $49,762,632$ |  | $23,632,161$ |
| $34,405,162$ |  | $26,130,471$ |
| $5,545,424$ |  | $45,757,123$ |
|  |  |  |
| $\$ 39,950,586$ |  |  |

## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

## Explanation of Changes in Financial Performance

Changes in the financial results of the Programs were due to the following major factors:

## Operating Revenues

- Interest income on NJCLASS student loans increased by $\$ 23,024,517$, or $37 \%$, due to the approximately $\$ 690$ million in NJCLASS originations during the 2008 \& 2009 Fiscal years.
- NJCLASS application/administration fee income for FY 2009 increased by $\$ 388,320$, due to the growth in new loan volume over the previous year.
- Interest income on FFELP loans decreased by $\$ 1,955,175$, primarily due to the reduction in the 91 day T-bill rate used to determine the annual reset of interest rates on many of the seasoned loans contained in the Program's portfolio of FFELP loans from $4.92 \%$ to 1.91\%, effective July 1, 2008.


## Operating Expenses

## Bond Interest Expense

- Bond interest expense decreased by approximately $\$ 31,500,000$, primarily due to the following:
- During a portion of Fiscal 2008, interest rates on HESAA's ARC bonds were temporarily at the maximum rates permitted under the indentures, due to the reasons described below in Auction Failures - "All Hold" rate. This circumstance did not recur in Fiscal 2009, although all auctions of these bonds have continued to fail since February 13, 2008.
- The retirements during Fiscal 2009 of $\$ 183,125,000$ of HESAA Bonds, including $\$ 169,200,000$ of ARCs.
- The variable interest rates on the ARC Bond issues by HESAA have remained generally below $1 \%$ during the entire 2009 Fiscal Year.
- Partially offsetting this decrease was the initial annual debt service of $\$ 19,057,084$ on the 2008 Bonds, issued August 7, 2008.
- As of June 30, 2009, the NJCLASS/FFELP program had entered into interest rate swap agreements with current nominal amounts that fix the interest rates on $\$ 1,038,285,000$ of variable rate Authority bonds. These swaps are designed to fix the cost of capital used to finance fixed-rate NJCLASS student loans. Interest paid on these swaps is a component of bond interest expense.


# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

## Operating Expenses (Continued)

## Bad Debt Expense

- In fiscal year 2009, an additional $\$ 3,997,353$ in bad debt expense was recorded, versus $\$ 2,649,994$ in 2008, due to an increase in defaults on NJCLASS loans. The increase in defaults is partly a result of the significant increases in the NJCLASS loan portfolio during the 2009 and 2008 Fiscal Years, as described below in Significant Events. Bad debt expense is recorded when increases to the Allowance for Doubtful Accounts recorded against amounts due from the loan reserve fund to pay default claims become necessary. For a full description of the Allowance for Doubtful Accounts, see NOTES TO FINANCIAL STATEMENTS - C. STUDENT LOANS RECEIVABLE - Loan Defaults.


## Program Expenses

- Other program expenses increased by $\$ 374,985$ over the prior year. This was mainly caused by an increase of $45.7 \%$ in loan reserve fee expense, which is a $1 \%$ fee paid by the NJCLASS Program to the separate Loan Reserve Fund at the time loans are disbursed. This percentage increase mirrors the growth in NJCLASS loan volume for the year.
- Transaction fees decreased by $\$ 125,498$, primarily due to the retirements of ARC bonds during the year.


## Auction Failures - "All Hold" rate

Beginning in the 2008 Fiscal Year, conditions in the municipal securities market caused Auction Rate Certificates (ARCs), the type of variable rate securities that comprise all of the Authority's 2001 through 2007 Bonds, to become increasingly unmarketable, eventually resulting in the failure of all of the periodic auctions of these bonds, beginning in February 2008, as the investment banks that had traditionally provided backstop funding to the auction market withdrew their capital support. A failed auction is one for which sufficient clearing bids were not received to sell all the bonds being remarketed on the auction date.

When an auction fails, all bond holders prior to the auction are required to hold them for the next auction period, at the "All Hold" rate, which is the lesser of the maximum rate permitted under the supplemental indenture, or an index rate that is based on either the After Tax Equivalent Rate or the Kenny index, multiplied by an "Applicable Percentage," as defined in the supplemental indenture of the bond issue.

As a measure to prevent auction failures, on December 17, 2007, HESAA entered into an Eleventh Supplemental Indenture with its Trustee, Wells Fargo Bank, which specified that auction interest rates on these variable rate bonds could be set up to the maximum rate of $14 \%$ on the 2001 through 2006 bonds, and $12 \%$ on the 2007 bonds through May 31, 2008, without

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

## Operating Expenses (Continued)

defaulting to the lower of the maximum rate or the index rate multiplied by the Applicable Percentage, as defined in the applicable supplemental indentures.

Despite this action, all auctions on the Authority's ARC bonds failed from February 13, 2008, through the end of the current fiscal year and thru the date of the Independent Auditors' Report on these financial statements. As of June 1, 2008, the interest rate calculations reverted to the method defined in the supplemental indentures for each issue, resulting in application of the lesser of the All Hold rate, or the Maximum rate to each auction.

## Non-Operating Revenues (Expenses)

- Investment interest income decreased significantly, amounting to $\$ 8,362,359$, compared to $\$ 23,597,357$ in the prior year, due to the extremely low market interest rates on the variable rate securities which comprise most of the Program's investment portfolio. Concurrently, the termination of five of the Authority's Guaranteed Investment Agreements, two of which were due to the retirement of the 1996 and 1997 Bond Issues, as well as lower variable interest rates on other Agreements, contributed to the decrease.
- Due to market conditions in which investments in ARC bonds could not be resold at par through the auction process, two broker/dealer firms, which were holders of these bonds made offers to HESAA to sell back portions of their holdings at below par. As a result, the Authority repurchased and retired $\$ 169,200,000$ its ARC bonds through Special Redemptions, as permitted under the indentures, at prices ranging from $82 \%$ to $85 \%$ of par, resulting in total gains on retirement of $\$ 27,221,500$.


# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

## Non-Operating Revenues (Expenses) (Continued)

## Significant Events

- At fiscal year end, the Programs had $\$ 2,162,010,000$ in bonds outstanding, compared to $\$ 1,545,135,000$ in the prior fiscal year - an increase of $40 \%$. This is due to the aforementioned FY 2009 issuances, netted against $\$ 183,125,000$ in retirements.
- During the year, the Authority continued to experience strong growth in NJCLASS student loan volume, with cash disbursements of $\$ 370,990,389$ for new loans, compared to $\$ 343,040,169$ during fiscal year 2008 , an increase of $8.15 \%$.


## Cash Flows Summary:

|  | Year Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Net cash used in operating activities | \$ (356,760,314) | \$ $(357,471,432)$ |
| Net cash flows provided by (used in) financing activities | 663,141,171 | $(45,460,471)$ |
| Net cash flows provided by investing activities | 116,322,736 | 427,918,003 |
| Net increase in cash and cash equivalents | \$ 422,703,593 | \$ 24,986,100 |

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## STATEMENTS OF NET ASSETS

|  | June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| ASSETS |  |  |
| Current Assets |  |  |
| Cash and Cash Equivalents | \$ 496,189,682 | \$ 73,486,089 |
| Investments | 160,247,255 | 268,164,635 |
| NJCLASS Student Loans Receivable | 40,129,042 | 39,558,789 |
| FFELP Student Loans Receivable | 13,580,739 | 13,484,735 |
| Interest Receivable |  |  |
| Investments | 45,806 | 333,802 |
| NJCLASS Student Loans | 21,988,237 | 15,595,711 |
| FFELP Student Loans | 1,491,488 | 1,725,738 |
| Due from the Loan Reserve Fund, net of Allowance for Doubtful Accounts of $\$ 9,320,347$ and $\$ 5,322,994$ in 2009 and 2008, respectively | 7,839,430 | 3,912,063 |
| Default Collections Receivable | 6,489 | - |
| Due from the State General Fund | 816 | 6,733 |
| Due from Loan Servicing Agents | 194,716 | 171,342 |
| Other Receivables | 5,430 | - |
| Total Current Assets | 741,719,130 | 416,439,637 |
| Non-Current Assets |  |  |
| NJCLASS Student Loans Receivable | 1,336,445,705 | 1,024,794,067 |
| FFELP Student Loans Receivable | 129,108,691 | 115,477,042 |
| Bond Issuance Costs - Unamortized | 7,059,797 | 7,588,753 |
| Financial Instrument Issuance Costs - Unamortized | 445,405 | 494,053 |
| Total Non-Current Assets | 1,473,059,598 | 1,148,353,915 |
| Total Assets | \$2,214,778,728 | \$1,564,793,551 |

