



**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Financial Statements and  
Management's Discussion and Analysis

June 30, 2005 and 2004

(With Independent Auditors' Report Thereon)

# NEW JERSEY INSTITUTE OF TECHNOLOGY

June 30, 2005 and 2004

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# **NEW JERSEY INSTITUTE OF TECHNOLOGY**

## **Management's Discussion and Analysis**

(Dollars in thousands)

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### **INTRODUCTION**

The following discussion and analysis provides an analytical overview of the financial position and activities of New Jersey Institute of Technology ("NJIT") and The Foundation at New Jersey Institute of Technology (the "Foundation") (collectively, the "University") at and for the years ended June 30, 2005 and 2004. This discussion has been prepared by management and should be read in conjunction with the financial statements and the notes thereto, which follow this section.

Since its founding in 1881, NJIT has been transformed from a local technical school to one of America's top 200 research universities with national rankings and stature. While moving steadily to increasingly higher levels of excellence in educational performance, NJIT has become a research and development hub, participating in entrepreneurial development and building business partnerships through research and development initiatives. NJIT has evolved into an international presence, both in the scope of its educational programs, including on-site and distance learning offerings, attraction of international students to its programs, and through the reach of its educational, scientific, and technological influence at international forums and in international research projects.

NJIT is a public, student-centered, urban research university, committed to the pursuit of excellence in undergraduate, graduate, and continuing professional education, in the conduct of research with emphasis on applied and multi-disciplinary areas, in contributing to the economic development of New Jersey (the "State"), and in service to both its local communities and the broader society of the State and the nation. Over 400 full-time faculty members serve the University's approximately 8,200 students. NJIT offers a diverse range of degree programs in an array of engineering and technology disciplines, computer and information science, architecture, applied sciences, management, statistics and actuarial science, including Ph.D. programs in nineteen professional areas, masters programs in forty-one specialties, and thirty-four baccalaureate degree programs.

Established pursuant to an 1881 New Jersey statute, NJIT was formally recognized as a body corporate and politic by The New Jersey Institute of Technology Act of 1996. The Foundation is a separately incorporated 501(c)(3) resource development organization that encourages private philanthropy on behalf of NJIT and initiates and administers scientific and technical investigations. The Foundation also operates a small business incubator whose mission is to accelerate the successful development of entrepreneurial companies through an array of business support resources and services.

### **FINANCIAL HIGHLIGHTS**

The University's financial position at June 30, 2005 and 2004 was sound, with total assets of \$402,856 and \$409,370, and total liabilities of \$216,062 and \$219,481, respectively. Net assets, which represent the excess of the University's assets over its liabilities, totaled \$186,794 and \$189,889 at June 30, 2005 and 2004, respectively. Net assets decreased \$3,095 in fiscal year 2005, principally due to an increase in the operating loss primarily resulting from higher operating costs and depreciation expense, partially offset by an increase in grants and contracts revenues. Net assets increased \$44,502 in fiscal year 2004, principally due to increased capital grants and gifts as a result of a grant from the Higher Education Capital Improvement Fund ("HECIF"), increased investment income due to the improvement in market

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conditions, and increased student tuition and fees revenues as a result of increased rates, offset by a decrease in State grants and contracts and an increase in interest expense due to a decline in capitalized interest as a result of the completion of two major construction projects.

### THE FINANCIAL STATEMENTS

The University's financial statements include a statement of net assets at June 30, 2005 and 2004, and statements of revenues, expenses, and changes in net assets and of cash flows for the years then ended. The financial statements are prepared in accordance with the accounting principles established by the Governmental Accounting Standards Board ("GASB"), as well as with the pronouncements of the Financial Accounting Standards Board ("FASB") and its predecessor entities issued on or before November 30, 1989. GASB pronouncements take precedence when there is a conflict or contradiction between pronouncements. The University has elected not to apply FASB pronouncements issued after November 30, 1989.

### STATEMENT OF NET ASSETS

The statement of net assets presents the University's financial position at June 30, 2005 and 2004, and is summarized as follows. The summarized statement of net assets at June 30, 2003 is also presented for comparative purposes.

