2020/2021

College Financial Aid De-Mystified

Andre' Maglione, Student Financial Aid Services New Jersey Higher Education Student Assistance Authority (HESAA)





The Mission HESAA since 1959

The Higher Education Student Assistance Authority (HESAA) is the only State agency with the sole mission of providing students and families with the financial and informational resources to pursue their education beyond high school.

The Publications:

Going to College in New Jersey / State & Federal Booklet (Pell, SEOG, Perkins, FWS, TAG – Tuition Aid Grant, EOF, NJSTAR and more.. / Financial Aid Dictionary / Student Loan Guide / 8 Steps to Apply for State & Federal Aid / and other tools and videos



Goals of Financial Aid Office

- Primary goal is to assist students in paying for college and is achieved by:
 - Evaluating family's ability to pay for educational costs
 - Distributing limited resources in an equitable manner
 - Providing a balance of gift aid and self-help aid
 - Implement federal and state regulations for their college/university

Case Study - Deadlines

School	Common App?	Essay	Status	CSS Profile	FAFSA	Institutional App	Doc Deadlines
USC	У		Submitted	2/13/2016	2/13/2016	n/a	4/15/2016
UC Los Angeles	N	See Below	Submitted	n/a	3/2/2016	http://www.scholarshipcenter.ucla.edu	4/15/2016
Claremont McKenna	У		Submitted	1/1/2016	3/1/2016		4/15/2016
Pomona	У		Submitted	1/1/2016	3/1/2016		4/15/2016
NYU	У		Submitted	2/15/2016	2/15/2016		
Oberlin	У		Submitted	2/15/2016	3/1/2016		4/15/2016
University of San Diego	у		Submitted	3/2/2016	3/2/2016		4/15/2016
UC Santa Barbara	N	See Below	Submitted	n/a	3/2/2016	http://www.scholarshipcenter.ucla.edu	4/15/2016
UC Berkley	N	See Below	Submitted	n/a	3/2/2016	http://www.scholarshipcenter.ucla.edu	4/15/201
Chapman University	У		Submitted	n/a	2/15/2016		4/15/20
Pitzer College	у		Submitted	1/1/2016	3/1/2016		4/15/20
UC Santa Cruz	N	See Below	Submitted	n/a	3/2/2016	http://www.scholarshipcenter.ucla.edu	4/15/2016
University of San Francisco	у		Submitted	12/1/2016	2/15/2016		4/15/2016

Current Case Study

Example: Stevens Institute of Technology, New Jersey

CSS Profile Early Decision I: 12/1/2018
CSS Profile Early Decision II: 1/15/2019
CSS Profile Regular Admission: 2/15/2019

FAFSA Early Decision I: 12/1/2018 FAFSA Early Decision II: 1/15/2019 FAFSA Regular Admission: 2/15/2019

1	Α	В	С	D	Е	F	G	Н	
	College/University	Common			CS5		FAFSA		
1	,	App?	Essav	Status	Profile	FAFSA	Submitted	Institutional App	
2	Rutgers New Brunswick	5/1/2019	Yes	Submitted	No	12/1/2018	10/15/2018	No	2/1/
	NJIT								
	Early Action I Nov. 15	11/15/2018							
3	Early Action II Dec 15	12/15/2019	Yes	Submitted	No	3/15/2019	10/15/2018	https://www.njit.edu/financialaid/forms/	5/15
	,								
						11/15/2018			
4	Rider Universtiy EA	11/15/2019	Yes	Submitted	No	1/15/2019	10/15/2018	No	
	Mercer County Community								
5	College	8/15/2019	Yes	Submitted	No	5/1/2019	10/15/2018	No	8/15
6	Montclair University	12/1/2018	Yes	Submitted	No	3/15/2019	10/15/2018	No	4/1/
L	Dawan Huisansits	1/21/2010	Van		No	2 /1 /2010	10/15/2019	No	445
7	Rowan University	1/31/2019	Yes	Submitted	INO	3/1/2019	10/15/2018	No	1000
8	Syracuse (CSS #2823)	11/15/2018	Yes	Submitted	11/1/2018	11/1/2018	10/15/2018	No	3/11
	Swarthmore C								
	(CSS #2821) x	11/15/2018	Yes		44/4/0040	11/1/2018	10/15/2018	No	
9	(033 #2021) X	11/15/2016	765	Submitted	11/1/2018	11/1/2018	10/15/2015	NO	
	CSS Profile Colleges:	https://profile.coll	egeboard.	org/profile/p	ppi/participatinglr	nstitutions.aspx			
12	Start the CSS Profile Application:	https://cssprofile.o	_						
13	Comple EThen E-m	ıple II 🕕							
DEA	✓ Sample EThan Sample ADY	ıple II 🕒			:	1			
KEA	(U) [:::]								