## LIABILITIES AND NET ASSETS

Current Liabilities
Bonds Payable
Accrued Interest Payable - Bonds
Fees Payable
Arbitrage Payable
Due to the Loan Reserve Fund
Total Current Liabilities
Non-Current Liabilities
Bonds Payable
Premium on Bonds Payable, Net
Total Liabilities
Net Assets
Restricted
Total Liabilities and Net Assets

| \$ 5,840,000 | \$ 6,455,000 |
| :---: | :---: |
| 6,605,022 | 12,676,616 |
| 1,391,940 | 1,089,893 |
| 214,837 | 115,204 |
| 645,542 | 231,414 |
| 14,697,341 | 20,568,127 |
| 2,156,170,000 | 1,538,680,000 |
| 3,960,801 |  |
| 2,174,828,142 | 1,559,248,127 |
| 39,950,586 | 5,545,424 |
| \$2,214,778,728 | \$1,564,793,551 |

## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS

|  | Year Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Operating Revenues |  |  |
| Interest Income |  |  |
| NJCLASS Student Loans | \$ 84,184,118 | \$ 61,159,601 |
| FFELP Student Loans | 6,800,063 | 8,755,238 |
| Application/Administrative Fee Income | 7,511,360 | 7,123,040 |
| Loan Reserve Fee Income | 1,367 | - |
| Total Operating Revenues | 98,496,908 | 77,037,879 |
| Operating Expenses |  |  |
| Loan Servicing Fees |  |  |
| NJCLASS Student Loans | 10,678,431 | 8,033,987 |
| FFELP Student Loans | 2,754,521 | 2,543,282 |
| Total Loan Servicing Fees | 13,432,952 | 10,577,269 |
| Program Expenses |  |  |
| Annual Insurance Expense | 1,304,425 | 1,006,264 |
| Transaction Fees | 2,275,569 | 2,401,067 |
| Bad Debt Expense | 3,997,353 | 2,649,994 |
| Default Expense | 6,991 |  |
| Other Program Expenses | 3,852,390 | 3,722,405 |
| Total Program Expenses | 11,436,728 | 9,779,730 |
| Bond Interest Expense | 88,984,698 | 120,524,740 |
| Total Operating Expenses | 113,854,378 | 140,881,739 |
| Operating Loss | (15,357,470) | $(63,843,860)$ |
| Non-Operating Revenues (Expenses) |  |  |
| Income on Investments | 8,362,359 | 23,590,357 |
| NJCLASS/FFELP Program Funding | 15,097,854 | - |
| Gain on Bond Retirements | 27,221,500 |  |
| Miscellaneous (Expense) Income | $(188,650)$ | 538,497 |
| Amortization of Bond Issuance Costs | $(528,956)$ | $(474,140)$ |
| Amortization of Financial Instrument Issuance Costs | $(101,843)$ | $(108,373)$ |
| Arbitrage (Expense) Recovery | $(99,632)$ | 85,820 |
| Net Non-Operating Revenues | 49,762,632 | 23,632,161 |
| Change in Net Assets | 34,405,162 | $(40,211,699)$ |
| Net Assets, beginning of year | 5,545,424 | 45,757,123 |
| Net Assets, end of year | \$ 39,950,586 | \$ 5,545,424 |

## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## STATEMENTS OF CASH FLOWS

|  | Year Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Cash Flows from Operating Activities |  |  |
| Interest Receipts |  |  |
| NJCLASS Student Loans | \$ 48,023,563 | \$ 36,774,715 |
| FFELP Student Loans | 5,677,327 | 7,843,414 |
| Principal Receipts |  |  |
| NJCLASS Student Loans | 83,189,149 | 69,498,397 |
| FFELP Student Loans | 17,460,640 | 18,167,008 |
| Reimbursements from Loan Reserve Fund | 5,334,543 | 7,155,514 |
| NJCLASS Student Loan Disbursements | $(370,990,389)$ | $(343,040,169)$ |
| FFELP Student Loan Purchases | $(29,814,083)$ | $(22,433,843)$ |
| Annual Insurance Expense | $(1,304,425)$ | $(1,006,264)$ |
| Transaction Fees | $(1,973,522)$ | $(2,363,839)$ |
| Loan Servicing Fees | $(13,447,711)$ | $(10,423,701)$ |
| Payments to Loan Reserve Fund | $(3,845,378)$ | $(3,705,626)$ |
| Interest Paid on Bonds | $(95,070,028)$ | $(113,937,038)$ |
| Net Cash Used in Operating Activities | (356,760,314) | (357,471,432) |
| Cash Flows from Financing Activities |  |  |
| Principal Paid on Bonds | $(155,903,500)$ | $(45,850,000)$ |
| Bond Proceeds | 803,974,537 | - |
| NJCLASS Program Funding | 15,123,329 |  |
| Miscellaneous Income | - | 538,497 |
| Bond Issuance Costs |  | $(24,454)$ |
| Financial Instrument Issuance Costs | $(53,195)$ | $(124,514)$ |
| Net Cash Flows Provided by (Used in) Financing Activities | 663,141,171 | $(45,460,471)$ |
| Cash Flows from Investing Activities |  |  |
| Investment Purchases, Sales Proceeds and Maturities, Net | 107,917,381 | 402,631,344 |
| GIC Termination Fee | $(245,000)$ | - |
| Arbitrage Payments | - | $(91,863)$ |
| Interest on Investments | 8,650,355 | 25,378,522 |
| Net Cash Flows Provided by Investing Activities | 116,322,736 | 427,918,003 |
| Net Increase in Cash | 422,703,593 | 24,986,100 |
| Cash and Cash Equivalents at Beginning of Year | 73,486,089 | 48,499,989 |
| Cash and Cash Equivalents at End of Year | \$496,189,682 | \$ 73,486,089 |

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## STATEMENTS OF CASH FLOWS (CONTINUED)

|  | Year Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Reconciliation of Operating Loss to Net Cash used in Operating Activities |  |  |
| Operating loss | \$ (15,357,470) | \$ (63,843,860) |
| Adjustments to reconcile operating loss to net cash used by operating activities |  |  |
| Bad Debt Expense | 3,997,353 | 2,649,994 |
| Net change in assets and liabilities |  |  |
| NJCLASS Student Loans Receivable | $(312,221,892)$ | $(287,888,966)$ |
| FFELP Student Loans Receivable | $(13,727,653)$ | $(5,513,472)$ |
| Interest Receivable |  |  |
| NJCLASS Student Loans | $(6,392,526)$ | $(4,352,896)$ |
| FFELP Student Loans | 234,250 | 395,715 |
| Due from Loan Reserve Fund | (7,924,720) | $(5,275,444)$ |
| Default Collections Receivable | $(6,489)$ | - |
| Due from General Fund | 5,917 | $(4,822)$ |
| Due from Loan Servicing Agents | 7,501 | 94,085 |
| Other receivables | $(5,430)$ | - |
| Accrued Interest Payable - Bonds | $(6,085,330)$ | 6,587,702 |
| Fees Payable | 302,047 | 37,228 |
| Due to Loan Reserve Fund | 414,128 | $(356,696)$ |
| Net cash used in operating activities | \$(356,760,314) | \$ (357,471,432) |
| Non-Cash Financing Activities |  |  |
| Amortization - Bond Issuance Costs | \$ 528,956 | 474,140 |
| Amortization - Financial Instrument Issuance Costs | 101,843 | 108,373 |
| Amortization - Premium on Bonds Payable | $(13,736)$ | - |
| Total Non-Cash Financing Activities | \$ 617,063 | \$ 582,513 |

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Nature of the Authority

The New Jersey Higher Education Student Assistance Authority (the "Authority or HESAA") is a public body corporate and politic that is in, but not of, the Department of State of the State of New Jersey (the "State") and is an instrumentality of the State.