|   | <b>June 30,<br/>2005</b> | <b>June 30,<br/>2004</b> | <b>June 30,<br/>2003</b> |
|---|--------------------------|--------------------------|--------------------------|
| Current assets                                  | \$ 69,278                | \$ 66,074                | \$ 58,700                |
| Endowment investments                           | 56,577                   | 52,713                   | 45,408                   |
| Capital assets, net                             | 255,996                  | 246,567                  | 228,561                  |
| Other assets                                    | 21,005                   | 44,016                   | 16,890                   |
| Total assets                                    | <u>402,856</u>           | <u>409,370</u>           | <u>349,559</u>           |
| Current liabilities                             | 34,294                   | 35,628                   | 40,190                   |
| Long term debt                                  | 171,955                  | 174,175                  | 152,837                  |
| Other liabilities                               | 9,813                    | 9,678                    | 11,145                   |
| Total liabilities                               | <u>216,062</u>           | <u>219,481</u>           | <u>204,172</u>           |
| Invested in capital assets, net of related debt | 94,685                   | 83,560                   | 86,364                   |
| Restricted                                      | 51,365                   | 60,583                   | 40,774                   |
| Unrestricted                                    | 40,744                   | 45,746                   | 18,249                   |
| Total net assets                                | <u>\$ 186,794</u>        | <u>\$ 189,889</u>        | <u>\$ 145,387</u>        |

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Current assets consist principally of cash and cash equivalents, short term investments, grants and accounts receivable, and deposits held with trustees. The increase in current assets at June 30, 2005 as compared to June 30, 2004 of \$3,204 relates principally to increases in cash and cash equivalents and deposits held with trustees, which were largely offset by a decrease in short term investments, and an increase in grants and accounts receivable principally caused by the increase in grants and contracts revenues. The increase in current assets at June 30, 2004 as compared to June 30, 2003 of \$7,374 relates principally to an increase in cash and cash equivalents and short term investments, principally related to the receipt of capital grants and gifts, offset by a decrease in deposits held with trustees as a result of their use for facilities construction and a decrease in grants and accounts receivable.

Current liabilities are comprised of accounts payable and accrued liabilities, the current portion of long term debt, deferred revenue, and amounts due to affiliates. The decrease in current liabilities at June 30, 2005 as compared to June 30, 2004 of \$1,334 principally relates to a reduction in accounts payable and accrued liabilities as a result of a decrease in accounts payable relating to construction projects, offset by increases in all other current liabilities. The decrease in current liabilities at June 30, 2004 as compared to June 30, 2003 of \$4,562 principally relates to a reduction in deferred revenue, reflecting a decrease in advance payments for grants and contracts.

Excluding deposits held with trustees, which can only be used for debt service and facilities construction, and deferred revenue, which is associated with certain specific activities, current assets exceeded current liabilities by \$40,666 and \$37,532 at June 30, 2005 and 2004, respectively. The University had \$34,553 and \$36,029 in cash and cash equivalents and short term investments to fund current operations at June 30, 2005 and 2004, respectively. The fiscal year end is traditionally a low point in the University's cash position because the timing of receipts of tuition and fees generally occurs consistent with the fall and spring terms. However, the University receives its State appropriations for general operating purposes (\$50,312 and \$48,790 in fiscal years 2005 and 2004, respectively) on a monthly basis.

Endowment investments include gifts from donors that are to be invested in perpetuity and the related income and appreciation. Only the income and appreciation can be spent for the purposes specified by the donors in the gift documents. Endowment investments grew approximately 7.3% and 16.1% during fiscal years 2005 and 2004, respectively, reflecting growth from new gifts and realized expendable investment earnings in both years, and fair value increases at June 30, 2005 and 2004.

Capital assets increased 4.8% and 6.8% at cost during fiscal years 2005 and 2004, respectively, principally related to the University's facilities construction projects. During fiscal year 2005, phase two of the Campus Center, which commenced in fiscal year 2004, was completed and inaugurated, as were extensive landscaping improvements. During fiscal year 2004, phase one of the Campus Center and a multi-purpose building including classrooms and administrative offices were completed and inaugurated, and two additional rehabilitation projects, Cullimore Hall and Eberhardt Hall, with anticipated completion dates in fiscal year 2006, commenced.

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Total long term debt at June 30, 2005 and 2004 totaled \$173,884 and \$175,762, respectively. During fiscal year 2004, the University refunded two series of previously issued revenue bonds, pursuant to an agreement with NJEFA, which issued the 2004 Series B Bonds in the amount of \$75,530. The 2004 Series B Bonds consist of serial bonds bearing interest rates between 2.0% and 5.25% and maturing on various dates through fiscal year 2026. Debt issued in prior fiscal years was principally utilized for the construction of new facilities or the acquisition of equipment.

During fiscal year 2004, the University was allocated \$60,938 of the proceeds of bonds issued by the New Jersey Educational Facilities Authority ("NJEFA") to provide funds for HECIF, which provides funds for certain construction and facilities improvements at the State's public institutions of higher education. The University is responsible for one-third of the debt service payments and related program expenses. The HECIF debt matures in fiscal year 2025. The remaining two-thirds was recorded as a capital grant, of which \$22,440 was recorded as a receivable in other assets at June 30, 2004.