College Savings

With a **529 college savings** plan, investments grow tax-deferred and are not taxed when withdrawn to pay for **qualified** higher **education expenses**, including tuition, **fees**, textbooks, supplies and equipment required for enrollment, special needs services and room and board **costs if contracted with school**.

NJBEST Scholarship for attendance at a NJ college in the first semester.

Home > NJBEST Scholarship

NJBEST SCHOLARSHIP

While NJBEST can be used to pay for qualified expenses¹ at schools across the US and the globe, students who have NJBEST and go to college in New Jersey can receive a tax-free scholarship - up to \$1500.²

The longer you contribute at or above minimum contribution levels, the greater the college scholarship amount. After you qualify for a \$500 scholarship, further contributions increase the scholarship by \$250 every 2 years, up to a maximum of \$1,500.

As of 10/1/2018

Since inception
4955
students have received

the NJBEST College Scholarship



\$4,789,250
in scholarships has been awarded

In the last 5 years alone 2013-2018

\$3,113,250

of scholarships was awarded

FIND OUT MORE

For more information, visit the Scholarship page.

LEARN MORE

Sources and Types of Aid

- Factors that may influence institutional aid, particularly merit-based aid:
 - Academics
 - Athletic Ability*
 - SAT's
 - Geographic Diversity
 - AP Courses
 - Legacy (child of alumni)
 - Activities
 - Talent
 - Academic Track
 - Gender/Ethnicity
 - H.S. Attended
 - Class Rank

Sources of Aid

- The College/University
- Federal
- State of New Jersey
- Outside Organizations
 - Civic organizations (ex. local Rotary Club), parent's employer, high school awards

Types of Financial Aid

- Grants
- Scholarships
- Employment Opportunities

Self Help - Loans



Net Price Calculator



Welcome to the Rutgers University Net Price Calculator!

Rutgers University is pleased to provide our Net Price Calculator as a guide to assist in early financial planning for college. This calculator will provide a preliminary estimate of federal, state, and institutional aid eligibility, to help families gauge what aid the student may be awarded and to make arrangements to cover the cost of attendance.*

- 8 The Calculator will take approximately 8 minutes to complete.
- We are the state's most comprehensive intellectual resource—the flagship campus of Rutgers, The State University of New Jersey, as designated by the Association of American Universities.
- We are the region's most high-profile public research institution and a leading national research center with a global impact.
- Spend a few minutes today to learn how affordable a world-class Rutgers education can be.

*Future costs and financial aid estimates are subject to change. Results of the calculator are not guaranteed. Special circumstances may be reviewed by the Office of Financial Aid. The accuracy of your estimated awards is based on the information you provide. The calculator is intended for undergraduate, domestic students. The estimated awards are based on the student submitting a valid FAFSA.

☑ I accept the Terms of Use agreement.



- All institutions must have a net price calculator posted on their websites.
- Students will be able to estimate the individual net price per institution.
- Based on full-time, first degree/certificate-seeking undergraduate students.



College Scorecard www.collegescorecard.ed.gov



Score card offers reliable data on factors important to prospective students such as;

- Graduation Rates
- How much graduates earn
- How much debt they have when they graduated
- Ability to find middle class jobs
- Ability to pay off debt

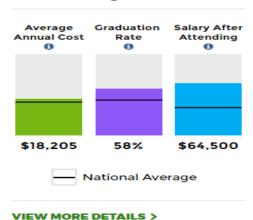
New!- The FAFSA on the Web Home page now line the College Scorecard.