The Authority was established by State legislation in 1999 to provide students and families with the financial and informational resources for students to pursue their education beyond high school. Prior to the act, the New Jersey Higher Education Assistance Authority, created by legislation in 1959, served as lender and guarantor of federally guaranteed student loans for New Jersey students. References herein to the Authority include the predecessor Authority where the context so requires.

## Reporting Entity

The reporting entity is comprised of the New Jersey College Loans to Assist State Students ("NJCLASS") Loan Program and the Federal Family Education Loan Program ("FFELP") (collectively, the "Programs"). These financial statements present only the business-type activities of the NJCLASS and FFELP Loan Programs of the Authority and do not purport to, and do not present fairly the financial position of the Authority as of June 30, 2009 and 2008, and its changes in financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

## NJCLASS Program

The NJCLASS Loan Program is a supplemental loan program initiated by the Authority in September 1991. The NJCLASS Loan Program offers an alternative source of financial support to students and their parents, spouses, legal guardians, or other relatives in meeting the costs of the student's education at a degree-granting college or university. Since 1991, the Authority has issued bonds to fund student loans through this program.

## FFELP Loan Program

In 2001, the Authority expanded its use of debt financing by issuing bonds, with a portion of the proceeds allocated to purchase a portfolio of existing loans with a New Jersey nexus issued through the Federal Family Education Loan Program ("FFELP"). Each year since 2001, the Authority has purchased such portfolios of New Jersey nexus FFELP loans or FFELP Consolidation loans from other FFELP loan origination/servicing entities. The Authority is not the servicer on any of the FFELP loans acquired with NJCLASS/FFELP Bond proceeds but is the guarantor on a portion of its FFELP portfolio. In addition to loans purchased from outside servicing organizations, the NJCLASS/FFELP Loan Program has also used bond proceeds to purchase portfolios of rehabilitated FFELP student loans from the portfolio of previously defaulted FFELP student loans held by the Authority as the New Jersey state guaranty agency. The Authority plans to continue to acquire and act as a guarantor and/or holder of FFELP loans.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Basis of Accounting

The Programs prepare their financial statements using the accrual basis of accounting. Revenues are recognized when earned, and expenses are recognized when incurred. Governmental Accounting Standards Board ("GASB") Statement No. 20, Accounting and Financial Reporting for Proprietary Funds and Other Governmental Entities that Use Proprietary Fund Accounting, provides proprietary activities with a choice of authoritative guidance issued after November 30, 1989. The Programs have elected to follow GASB pronouncements exclusively.

## Operating Revenues and Expenses

The Programs' operating revenues consist of application/administrative fees for student loan originations as well as interest income earned on student loans. Operating expenses consist of loan service and transaction fees, bond interest and other expenses related to NJCLASS and FFELP loans. All other revenues and expenses are reported as non-operating revenues and expenses.

## Cash and Cash Equivalents

Cash and cash equivalents include time deposits, certificates of deposit and highly liquid debt instruments with original maturities of three months or less.

## Basis of Investments

Investments are reflected at fair value. In accordance with the provisions of the bond indentures, the Authority is generally required to invest available monies in qualified investments. The bond indentures define qualified investments as:
(1) Government obligations and any obligations of any state or political subdivision of a state (collectively, the "Municipal Bonds").
(2) U.S. Government and certain other governmental agencies' obligations.
(3) Insured certificates of deposit.
(4) Other investments acceptable by the State of New Jersey and rated accordingly by either Standard and Poor's ("S\&P"), Moody's or A.M. Best, including annuity contracts and repurchase agreements.

## Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities, at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Federal Income Taxes

The Authority is deemed to be an essential governmental function of the State and, as such, is exempt from federal income taxes. Accordingly, no provision for federal income taxes has been made in the accompanying financial statements.

## Bond Issuance Costs

All costs associated with the issuance of bonds are amortized on a straight-line basis over the life of the bonds, which approximates the effective interest method. For the 2008 and 2009 Bond Issues, issuance costs were paid from outside sources and consequently, are not reflected in these Financial Statements.

## Bond Premiums and Discounts

Bond premiums are reported as deferred revenues (liabilities), and bond discounts are reported as deferred expense (assets). Bond premiums and discounts are amortized over the term of the related debt. The unamortized amount of premium and discount is shown as a net amount in the Liabilities section on the Statement of Net Assets. Amortization revenue and expense is recorded in the Statement of Revenues, Expenses and Changes in Net Assets.

## Financial Instrument Issuance Costs

All separately identifiable costs associated with the issuance of financial instruments are amortized on a straight-line basis over the life of the financial instruments, which approximates the effective interest method.

## Restricted Net Assets

In accordance with the terms of the various bond resolutions, the excess of assets over liabilities under such bond resolutions is classified as restricted net assets.

## B. CASH AND CASH EQUIVALENTS AND INVESTMENTS

## Cash and Cash Equivalents

The NJCLASS/FFELP Loan Programs maintain their cash and cash equivalents balances primarily in trust accounts at one financial institution. As trust account balances, these funds are not available to the institution to meet its general financial obligations and are restricted under the terms of the Authority's bond resolutions for the payment of bond principal and interest expense, student loan disbursements and Program expenses. These funds are invested in a AAA-rated money market fund secured by U.S. government obligations.

Additionally, the Programs utilize lockbox accounts to clear cash receipts. Amounts on deposit in the NJCLASS lockbox accounts at Wachovia National Bank are collateralized by direct obligations of or obligations guaranteed by the United States or the State of New Jersey in accordance with New Jersey Statute 52:18-16 and New Jersey Department of Treasury policy. GASB Statement No. 40 excludes such cash balances from custodial credit risk disclosure.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## B. CASH AND CASH EQUIVALENTS AND INVESTMENTS (CONTINUED)

## Cash and Cash Equivalents (Continued)

The amounts on deposit in these cash accounts were as follows:

|  | June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Lockbox Cash (Wachovia Bank) | \$ 2,419,383 | \$ 2,875,652 |
| Trust Accounts invested in |  |  |
| Wells Fargo Advantage Government Money |  |  |
| Market Fund | - | 70,610,437 |
| Wells Fargo Advantage Heritage Money |  |  |
| Market Fund | 493,770,299 | - |
|  | \$ 496,189,682 | \$ 73,486,089 |

## Investments

The Programs' investments consist of annuity contracts, money market funds and pooled cash management funds.

Investment policies are defined in "Basis of Investments," in Note A, Summary of Significant Accounting Policies.

The debt service reserve accounts are restricted by the bond indentures for the payment of principal and/or interest on the bonds, to the extent other available monies held under the indentures are insufficient to pay the interest on the bonds or to meet any sinking fund requirements. The amounts in the debt service reserve accounts for the various bond issues, which are included in investments at June 30,2009 and 2008, were $\$ 40,424,600$ and $\$ 35,411,135$, respectively.

The fair value of these investments approximates cost.

## Investments - Custodial Credit Risk

The Authority invests a portion of its bond proceeds through guaranteed investment contracts with investment providers having a rating of $\mathrm{A}-1$ or A (or the equivalent or better). These contracts have guaranteed rates of return; however, they are uninsured and uncollateralized. All companies in which Authority funds are invested are required by their contracts to notify the trustee in the event that their highest rating is withdrawn by a rating agency. The investment contract provider has the option of posting collateral for the invested funds with a third party until such time as its rating is restored or returning the investment with full accrual of interest and without penalty to the trustee for rebidding.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## B. CASH AND CASH EQUIVALENTS AND INVESTMENTS (CONTINUED)

## Investments - Custodial Credit Risk (Continued)

On July 1, 2008, the credit rating of MBIA, Inc., parent company of MBIA Investments, Inc., provider of the Guaranteed Investment Contract (GIC) for the HESAA 2000 Bonds, was lowered from AAA to A-2 by Moody's, Inc., and from AAA to AA- by Standard \& Poors, Inc. Under terms of this investment agreement, MBIA is required to post collateral in the event of such a downgrade. On August 26, 2008, a custody agreement was signed by MBIA and the NJCLASS Trustee, Wells Fargo Bank, and collateral was posted by MBIA for this GIC.