Net assets invested in capital assets, net of related debt, represents the University's interests in land and land improvements, buildings and building improvements, equipment and other assets, and construction in progress, less the debt incurred to finance their acquisition. Net assets invested in capital assets, net of related debt, increased \$11,125 during fiscal year 2005 principally due to the increase in capital assets resulting from the facilities construction program and capital asset additions offset by depreciation expense. Net assets invested in capital assets, net of related debt, decreased \$2,804 during fiscal year 2004 as the increase in capital assets resulting from the facilities construction program and capital asset additions was more than offset by depreciation expense and an increase in construction-related debt.

Restricted net assets represents the original value of additions to the University's endowment and the remainder of life income and annuity funds; gifts that are restricted to use for specific purposes by the donor; appropriations; endowment income; and other restricted sources. As discussed above, endowment funds represent gifts from donors that are to be invested in perpetuity. Life income and annuity funds are given to the University to be invested with the stipulation that an agreed-upon sum be paid to the donor for a stipulated period of time or for the beneficiary's lifetime, after which period the remaining funds become part of the University's endowment or are used for the purpose designated by the donor. Restricted net assets decreased \$9,218 during fiscal year 2005, principally due to a decrease in restricted expendable net assets for capital projects as a result of expenditures related to the HECIF grant, largely offset by increases in restricted expendable and nonexpendable net assets for scholarships and fellowships as a result of additions to permanent endowments and investment income and in restricted expendable net assets for instructional and other. Restricted net assets increased \$19,809 during fiscal year 2004, principally due to an increase in restricted expendable net assets for capital projects as a result of the HECIF grant, and an increase in restricted expendable and nonexpendable net assets for scholarships and fellowships as a result of additions to permanent endowments and investment income.

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Unrestricted net assets are all other net assets that are available for general operations. Even though unrestricted net assets are not subject to external restrictions, management has designated the following unrestricted net assets in order to set them aside to be used for the stated specified purposes:

|                                | <b>June 30,<br/>2005</b> | <b>June 30,<br/>2004</b> | <b>June 30,<br/>2003</b> |
|--------------------------------|--------------------------|--------------------------|--------------------------|
| Scholarships and fellowships   | \$ 4,226                 | \$ 4,007                 | \$ 3,244                 |
| Instructional and other        | 5,838                    | 7,145                    | 3,567                    |
| Debt service                   | 3,806                    | 2,784                    | 2,573                    |
| Deferred financing costs       | 7,014                    | 7,418                    | 1,779                    |
| Outstanding purchase orders    | 3,200                    | 2,555                    | 2,906                    |
| Construction of new facilities | 9,367                    | 15,113                   | —                        |
|                                | \$ 33,451                | \$ 39,022                | \$ 14,069                |

### STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS

The statement of revenues, expenses, and changes in net assets presents both the operating results and the nonoperating revenues and expenses of the University.

The components of revenues for the fiscal years ended June 30, 2005 and 2004 are as follows. The components of revenues for the fiscal year ended June 30, 2003 are also presented for comparative purposes:

|   | <b>2005</b> | <b>2004</b> | <b>2003</b> |
|---|-------------|-------------|-------------|
| <b>Operating revenues:</b>  |             |             |             |
| Student tuition and fees, net   | \$ 55,716   | \$ 55,613   | \$ 51,422   |
| Federal, State, and other grants and contracts                              | 57,409      | 53,696      | 57,184      |
| Auxiliary enterprises, net  | 8,676       | 8,351       | 7,796       |
| Other operating revenues  | 2,915       | 2,092       | 2,442       |
| Total operating revenues  | 124,716     | 119,752     | 118,844     |
| <b>Nonoperating revenues:</b>   |             |             |             |
| State appropriations  | 69,435      | 67,044      | 67,386      |
| Gift and bequests, including capital, and additions to permanent endowments | 5,114       | 47,529      | 8,912       |
| Investment income   | 5,334       | 6,733       | 4,161       |
| Other nonoperating revenues   | 2,163       | 945         | 410         |
| Total nonoperating revenues   | 82,046      | 122,251     | 80,869      |
| Total revenues  | \$ 206,762  | \$ 242,003  | \$ 199,713  |