https://collegescorecard.ed.gov/

College Scorecard

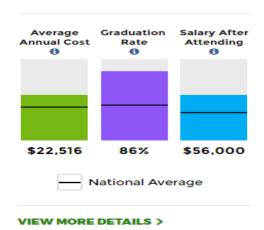
New Jersey Institute of Technology

Newark, NJ 6,748 undergraduates



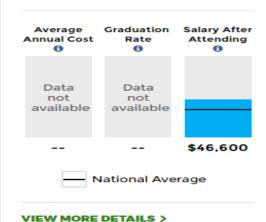
The College of New Jersey

Ewing, NJ 6,407 undergraduates



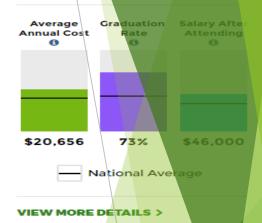
Thomas Edison State University

Trenton, NJ 20,143 undergraduates



Ramapo College of New Jersey

Mahwah, NJ 5,447 undergraduates



Rutgers University-Camden

Camden, NJ 4,801 undergraduates

Average Graduation Salary After Annual Cost Rate Attending

Rutgers University-New Brunswick

New Brunswick, NJ 34,094 undergraduates

Average Graduation Salary After
Annual Cost Rate Attending

Rutgers University-Newark

Newark, NJ 6,841 undergraduates

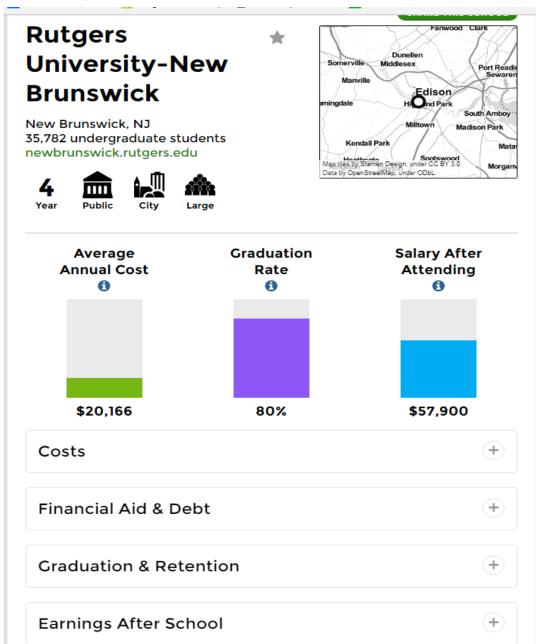
Average Graduation Salary After Annual Cost Rate Attending