The amounts held in guaranteed investment contracts and the New Jersey Cash Management Fund at June 30, 2009 and 2008, respectively, are summarized below:

June 30,

Guaranteed Investment Contracts

| 2009 | 2008 |
| :---: | :---: |
| \$ 160,221,780 | \$ 268,164,635 |
| 25,475 | - |
| \$ 160,247,255 | \$ 268,164,635 |

## Investments - Concentration of Credit Risk

"Concentration of Credit Risk" is the risk that relates to the amount of investment at any one entity. The disclosure requirement of this risk factor is limited to investments in excess of $5 \%$ of the total. Guaranteed investment contracts are the only category held by NJCLASS/FFELP subject to concentration of credit risk disclosure. Of all amounts invested in guaranteed investment contracts, the balances held by the following investment providers exceed this threshold as follows:

| Bayern LB | $12.88 \%$ |
| :--- | ---: |
| NATIXIS Funding Corp | $25.47 \%$ |
| Rabobank | $6.79 \%$ |
| Royal Bank of Canada | $53.72 \%$ |

These risks are mitigated by the collateral provisions of the Guaranteed Investment Contracts that govern these investments.

## Investments - Interest Rate Risk

NJCLASS/FFELP investment policies, as described in Note A, Summary of Significant Accounting Policies, Basis of Investments, require balances to be maintained in high quality, low-risk investment options. All investment vehicles used by the Authority seek to maintain a stable price of $\$ 1.00$ per share. In these types of investments, it is highly unlikely that normal fluctuations in interest earnings on the underlying securities would cause a loss of principal. Consequently, NJCLASS/FFELP investments are not subject to interest rate risk.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## C. STUDENT LOANS RECEIVABLE

The terms and conditions of the FFELP loans held by the Authority are governed by the federal rules and regulations of FFELP and various benefit programs extended by the original lender of these purchased loans.

NJCLASS loans originated by the Authority to eligible borrowers, as defined in the bond indentures and NJCLASS Program regulations, have the following repayment options:
(1) To pay principal and interest monthly, beginning within 60 days of disbursement;
(2) To pay only interest, quarterly, while the student is in school and thereafter to pay principal and interest monthly; or
(3) To defer principal and interest payments while the student is in school and thereafter to pay principal and interest monthly.

Under options (1) and (2) as defined above, the NJCLASS loans originated from 1991 through 2009 generally bear interest at rates ranging from $5.25 \%$ to $8.95 \%$.

Under option (3), deferred interest payments on loans funded from the 1991 through 1996 Bond Issues are added to the original loan balance on a quarterly basis. Deferred interest on loans funded from the 1997 through 2009 Issues is added to the original loan balance on an annual basis. Under this option, rates range from $5.55 \%$ to $9.25 \%$.

Loans originally funded from the 1997 Series B and 1999 Series B Bonds that have been refunded by the 2003 Series E Bonds, as well as new loans funded from 2003 Series E Bonds, allow for the issuance of non-credit-based variable rate loans. Any loans funded from these issues that were disbursed on June 1, 2001, or later are subject to an interest rate cap of $9 \%$.

For NJCLASS loans approved between June 1, 2001 and August 7, 2008, borrowers who chose options (1) and (2), and have entered full repayment have the option to receive a $.50 \%$ interest rate reduction in exchange for making Automated Clearing House payments. This interest rate reduction was discontinued for all loans made after August 7, 2008.

In June 2005, HESAA initiated an NJCLASS Consolidation Loan Program that allows existing NJCLASS borrowers who are out of school or withdrawn to consolidate their existing NJCLASS loans. The NJCLASS Consolidation Loan offers terms of either 25 or 30 years, depending on the dollar amount. The interest rate is a blended rate derived from the rates on the underlying loans being consolidated. As of June 30, 2009 and 2008, the amount of NJCLASS Consolidation Loans outstanding was $\$ 97,429,571$ and $\$ 80,287,487$, respectively.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## C. STUDENT LOANS RECEIVABLE (CONTINUED)

In order to better meet the needs of student loan borrowers, effective June 1, 2006, HESAA made several changes to the NJCLASS Loan program, beginning during the 2006-2007 academic year. The repayment term for its Fixed Rate Standard NJCLASS Loans was increased from 15 years to 20 years, the application fee for Fixed Rate Standard NJCLASS Loans and Graduate/Professional NJCLASS Loans was reduced from $3 \%$ to $2 \%$, and new Graduate/Professional NJCLASS Loans were originated at a fixed interest rate, as opposed to the variable rate subject to annual reset that was applied to loans originated in previous years.

Concurrent with the issuance of the 2009 Series A Bonds, the Authority introduced the Med/NJ pilot program, an NJCLASS loan for students working toward a MD, DO, DDS or DMD degree. This program offers a 25 -year repayment term and a special 3-year residency deferment. For borrowers choosing deferment of principal and interest while in school, interest is capitalized at graduation and at the end of the residency period. For academic year 2009-2010 these loans will bear a fixed interest rate of $8.2 \%$ for borrowers who initially choose either to make monthly repayment of principal and interest or make quarterly interest payments while in school. Loans for borrowers who defer payment of principal and interest will carry a rate of $8.50 \%$.

## Loan Servicing

In conjunction with the Authority's servicing of the student loans, the NJCLASS Loan Program remits to the Authority certain fees for Program administration, which are paid from Program revenues. For the years ended June 30, 2009 and 2008, $\$ 10,678,431$ and $\$ 8,033,987$ of servicing fees, respectively, were included in loan servicing fees charged to the NJCLASS Loan Program. In connection with the purchases of portfolios of existing loans, FFELP pays certain fees for Program administration, which are payable from Program revenues. For the years ended June 30, 2009 and 2008, the fees include administrative expenses of $\$ 671,495$ and $\$ 616,802$, respectively, paid to the Authority and fees paid to servicing agents of $\$ 840,490$ and $\$ 734,341$, respectively. In addition, for the years ended June 30, 2009 and 2008, loan consolidation rebate fees of $\$ 986,650$ and $\$ 913,984$, respectively, were paid to the United States Department of Education. Premium expense on purchases of FFELP loans for the years ended June 30, 2009 and 2008, amounted to $\$ 242,119$ and $\$ 253,399$, respectively.

## Loan Defaults/Loan Reserve Fund

Under the NJCLASS Loan Program, when a student loan payable in monthly installments reaches 180 days of delinquency or when a student loan payable in installments less frequent than monthly reaches 240 days of delinquency, the Authority will declare the respective loan "in default."

The Authority has established loan default reserve funds to stabilize the impact of loan defaults in the NJCLASS Loan Program. These are funded from sources other than the proceeds of the bonds in the dollar amounts or percentage of original loan principal specified by the appropriate master indenture.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## C. STUDENT LOANS RECEIVABLE (CONTINUED)

## Loan Defaults/Loan Reserve Fund (Continued)

The Loan Reserve Fund is a separate fund established by the Authority to protect the interests of NJCLASS bondholders by reimbursing the various HESAA bond issues when loans default. This fund is not part of the NJCLASS Loan Program, thus it is not included in the accompanying financial statements. Amounts subsequently received relative to defaulted student loans are used to replenish the Loan Reserve Fund to the extent of $70 \%$ of recoveries. The Authority retains the remaining $30 \%$ as a collection fee.

During fiscal years ended 2009 and 2008, claims paid by the loan reserve funds totalled $\$ 4,937,813$ and $\$ 7,576,923$, respectively. As of June 30, 2009 and 2008, the balances due from the Loan Reserve Fund to cover defaulted loans totaled $\$ 17,159,776$ and $\$ 9,235,037$, respectively.

The Authority considers most of the amount due from its NJCLASS Loan Reserve Fund to be collectible. However, because the ability to pay claims from the Loan Reserve Fund is partially dependent on collections on defaulted loans, management continually evaluates the cash flows of this Fund to determine its ability to reimburse the bond issues on a timely basis. During the fiscal years 2009 and 2008, based on past collections experience and an analysis of the current receivable from the Loan Reserve Fund, management recorded allowances for doubtful accounts in the amount of $\$ 9,320,347$ and $\$ 5,322,994$, respectively, against the June 30, 2009 and 2008, amounts due from the Loan Reserve Fund.

In addition, the Loan Reserve Fund receives $1 \%$ of the loans disbursed from the $2 \%$ application fee paid by the borrower. During the years ended June 30, 2009 and 2008, amounts of $\$ 3,845,378$ and $\$ 3,705,626$, respectively, were paid to the Loan Reserve Fund maintained by the Authority from loan application fees. As of June 30, 2009 and 2008, the balances due to the Loan Reserve Fund from loan application fees and default collections totalled $\$ 645,542$ and $\$ 231,414$, respectively.