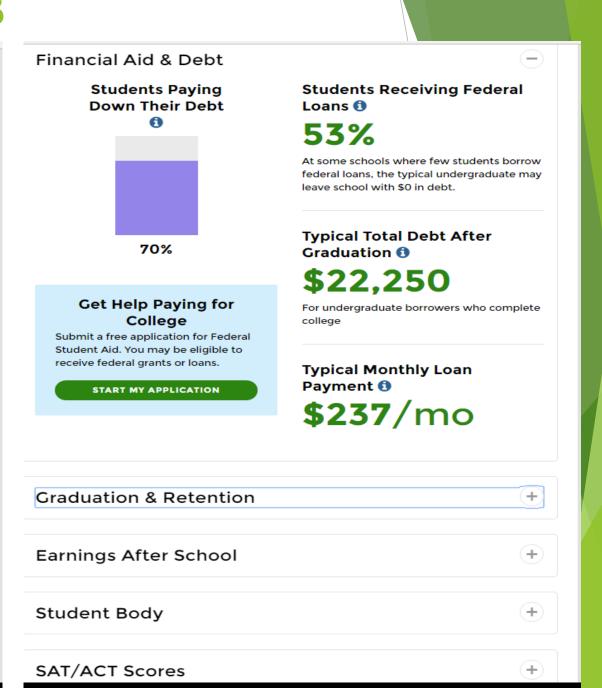
Rowan Universi

Glassboro, NJ 11,690 undergraduates

Average Graduation Salary
Annual Cost Rate Attri

College Scorecard Rutgers NB





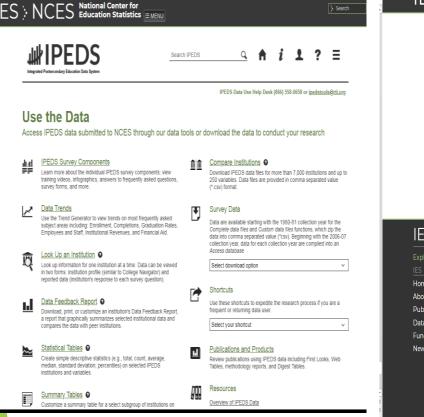
Evaluating Colleges

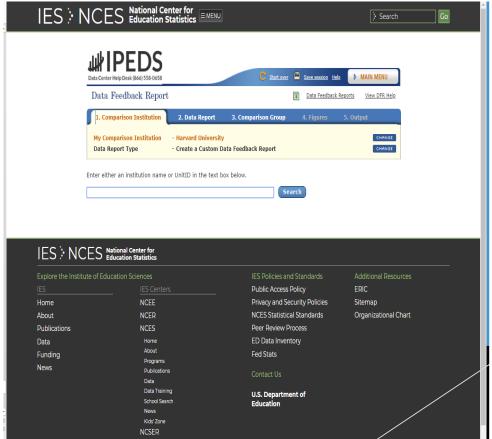
Leveraging Integrated Postsecondary Data Systems (IPEDS) Data

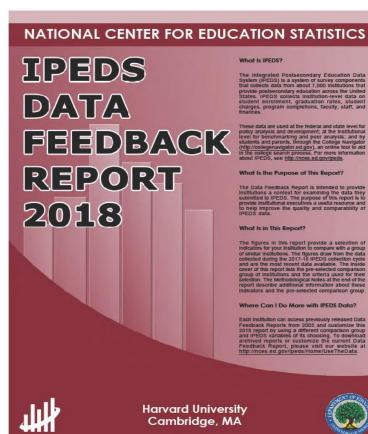
https://nces.ed.gov/ipeds/use-the-data

<u>Data Feedback Report:</u> Download, print, or customize an institution's Data Feedback Report, a report that graphically summarizes selected institutional data and compares the data with peer

institutions.







How to Make College More Affordable

► Application Deadlines - most important! Institutional aid deadlines will be earlier; check with each college or university

The Application Process

 The CSS Profile or an institutional application may be required by some schools. College Scholarship Service (CSS) Profile begins October 1st (\$25 for first school, \$16 additional for each school) – Participating colleges located at:

https://profile.collegeboard.org/profile/ppi/participatingInstitutions.aspx CSS Profile Website: https://cssprofile.collegeboard.org/

2. The Free Application for Federal Student Aid (FAFSA) process begins October 1st for the 2020-21 award year!

Review all college scholarship deadlines as they vary.

Deadlines Do Matter!

The FAFSA Application Process

Information needed to complete the FAFSA

- FSA ID one parent and student
- 2018 actual Federal Tax Return
- 2018 W-2 Forms

FAFSA[®]

FREE APPLICATION for FEDERAL STUDENT AID

Use this form to apply free for federal and state student grants, work-study, and loans.

Or apply free online at fafsa.gov.

Applying by the Deadlines

For federal aid, submit your application as early as possible, but no earlier than October 1, 2019. We must receive your application no later than June 30, 2021. Your college must have your correct, complete information by your last day of enrollment in the 2020-2021 school year.

July 1, 2020 - June 30, 2021

Federal Student Aid

the AMERICAN MIND®

Pay attention to any symbols listed after your state deadline.

States and territories not included in the main listing below: AL*, AS**, AZ*, CO*, FM**, GA*, GU**, HI**, KY^\$, MH**, NC^\$, ND^\$, NE*, NH**, NM*, OK^\$, PR*, PW**, RI**, SD**, UT*\$*, VA**, VI**, VT^\$*, WA^\$, WI* and WY**.

State Deadline

AK	Alaska Performance Scholarship – June 30, 2020 # \$ Alaska Education Grant ^ \$
AR	Academic Challenge – June 1, 2020 (date received) Workforce Grant • Higher Education Opportunity Grant – June 1, 2020 (date received)
	For many state financial aid programs - March 2, 2020 (date postmarked) + *

The Application for Undocumented Students



Expected Family Contribution (EFC)

- Basis of financial aid package
- EFC is determined by a federal formula that calculates need using the information you supplied on the FAFSA
- EFC & Financial Need are guidelines used by schools to determine an aid package
- EFC is not necessarily equal to a family's out-of-pocket costs
- EFC can range from 000000 to 999999



Federal Methodology is the formula created by Congress to determine the Expected Family Contribution (EFC).

The EFC is a measurement of a family's financial strength

Cost of Attendance

- Tuition and fees
- Room and board
- Books and supplies, equipment, transportation, and miscellaneous personal expenses
- Loan fees
- Study abroad costs
- Dependent care expenses
- Expenses related to a disability
- Expenses for cooperative education program
 Can be specialized materials, cost of a laptop and so o



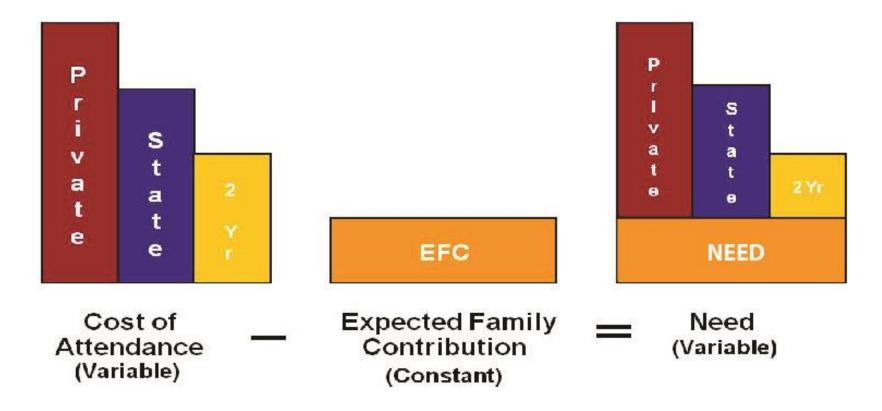
Student

State of New Jersey
Financial Aid Shopping Sheet for Academic Year 2

	RU ID#_					
	Total Cost of Attendance					E
	Direct Costs (what you wil	l be billed)	Indirect Expenses			Ş
	Tuition:	\$12,232	Books & Supplies:	\$1,350		
	Fees:	\$3,017	Transpo <mark>rtation:</mark>	\$864		
	Food & Housing: (if you live in campus housing)	\$13,512	Food & Housing: (if you live off campus)	\$0		
)			Loan Fees:	\$106		<i>H</i>
			Miscellaneous:	\$3,625	١	
	Total Direct Costs:	\$28,761	Total Indirect Expenses:	\$5,945	,	
	Total Cost of Attendance (Direct Costs and Indirect Exp	enses combined):	\$34,706		9



Definition of Need



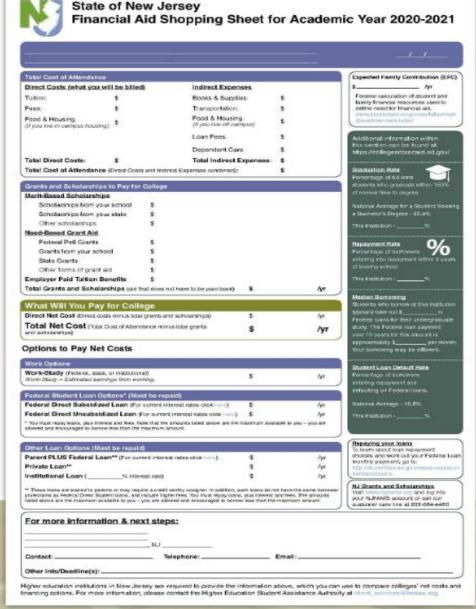
We help students lay the foundation for a solid financial future



Financial Aid Results

- Help families with transparency
- Separates the Cost of Attendance listing the direct and indirect costs
- Awards Grants & Scholarships (free no repayment required)
- Student Final Costs box
- College coordinated work study
- Federal Student Loans
- If necessary alternate loans

SHOPPING SHEET



<< To help boost transparency in the net cost of college, New Jersey now requires each institution to provide a "SHOPPING SHEET" to students. As shown here, students and their families can now compare college costs in an "APPLES" format.</p>

< This template illustrates both the total cost of college and the "NET COST" which families have to pay (or borrow in student loans) after all other financial aid has been applied.</p>

Depending on your school selection, you will want to be familiar with both the 2-year and 4-year NJ Financial Aid Shopping Sheet formats.