## D. USE OF FINANCIAL INSTRUMENTS

The Authority has entered into financial instrument contracts with various counterparties in connection with its Tax Exempt Variable Rate Bonds, also known as Auction Rate Certificates ("ARCs"), issued between 2001 and 2007 to support its NJCLASS loan program. These include sixteen (16) floating to fixed interest rate swaps ("Swaps") and two (2) interest rate caps ("Caps").

Under the terms of the Swap contracts, the Authority pays a fixed rate of interest on pre-established notional amounts. In return, the Authority receives the USD-SIFMA Index rate as calculated weekly, which historically has closely tracked the variable interest rates generated in the ARC market. The purpose of the Swaps is to provide an asset/liability match for the Authority's fixedrate NJCLASS loans being funded through the proceeds of the variable rate ARC bonds.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## D. USE OF FINANCIAL INSTRUMENTS (CONTINUED)

The purpose of the interest rate Cap agreements is to allow the Authority to cap the variable rate of interest on NJCLASS variable rate loans funded at $9 \%$, a benefit comparable with maximum rates of the federal PLUS program. The Cap agreement initiated on May 29, 2001, provides for payment to the Authority if market interest rates, as determined by the floating index, which is $65 \%$ of the 12-Month LIBOR, increase above 6.40\%. The Cap agreement initiated on May 27, 2003, provides for payment to the Authority if market interest rates, as determined by the floating index, which is $72 \%$ of USD LIBOR, increase above $6.15 \%$.

As governed by the amortization schedules contained in each of these agreements, the notional amount of each Swap or Cap increases to a maximum, then amortizes to a minimum value before a fixed termination date, to match the anticipated changes in the outstanding balances of the related student loans.

No amounts relating to these agreements are recorded in the financial statements other than the net interest expense resulting from the agreements.

The interest rates, notional amounts, provider (or counterparty), fair values and termination dates for each ARC bond issue and financial instrument agreement at June 30, 2009 and 2008, are detailed in the attached schedules.

The Swap agreements for certain bond years contain a feature that gives HESAA the option to terminate either a single or all Swaps related to that issue on or after a predetermined date. This financial instrument is classified as a "Swaption." The fair values of these Swaptions are separately listed on the following schedules if separately reported by the swap provider; otherwise, they are included in the fair market value of the Swap.

## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## NOTES TO FINANCIAL STATEMENTS

## D. USE OF FINANCIAL INSTRUMENTS (CONTINUED)

| Transaction $\qquad$ | Bond Issue | Fixed Rate | Notional Amount |  | Fair Value (1) |  | Provider | Settlement Occur | Termination Date | Amortized to |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Swap | 2001 | 4.6830\% | \$ | 37,935,000 | \$ | 3,531,350 | UBS AG | Semi-annually | 06/01/16 | \$ | 3,995,000 |
| Swap |  | 4.0175\% |  | 33,925,000 |  | 2,311,701 | UBS AG | Semi-annually | 06/01/16 |  | 3,565,000 |
| Cap |  | 6.4000\% |  | 4,650,000 |  | $(5,900)$ | UBS AG | 05/19/01 | 06/01/19 |  | 1,300,000 |
|  |  | Total |  | 76,510,000 |  | 5,837,150 |  |  |  |  |  |
| Swap | 2002 | 4.2005\% |  | 48,100,000 |  | 3,745,800 | J.P. Morgan | Semi-annually | 06/01/17 |  | 5,100,000 |
| Swap |  | 3.2970\% |  | 29,575,000 |  | 1,166,261 | J.P. Morgan | Semi-annually | 06/01/17 |  | 2,760,000 |
|  |  | Total |  | 77,675,000 |  | 4,912,061 |  |  |  |  |  |
| Swap | 2003 | 3.1710\% |  | 54,750,000 |  | 1,661,719 | UBS AG | Semi-annually | 12/01/18 |  | 3,000,000 |
| Swap |  | 3.1710\% |  | 54,750,000 |  | 1,665,080 | Citigroup | Semi-annually | 12/01/18 |  | 3,000,000 |
| Cap |  | 0.3930\% |  | 11,850,000 |  | 254,866 | UBS AG | Annually | 06/01/28 |  | - |
|  |  | Total |  | 121,350,000 |  | 3,581,665 |  |  |  |  |  |
| Swap | 2004 | 4.1480\% |  | 66,375,000 |  | 5,055,094 | UBS AG | Semi-annually | 12/01/19 |  | 3,250,000 |
| Swap |  | 4.1480\% |  | 66,375,000 |  | 5,063,118 | Citigroup | Semi-annually | 12/01/19 |  | 3,250,000 |
| Swaption |  |  |  | - |  | $(723,832)$ | UBS AG |  | 06/01/19 |  |  |
| Swaption |  |  |  | - |  | $(867,074)$ | Citigroup |  | 12/01/09 |  |  |
|  |  | Total |  | 132,750,000 |  | 8,527,306 |  |  |  |  |  |
| Swap | 2005 | 4.0100\% |  | 67,500,000 |  | 4,747,227 | UBS AG | Semi-annually | 06/01/21 |  | 3,000,000 |
| Swap |  | 4.0100\% |  | 67,500,000 |  | 4,755,574 | Citigroup | Semi-annually | 06/01/21 |  | 3,000,000 |
| Swaption |  |  |  | - |  | $(747,906)$ | UBS AG |  | 06/01/21 |  |  |
| Swaption |  |  |  | - |  | $(773,358)$ | Citigroup |  | 06/01/21 |  |  |
|  |  | Total |  | 135,000,000 |  | 7,981,537 |  |  |  |  |  |
| Swap | 2006 | 4.4750\% |  | 72,500,000 |  | 8,254,991 | UBS AG | Semi-annually | 06/01/31 |  | 1,000,000 |
| Swap |  | 4.4750\% |  | 72,500,000 |  | 8,243,051 | Citigroup | Semi-annually | 06/01/31 |  | 1,000,000 |
| Swaption |  |  |  | - |  | $(1,696,618)$ | UBS AG |  | 06/01/31 |  |  |
| Swaption |  |  |  | - |  | $(1,710,784)$ | Citigroup |  | 06/01/31 |  |  |
|  |  | Total |  | 145,000,000 |  | 13,090,640 |  |  |  |  |  |
| Swap | 2007 | 4.0970\% |  | 46,665,000 |  | 3,701,139 | Citigroup | Semi-annually | 06/01/36 |  | 135,000 |
| Swap |  | 4.0970\% |  | 46,665,000 |  | 2,264,256 | Goldman Sachs | Semi-annually | 06/01/36 |  | 135,000 |
| Swap |  | 4.0970\% |  | 46,665,000 |  | 2,455,131 | MSCS | Semi-annually | 06/01/36 |  | 135,000 |
| Swap |  | 4.0970\% |  | 210,005,000 |  | 16,661,948 | UBS AG | Semi-annually | 06/01/36 |  | 595,000 |
| Swaption |  |  |  | - |  | $(1,318,678)$ | Citigroup |  | 06/01/36 |  |  |
| Swaption |  |  |  | - |  | $(5,935,533)$ | UBS AG |  | 06/01/36 |  |  |
|  |  | Total |  | 350,000,000 |  | 17,828,263 |  |  |  |  |  |
|  |  | Grand Total | \$ | 1,038,285,000 | \$ | 61,758,622 |  |  |  |  |  |

[^0]NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## NOTES TO FINANCIAL STATEMENTS

## D. USE OF FINANCIAL INSTRUMENTS (CONTINUED)


(1) All fair values that result in a positive value to the swap provider are shown as positive amounts. All fair values that result in a positive value to HESAA are shown as negative amounts.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE

The Authority has issued bonds to support its loan programs. All bonds described herein are limited obligations of the Authority, payable solely from the assets of the NJCLASS/FFELP Trust Estate, as described in the official statement of each issue. In addition to the assets or funds of the Trust Estate, all bonds issued from 1997 through 2008 are covered by municipal bond insurance policies guaranteeing payment of principal and interest in the event of default by the Authority. None of the Authority's assets or funds (other than the Trust Estate) is pledged as security for the bonds.

## Bonds Outstanding

The following schedules present summarized information relating to the interest rates and future maturities of the bonds outstanding as of June 30, 2009 and 2008:
new jersey higher education student asistance authority $\pm$
notes to financlal statenents

$\underset{\sim}{n} \underset{\sim}{n} \underset{\sim}{n} \underset{\sim}{n}$

Bonds Outstanding (Continued)

$\stackrel{\ominus}{\stackrel{\circ}{n}}$

$\begin{array}{ll}\approx & \stackrel{2}{\#} \\ \cdots & \tilde{n}\end{array}$ 18,305 26,625 | 8 |
| :--- |
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## bonds payable (CONTINUED) <br> -







 NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY
NJCLASS/FFELP LOAN PROGRAMS
NOTES TO FINANCIAL STATEMENTS

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Bonds Outstanding (Continued)

(1) The 1991 Series B Bonds were capital appreciation bonds. The bonds outstanding amount included original principal plus accumulated accretion of the issue price. Interest was not paid on the 1991 Series B Bonds; however, the implied interest rate was $8.14 \%$.
(2) All 2001, 2002, 2003, 2004, 2005, 2006 and 2007 Series A through D Student Loan Revenue Bonds are Auction Rate Certificates ("ARCs"). These Bonds carry floating interest rates. After a uniform initial rate and varying durations by series were set at the issue date, rates are reset every 35 days at a separate auction for each series. The interest rate ranges stated in the table are as of June 30, 2009. Because of the ongoing ARC market failures that began in February 2008, the 2007 bonds are being remarketed every seven days in accordance with the provisions of Auction Rate Procedures contained in the Tenth Supplemental Indenture that governs these bonds.
(3) All 2003 Series E Student Loan Revenue Bonds were Auction Rate Certificates. After the initial rate was set, rates were reset annually. The 2003 Series E Bonds were fully retired through Special Redemption on June 2, 2008.
(4) Bond issue is fully retired.

## Extraordinary Redemption Provisions

Provisions governing the extraordinary redemption of bonds prior to maturity are included in the redemption provisions sections of the indentures for all bonds issued during the years 1991 through 2000, and 2008 and 2009. Where applicable, these early redemptions are permitted under the Extraordinary Redemption from Unexpended Proceeds, the Special Redemption, Extraordinary Redemption from Excess Revenues, Special Optional Redemption from Excess revenues and Special Mandatory Redemption form Excess Revenues sections of the indentures or supplemental indentures. All bonds retired under the Extraordinary Redemption provisions are redeemable at par.

As of June 30, 2009 and 2008, the Authority had redeemed $\$ 219,423,935$ and $\$ 217,548,935$, respectively, of bonds from the 1991, 1992, 1993, 1995, 1996, 1997, 1998, 1999 and 2000 Issues under the Extraordinary Redemption from Unexpended Proceeds and the Extraordinary Redemption from Excess Revenues sections of the redemption provisions of each bond issue's indenture.

On June 2, 2008, the Authority redeemed the entire $\$ 25,000,0002003$ Series E Bonds outstanding under the Special Redemption section of the redemption provisions of that issue's supplemental indenture.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Optional Redemption Provisions

Each indenture also contains provisions for the optional redemptions of NJCLASS fixed rate bonds. For the 1991 through 2000 Bond Issues, the Authority is precluded from doing optional redemptions for the first ten years of each issue. From the eleventh to thirteenth years, the prices for optional redemptions by the Authority range from $102 \%$ to $100 \%$ (par) of the face amount, with the premium amounts decreasing to par in annual decrements over this two-year period.

All 2001, 2002, 2003, 2004, 2005, 2006 and 2007 Bonds are eligible for redemption prior to maturity at any time upon ten days' notice at par plus accrued interest, as long as they remain outstanding as ARCs or are converted to variable rate bonds. If they are converted to a fixed rate, they can be redeemed at any time following the tenth anniversary date of conversion to a fixed rate upon not less than 30 days' notice. If redeemed in the eleventh and twelfth years at the fixed rate, redemption prices include premium amounts of 102 percent and 101 percent, respectively, decreasing to par after twelve years.

The 2008 and 2009 Series A Bonds maturing prior to June 1, 2019 and June 1 2020, respectively, shall not be subject to optional redemption prior to maturity. The 2008 and 2009 Series A Bonds maturing after the aforementioned dates are subject to redemption, at the option of the Authority, on any date on or after June 1, 2018 and June 1, 2019, respectively, at $100 \%$ of the principal amount plus accrued interest.

On June 1, 2009, the Authority redeemed \$5,685,000 of its 1996 Series A and 1997 Series A Bonds. These Issues were fully retired as a result of this transaction. No other redemptions under the Optional Redemptions section of the indentures have been made by the Authority.

## Scheduled Maturities

Since the inception of the NJCLASS/FFELP Programs in 1991, \$53,240,000 of bonds have been redeemed as scheduled maturities under the supplemental indentures applicable to the 1991 through 2000 Bond Issues.

As governed by the indenture for each issue and series for the years 1996 through 2000, mandatory sinking fund redemptions prior to maturity, in part, by lot are required. The amounts of sinking fund redemptions for the fiscal years 2009 through 2013 and thereafter are included in the maturity schedule shown above.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Conversion of 2001, 2002, 2003, 2004, 2005, 2006 and 2007 Bonds - Auction Rate Certificates - to Fixed Interest Rate or Variable Interest Rate

As required by the Fourth (for 2001), Fifth (for 2002), Sixth (for 2003), Seventh (for 2004), Eighth (for 2005), Ninth (for 2006) or Tenth (for 2007) Supplemental Indentures, the ARCs may be converted to fixed rate or variable rate bonds prior to their final maturities. More than one fixed rate may be established to apply to the 2001, 2002, 2003, 2004, 2005, 2006 and/or 2007 Bonds, taking into account the scheduled maturity dates. The fixed rate selected must cause the converted bonds to sell at par. For conversions to a variable rate, the interest rate period must be one year or less.

Any 2001, 2002, 2003, 2004, 2005, 2006 and/or 2007 Bonds to be converted to fixed rate or variable rate bonds shall be subject to mandatory tender for purchase on the fixed or variable rate conversion date, at par plus accrued interest.

The Fourth, Fifth, Sixth, Seventh, Eighth, Ninth and/or Tenth Supplemental Indentures may be amended by supplemental indentures to modify the provisions for optional redemption of the 2001, 2002, 2003, 2004, 2005, 2006 and/or 2007 Bonds.

## Future Maturities and Sinking Fund Requirements

Future maturities of bonds payable, including interest, are as follows:

| Year Ending June 30, | Principal | Interest | Total |
| :---: | :---: | :---: | :---: |
| 2010 | \$ 5,840,000 | \$ 99,855,671 | \$ 105,695,671 |
| 2011 | 6,040,000 | 99,545,904 | 105,585,904 |
| 2012 | 4,055,000 | 99,231,921 | 103,286,921 |
| 2013 | 13,985,000 | 98,981,307 | 112,966,307 |
| 2014 | 15,845,000 | 98,248,996 | 114,093,996 |
| 2015-2019 | 167,445,000 | 470,368,137 | 637,813,137 |
| 2020-2024 | 232,185,000 | 416,241,173 | 648,426,173 |
| 2025-2029 | 81,310,000 | 371,553,095 | 452,863,095 |
| 2030-2034 | 336,505,000 | 276,197,039 | 612,702,039 |
| 2035-2039 | 592,250,000 | 226,958,938 | 819,208,938 |
| 2040-2044 | 706,550,000 | 47,805,627 | 754,355,627 |
| Total | \$2,162,010,000 | \$2,304,987,808 | 4,466,997,808 |
| Less amount representing interest |  |  | 2,304,987,808 |
| Net minimum principal payments |  |  | \$2,162,010,000 |

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Future Maturities and Sinking Fund Requirements (Continued)

HESAA bonds issued between 2001 and 2007 are ARCs, subject to periodic interest rate reset. Interest expense in future years as reflected on this schedule is estimated, based on rates in effect at June 30, 2009, as required by GASB Statement \#38, (Certain Financial Statement Note Disclosures).

As a measure to prevent auction failures, on December 17, 2007, HESAA entered into an Eleventh Supplemental Indenture with its Trustee, Wells Fargo Bank, which specified that auction interest rates on these variable rate bonds could be set up to the maximum rate of $14 \%$ on the 2001 through 2006 bonds, and $12 \%$ on the 2007 bonds through May 31, 2008, without defaulting to the lower of the maximum rate or the index rate multiplied by the Applicable Percentage, as defined in the applicable supplemental indentures. As of June 1, 2008, the interest rate calculations reverted to the method defined in the supplemental indentures for each issue, resulting in application of the lesser of the "All Hold" rate, or the maximum rate to each auction.