<< VISIT HESAA

online to preview both versions: hesaa.org/Pages/HESAA Publications.aspx

Types of Aid Available - Federal

Federal Grants 2019 - 2020 Academic Year						
Award Type	Award Amounts					
Pell grant	up to \$6,195					
SEOG Supplemental Education Opportunity Grant	up to \$4,000					
TEACH grant	up to \$3,736					

More information is at: www.studentaid.gov

Types of Aid Available - State of New Jersey

New Jersey State Grants 2019 – 2020 Academic Year

Award Type	Award Amounts
Full-Time TAG	\$1,220 - \$12,938
Part-Time	\$610 -\$2,088
EOF	Up to \$2,500 includes college success support
NJ STARS	Tuition Only
NJ STARS II	Up to \$2,500 per year
Governor's Urban Scholarship	Up to \$1,000
NJ-GIVS (women and minorities)	Up to \$2,000
Community College Opportunity Grant (CCOG)!	After all other grant/scholarship aid- tuition and most fees - FREE

2019-2020 Tuition Aid Grant (TAG) Schedule



STATE OF NEW JERSEY HIGHER EDUCATION STUDENT ASSISTANCE AUTHORITY FULL-TIME TUITION AID GRANT (TAG) AWARD TABLE FOR 2019-20



FULL-TIME TUITION AID GRANT AWARD TABLE

To estimate the value of your TAG at another college, locate the NJ Eligibility Index (NJEI), shown below, in column A of the TAG Award Table. Then read a cross columns B through H to find the value of your grant at the type of college you plan to attend. In accordance with State law, the value of your grant may decrease depending upon appropriated funds, actual tuition charges, cost of attendance, estimated family contribution, and other available resources.

NJ ELIGIBILITY INDEX (NJEI)		APPROXIM	PART-TIME TUITION AID GRANT						
		NEW	NEW JERSEY COUNTY COLLEGES						
	COUNTY COLLEGES**	STATE COLLEGES**	INDEPENDENT NON-PUBLIC*	RUTGERS UNIV.***	ROWAN UNIV.	NJIT	MONTCLAIR UNIV.	1/2 Time Semester Award (6-8 credits)	3/4 Time Semester Award (9-11 credits)
A	В	С	D	E	F	G	н	1	J
Under 1500	\$2,786	\$7,380	\$12,938	\$9,848	\$8,404	\$11,428	\$7,474	\$696	\$1,044
1500-2499	2,424	6,460	10,970	8,734	7,390	9,898	6,440	606	909
2500-3499	2,100	5,470	9,648	7,778	6,450	8,814	5,626	525	787
3500-4499	1,638	4,530	8,642	6,706	5,562	7,600	4,850	409	614
4500-5499	1,220	3,756	7,632	5,848	4,848	6,626	4,228	305	457
5500-6499	0	2,930	6,634	4,988	4,136	5,656	3,608	0	0
6500-7499		2,132	5,630	4,184	3,470	4,738	3,026		
7500-8499		0	4,618	3,314	2,748	3,756	2,398		
8500-9499			3,652	2,284	1,894	2,588	1,718		
9500-10499			2,074	0	0	0	0		
Over 10499			0						

**COUNTY AND STATE COLLEGE STUDENTS: This table displays average full-time award values which are to be used for planning purposes only. Your estimated award value, which may be higher or lower, is shown above and is based on the tuition charged by your institution.

***RUTGERS BUSINESS, ENGINEERING, PHARMACY, AND ENVIRONMENTAL AND BIOLOGICAL SCIENCES SCHOOL STUDENTS: Your award may be increased to reflect the higher fultion charged for these programs of study.