## Bond Premium and Discount

Bond premium and discount amounts have been recorded in connection with the issuance of the Authority's 2009 Bonds. Bond premiums are reported as deferred revenues (liabilities), and bond discounts are reported as deferred expense (assets). Bond premiums and discounts are amortized over the term of the related debt. The unamortized amount of premium and discount is shown as a net amount in the Liabilities section on the Statement of Net Assets, and amortization revenue and expense is credited or charged to bond interest expense in the Statement of Revenues, Expenses and Changes in Net Assets. Related amounts as of June 30, 2009, were:

| Bond premium | \$ | 4,843,377 |
| :---: | :---: | :---: |
| Accumulated amortization |  | $(15,065)$ |
| Total unamortized bond premium | \$ | 4,828,313 |
| Amortization revenue | \$ | 15,065 |
| Bond discount | \$ | 868,840 |
| Accumulated amortization |  | $(1,329)$ |
| Total unamortized bond discount | \$ | 867,511 |
| Amortization expense | \$ | 1,329 |
| Net | \$ | 3,960,801 |

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Risk of Bond Interest Rate Fluctuations

All Authority 2001 through 2007 Bonds are ARCs, and thus are subject to periodic rate reset, resulting in a risk that the cost of debt service on these bonds, which is the largest expenditure of the program, will exceed revenues earned from principal and interest payments on the fixed rate student loans, its largest revenue source. Disruptions in the bond market during the latter portion of the 2008 fiscal year resulted in failed auctions of these bonds. When an auction fails, all bond holders prior to the auction are required to hold them for the next auction period, at the "All Hold" rate, which is the lesser of the maximum rate permitted under the supplemental indenture, or an index rate that is based on either the After Tax Equivalent Rate or the Kenny index, multiplied by an "Applicable Percentage," as defined in the supplemental indenture of each bond issue.

As a result, the variable interest rates experienced during the 2008 Fiscal Year exceeded historical norms, and, consequently, the debt service payments on these bonds exceeded revenues from all sources and caused a decline in the Net Assets of the program for that year. During the 2009 Fiscal Year, these rates became extremely low, which led to a reversal of conditions in the previous year, contributing to the increase in Net Assets over the prior year.

As long as the 2001 through 2007 Bonds remain outstanding as Auction Rate Certificates, there is a risk that auctions resulting in interest rates in excess of program revenues will continue to occur. These include those as a result of Failed Auctions, resulting in the imposition of the All Hold rate, as well as fluctuations in the ARC rates resulting from possible future successful auctions.

In the event that losses caused by excessive bond interest expense result in insufficient cash within the NJCLASS/FFELP Trust to meet its debt service obligations, the Authority's legislation provides for draws on the Debt Service Reserve funds established under the supplemental indentures of each bond issue. The following paragraph describes the degree to which security for the bonds issued under the 1998 indenture is provided through this and other funding sources.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## E. BONDS PAYABLE (CONTINUED)

## Risk of Bond Interest Rate Fluctuations (Continued)

The HESAA NJCLASS/FFELP ARC Bonds, which are all those issued between 2001 and 2007, are secured on a parity basis with all of the other Series of Bonds previously issued under the 1998 Indenture and are payable from, subject to the terms of the Indenture: (i) Student Loans; (ii) all Revenues and Recoveries of Principal (including, without limitation, payments of principal of and interest on Student Loans); (iii) the Debt Service Reserve Fund; and (iv) the monies and securities in the various other funds established under the Indenture (except the Rebate Fund, the Excess Yield Fund and the Loan Reserve Fund). The amount deposited in the Debt Service Reserve Fund is less than the maximum amount of principal and interest on the bonds in certain future Bond Years. Pursuant to a provision in the Authority's enabling Act, the Legislature of the State may pay monies into the Debt Service Reserve Fund, subject to and dependent upon annual appropriations by the Legislature, to restore such account to the Debt Service Reserve Fund Requirement. However, because the Debt Service Reserve Fund Requirement is less than the maximum annual debt service on the bonds, even in the event that the Legislature makes all appropriations contemplated by the Act, such appropriations may be insufficient to pay debt service on the bonds as the same becomes due and payable. Such provision does not constitute a legally enforceable obligation on the part of the State or create a debt or liability on behalf of the State enforceable against the State.

As of June 30, 2009, and the date of the Independent Auditors' Report, amounts available in the debt service reserve funds for each bond issue within the 1998 NJCLASS/FFELP Indenture of Trust, which contains all HESAA ARC bonds, totalled $\$ 31,466,245$.

## Gain on Bond Retirements

Due to market conditions in which investments in ARC bonds could not be resold at par through the auction process, two broker/dealer firms, which were holders of these bonds made offers to HESAA to sell back portions of their holdings at below par. As a result, the Authority repurchased and retired $\$ 169,200,000$ of its ARC bonds through Special Redemptions, as permitted under the indentures, at prices ranging from $82 \%$ to $85 \%$ of par, resulting in total gains on retirement of $\$ 27,221,500$ during the year ended June 30, 2009.

## NJCLASS Program Funding-Capital Contributions

During the 2009 fiscal year, a total of approximately $\$ 800,000,000$ in NJCLASS/FFELP Bonds were issued, due to the delay in issuance of the 2008 Bonds until August 7, 2008, combined with the issuance of the Authority's 2009 Series A Bonds on June 23, 2009. In addition to the par amounts, these issues received capital contributions totalling $\$ 27,372,172$, including cash contributions from HESAA sources outside the NJCLASS/FFELP Trusts (namely the NJCLASS Life of Loan Servicing Reserve Fund) of $\$ 15,097,854$, and transfers in of residual assets of fully retired HESAA Bond issues, consisting of NJCLASS loans and accrued interest valued at $\$ 4,204,059$, as well as cash and investments of $\$ 8,070,259$. As noted above, the Program also received a net original issue premium of $\$ 3,974,537$ on the 2009 Series A Bonds. The balances in the Authority's Life of Loan Servicing Reserve Fund will be replenished over time through origination, administrative and servicing fees, collected from the NJCLASS program.

# NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS 

## NOTES TO FINANCIAL STATEMENTS

## F. ARBITRAGE REBATES

Pursuant to current federal income tax law and in accordance with the bond indentures, certain income earned on non-purpose investments (investments other than student loans) attributable to the Authority's outstanding tax-exempt bonds is subject to payment to the U.S. Treasury as arbitrage rebates.

The arbitrage rebates are determined and calculated annually based upon the percentage of yield realized on the non-purpose investments compared to the percentage of yield on the tax-exempt bonds and is cumulative over the lives and terms of the applicable bond series. Accordingly, the determined amount for any one-year could be reduced in subsequent years based on changes in yield differentials. The following arbitrage profits were subject to rebate and were included in arbitrage payable on the NJCLASS/FFELP program financial statements:

|  | June 30, |  |
| :---: | :---: | :---: |
|  | 2009 | 2008 |
| Bond Issue |  |  |
| 1997 | \$ 3,758 | \$ |
| 2000 | 211,079 | 115,204 |
|  | \$ 214,837 | \$ 115,204 |

## G. CONCENTRATION OF CREDIT RISK

## Financial Instruments

As disclosed in Note A, Summary of Significant Accounting Policies, the Authority's loan programs use financial instruments. These agreements are structured to enable variable rate bond proceeds to meet specific needs of the student loan market by reducing the risk associated with changes in interest rates.

As of June 30, 2009 and 2008, the liability associated with financial instruments specified in Note A was $\$ 3,147,031$ and $\$ 2,204,371$, respectively. This amount is included in accrued interest payable.

In order to enhance the security of these financial instruments, the Authority has included provisions in the contracts that govern these agreements requiring the counterparty to post collateral in the form of negotiable debt obligations of the U.S. Treasury if its long-term senior unsecured debt rating from S\&P is withdrawn, suspended or falls to or below "A+"; if its rating from Moody's is withdrawn, suspended or falls to or below "Al"; or if its rating from Fitch is withdrawn, suspended or falls to or below "A + ".

## NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY NJCLASS/FFELP LOAN PROGRAMS

## NOTES TO FINANCIAL STATEMENTS

## G. CONCENTRATION OF CREDIT RISK (CONTINUED)

## Financial Instruments (Continued)

As an additional safeguard, the Authority has the option to terminate the agreements regarding these financial instruments at any time, subject to the settlement of market value amounts due to the issuer or HESAA at the time of termination.

## Student Loans Receivable

The Authority provides student loans to New Jersey residents and out-of-state residents attending college in New Jersey, who use the proceeds for the purpose of pursuing higher education. The Authority assesses eligibility of loan applicants using criteria equal to the established guidelines for comparable loans in the banking industry. Management performs ongoing evaluations of its loan recipients and maintains an insurance fund, separate from the bond issues, which is capitalized by a fee charged at disbursement and partially replenished by collections on defaulted loans, to reimburse the bond issues when defaults occur. This policy is in conformity with the reserve amount requirements of the trust indentures between the Authority and Wells Fargo Bank. As a means of ensuring that cash flows generated from NJCLASS Student Loans will be sufficient to cover and protect the interests of the bondholders, management considers the insurance fund cash flows adequate in light of actual loan default experience.

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# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS 

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To the Board Members of<br>New Jersey Higher Education Student Assistance Authority

We have audited the financial statements of the NJCLASS/FFELP Loan Programs (the "Programs") of the New Jersey Higher Education Student Assistance Authority as of and for the year ended June 30, 2009, and have issued our report thereon dated October 20, 2009. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

## Internal Control over Financial Reporting

In planning and performing our audit, we considered the Programs' internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Programs' internal control over financial reporting.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS 

## Internal Control over Financial Reporting (Continued)

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

## Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Programs' financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations and contracts, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of non-compliance or other matters that are required to be reported under Government Auditing Standards.

This report is intended solely for the information and use of the audit committee, trustees, the Authority's board members, management and the State of New Jersey and is not intended to be and should not be used by anyone other than those specified parties.


October 20, 2009

## SUPPLEMENTARY INFORMATION







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| Otく＇tzz＇0z1 | $\angle 87^{\circ} \angle L 6^{\circ} 81$ |  | 6 60 $0^{\circ} 16 \varepsilon^{\prime} 81$ |  |  |  | ¢stosts＇si |  | ＋999980＇ | $6+6^{\prime}$ ¢ $8 \varepsilon^{\text {d }}$ I | cocilit | $9 \mathrm{TZ゙L} \mathrm{\llcorner } \mathrm{\tau}$ | DLで切 | เ60＇8¢ |  |  | asuadxa isaraul puog |
| OEL＇6LL＇6 | ¢ $0^{\circ} \angle \varepsilon 0^{\circ} \varepsilon$ | $858^{\prime \prime 118}$ | Lt9 ${ }^{\text {L }}$ LióI | $86 \varepsilon^{4} 109^{\prime} 1$ | 8699＇964 | ULL＇8tL | $88 \varepsilon^{6} 669$ | LL9＇S81 | （ 278 ） | عLO＇OS | （000 2 t$)$ | $\left(008{ }^{\text {t }}\right.$ ¢ $)$ | （00z＇61） | （00\％＇9z） | （00L＇${ }^{\text {c }}$ ） | － | sวsuadxg wewoud［imo |
| S0才＇zzL＇ |  | $068^{\circ} \mathrm{LE}$ | L6で $\llcorner$ ¢ | ¢ $6 ¢^{\circ} \angle \downarrow \varepsilon$ | 296＇İt | （LZ） | It6 $6^{69}$ |  |  |  |  |  |  |  |  |  |  |
| ャ66\％6ャ9 $\tau$ | ¢¢¢＇t | 89t＇95z | 0s8＇zs | ¢08＇88L | 9¢く＇tを8 | $66 z^{\prime} \leq L \varepsilon$ | $\angle 8 \varepsilon^{\text {c }}$ S6 | LL99991 | （ $2+88^{\text {¢ }}$ ） ） | $1960{ }^{6}$ | $\left(000^{\circ} \mathrm{L}\right.$ ） | （008＇IE） | （00z＇61） | （002＇9z） | （00L＇$¢$ ） | － | astadxg 1990 prg |
| $890{ }^{\text {A } 10 t^{\prime} \text { \％}}$ | $066{ }^{\text {S }}$ t $\dagger$ | 000098 | 000009 | $0000^{\circ} \mathrm{ze}$ | $8\llcorner 6$ ¢ $¢ \varepsilon \varepsilon$ | 009＇s9z |  |  |  |  |  |  |  |  |  |  |  |
| ャ9 r $^{\circ} 9000^{\circ} \mathrm{I}$ | os $L^{\text {c }} 86$ | 00s＇¢si | 00s＇LSI | 000 ＇stI | z00＇6s | $006{ }^{\circ} \mathrm{O}$ | 00s＾¢ $¢$ | 00061 | $000{ }^{\circ} \mathrm{t}$ | 2li＇61 | $000{ }^{\circ}$ | － | － | － | － |  | วsuədxg əouemsul［enurv sasuadxg ueroiol ${ }_{\mathbf{d}}$ |
| 69 ＇LLS $^{\circ} \mathrm{OL}$ | $96 \dagger^{\circ} 978^{\circ} \mathrm{z}$ | $900{ }^{\circ}$ ¢ $¢ 9$ | $9+88^{2} 08$ | $6 \mathrm{Sz}^{2} 8 \mathrm{E} 6$ | LEE＇z8t＇ | Ets＇661＇ | S16． $198^{\circ} \mathrm{I}$ | S08 761 | 8£ ${ }^{\prime} 681$ | ＋09 ${ }^{\text {TL }}$ | $68^{\circ} \mathrm{zs}$ | $608^{\prime} \mathrm{z} \varepsilon$ | 1L6＇sz | टाध＇sz | LOs＂si | 299＇1 | suazv sumanas of pied səan［ito |
|  | － |  | £86てを | L60＇t8 | $91 \varepsilon^{\text {a }}$ TSE | Sticzes | Iticszit | － | － |  | － |  |  |  |  |  | suvot puppui dרedr |
| ＜86 ¢ ¢0 8 | $96 t^{\circ} 988^{\circ}$ | $900 \% ¢ ¢$ | £9869L | 291＊58 | וzo＇ıE｜＇ | 86¢ 9 ¢ ${ }^{\text {c }}$ | ヤLL＇609 | 508＇261 | $8 \varepsilon \varepsilon^{\prime} 681$ | ＋09 ${ }^{\circ} \downarrow 2$ | $658^{\circ} \mathrm{zs}$ | $608^{\prime} \tau \varepsilon$ | $1 L 6 \mathrm{sz}$ | ટાદ＇sz | LOS＇sı | 299＇1 | sueot Heprus SSVTDIN <br>  səsuadxG sulperadO |
| $8 \angle 8^{\circ} \angle \varepsilon 0^{\circ} \mathrm{LL}$ |  | \＃16 LLİII | 29C．988＇6 | 616 clc ${ }^{\text {c }} 6$ | Sst＇99\％＇01 | tSE． 8 Ez＇L | $16 \chi^{2} 818^{\prime \prime} 6$ |  | $66^{\prime}+99^{\prime} 1$ | L86 S ${ }^{\circ}$ | $69^{\circ} 00 \varepsilon$ | totiz81 | $88 z^{\prime} 901$ | ¢99＇19 | OS8 ${ }^{\circ} 1 \varepsilon$ | 099＇\％ |  |
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| 1096S4＇19 \＄ | LL29 $286^{\circ} 8$ \＄ | 994＇тE1＇ı\＄ | 9 ¢どャIで6 \＄ |  | $\varepsilon \varepsilon 8^{\prime} \varepsilon \varepsilon \chi^{\prime} 8$ \＄ | $\angle \angle 8^{\circ} \angle 6 \varepsilon^{\circ} \downarrow$ \＄ | H0＇01と＇s\＄ | でげtscis | 628 ＋911 18 | L86＇st9 ${ }^{\text {c }}$ \＄ | 6Ss ${ }^{\text {cos }}$ | tot＇z81\＄ | 88て＇90I | £99＇9 | 0s8＇1¢ \＄ | 099＇† | surot $^{\text {Puppris SSVTORN }}$ <br>  <br>  |
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[^0]:    (1) All fair values that result in a positive value to the swap provider are shown as positive amounts. All fair values that result in a positive value to HESAA are shown as negative amounts.

[^1]:    