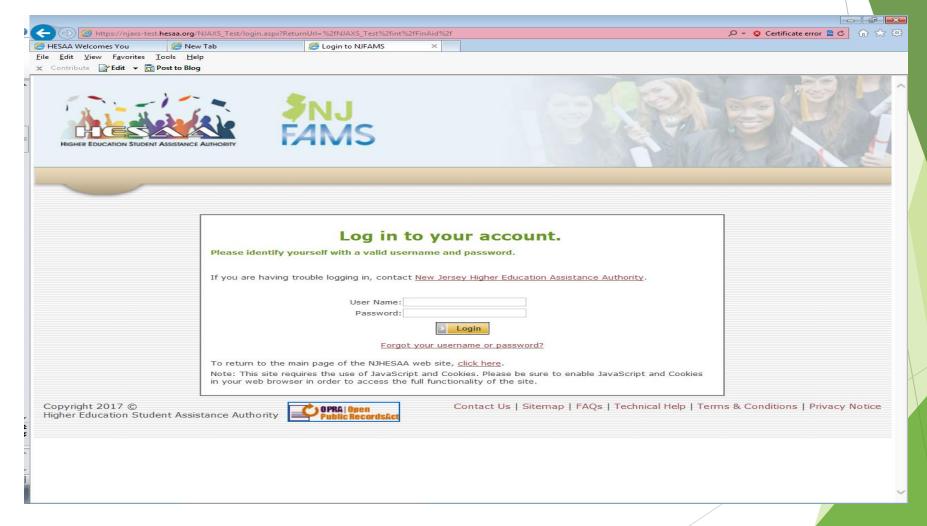
* BERKELEY, DEVRY, EASTERN INTERNATIONAL AND EASTWICK: Limited to approved programs of study.

PENALTY FOR FALSE INFORMATION

If you qualify for State student financial assistance by purposely reporting false or misleading information, you may be subject to a \$20,000 fine and/or imprisonment



Student login



Student Access to



Student Welcome Screen



Student Access to



Pending FAFSA

To Do List for 2017-2018 Select a Year: 2017-2018 Note: If a year is not displayed in the drop down, it means you have currently completed all tasks for that year. Additional tasks may be added at a later date. Items with have been received. Items with are not received or incomplete. Online Free Application for Federal Student Aid (FAFSA) Due Date: 03/01/2017 To complete your FAFSA online through FAFSA on the Web, click here.

required for more than one program.

NEXT STEPS If Grants & Scholarships are Not Enough?

Self Help Loans & Gap Shortfall Solutions

Monthly Payment Plans – offered by the college

FEDERAL DIRECT STUDENT LOAN

Federal Direct Loan Program (1st year dependent)

Subsidized Stafford Loan \$3,500 need based

Unsubsidized Stafford Loan \$2,000 additional

 2019-2020 - Federal Direct Undergraduate Direct Loans are 4.53% plus a 1.062% origination fee, for subsidized and unsubsidized loans **Annual Maximum**

Freshman: \$5,500

Sophomore: \$6,500

Junior: \$7,500

Senior: \$7,500

Subsided: Need-based, interest free until 6 months after the student leaves school.

After Student Loans – Unmet Need 2019-20 Interest Rates

NJCLASS Family Loan Program estimated 2019-20

- Fixed Rate NJCLASS LOAN, varying repayment options
- Interest rates range you choose (Projected estimates 2019-20)
 - 3.99% Principle and Interest or
 - 4.49% Interest only or
 - 6.50% Fully deferred
- Each option has a 3% administrative fee
- Can borrow up to the cost of attendance
- Student or Parent can be the borrower

Federal PLUS Program 2019-20 7.08% & 4.24% Admin. fee

- Parent is the <u>only</u> borrower
- Can select pay now, interest only or defer payment
- Can borrow up to the cost of attendance

Private Educational Bank Loans

- May be a fixed or variable rate loan –
- can borrow up to cost of attendance
- Tiered lenders rate based on co-signer credit. Range 5% to 12% and zero fee

* Sallie Mae Smart Option Loan according to the Second Quarter 2019 Sallie Mae Investor Presentation the weighted average annual borrower interest rate (19-A) is 10.05%.



HESAA Services

Web Sites

www.hesaa.org
www.njgrants.org
www.njclass.org

Customer Care Line

609-584-4480

- NJBEST
- MappingYourFuture.org

Questions



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amaglione@hesaa.org

609-588-3300 x 1400