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The components of expenses for the fiscal years ended June 30, 2005 and 2004 are as follows. The components of expenses for the fiscal year ended June 30, 2003 are also presented for comparative purposes:

|   | <b>2005</b> | <b>2004</b> | <b>2003</b> |
|---|-------------|-------------|-------------|
| Operating expenses:                       |             |             |             |
| Instruction                               | \$ 62,274   | \$ 58,477   | \$ 56,625   |
| Research and programs                     | 39,039      | 40,515      | 44,749      |
| Public service and enterprise development | 3,800       | 3,401       | 3,236       |
| Academic support                          | 18,546      | 17,622      | 17,845      |
| Student services                          | 10,524      | 9,386       | 9,035       |
| Institutional support                     | 24,643      | 22,221      | 20,669      |
| Operation and maintenance of plant        | 14,762      | 12,884      | 12,970      |
| Scholarships and fellowships              | 5,270       | 5,392       | 5,244       |
| Depreciation                              | 15,937      | 14,714      | 13,561      |
| Auxiliary enterprises                     | 5,195       | 5,001       | 4,242       |
| Total operating expenses                  | 199,990     | 189,613     | 188,176     |
| Nonoperating expenses:                    |             |             |             |
| Disposal of assets expense                | 2,082       | 220         | 255         |
| Interest expense                          | 7,785       | 7,668       | 6,133       |
| Total nonoperating expenses               | 9,867       | 7,888       | 6,388       |
| Total expenses                            | \$ 209,857  | \$ 197,501  | \$ 194,564  |

Student tuition and fees, auxiliary enterprises, and State appropriations are the primary sources of funding for the University's academic programs.

Student tuition and fees, net of scholarship allowances of \$19,460, totaled \$55,716 for fiscal year 2005, an increase of 0.2% over the fiscal year 2004 student tuition and fees, net of allowances of \$17,265, of \$55,613. The fiscal year 2005 increase is principally attributable to a 8.0% increase in tuition and fees, offset by a decrease in student enrollment, principally due to a greater level of state and national competition for computing sciences students, accelerated graduation rates, and an increase in scholarship allowances. Student tuition and fees, net of scholarship allowances of \$17,265, totaled \$55,613 for fiscal year 2004, an increase of 8.2% over the fiscal year 2003 student tuition and fees, net of allowances of \$16,873, of \$51,422. The fiscal year 2004 increase is principally attributable to a 7.5% increase in tuition and fees.

Auxiliary enterprises revenues, net of scholarship allowances of \$2,175 and \$1,901, increased 3.9% and 7.1% to \$8,676 and \$8,351 in fiscal years 2005 and 2004, respectively, principally due to increased residence hall charges.



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### Management's Discussion and Analysis

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In accordance with GASB requirements, State appropriations are reported as nonoperating revenues despite the fact that their purpose is to fund operating activities. The components of State appropriations are as follows:

|  | <b>Fiscal Year Ended June 30,</b> |                  |                  |
|--|-----------------------------------|------------------|------------------|
|  | <b>2005</b>                       | <b>2004</b>      | <b>2003</b>      |
| Direct appropriations for general operating purposes                   | \$ 50,312                         | \$ 48,790        | \$ 50,221        |
| FICA and fringe benefits paid by the State<br>for University employees | 19,123                            | 18,254           | 17,165           |
|  | <u>\$ 69,435</u>                  | <u>\$ 67,044</u> | <u>\$ 67,386</u> |

Federal, State, and other grants and contracts revenues primarily fund the University's research and development activities, and are composed of the following:

|                              | <b>Fiscal Year Ended June 30,</b> |                  |                  |
|------------------------------|-----------------------------------|------------------|------------------|
|                              | <b>2005</b>                       | <b>2004</b>      | <b>2003</b>      |
| Federal grants and contracts | \$ 38,477                         | \$ 33,744        | \$ 33,946        |
| State grants and contracts   | 15,954                            | 16,892           | 20,247           |
| Other grants and contracts   | 2,978                             | 3,060            | 2,991            |
|                              | <u>\$ 57,409</u>                  | <u>\$ 53,696</u> | <u>\$ 57,184</u> |

Federal grants and contracts revenues increased 14.0% in fiscal year 2005, reflecting their increasing importance to the University. State grants and contracts revenues decreased 5.6% and 16.6% in fiscal years 2005 and 2004, respectively, as a result of the State's continuing difficult economic situation. Other grants and contracts revenues remained relatively constant.

Private support from corporations, foundations, alumni and other donors is an important factor in the University's growth and development. Gifts and bequests during fiscal years 2005 and 2004 totaled \$3,675 and \$3,842, respectively, and capital grants and gifts generated another \$314 and \$41,813, respectively, for the purchase of capital assets. The HECIF grant was included in capital grants and gifts in fiscal year 2004. Additions to permanent endowments were \$1,125 and \$1,874, in fiscal years 2005 and 2004, respectively.

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Investment income includes interest and dividends income, realized net gain on the sale of investments, and net increase (decrease) in the fair value of investments. Net fiscal year 2005 investment income decreased by \$1,399 over fiscal year 2004 principally due to a decrease in the fair value of investments, primarily the result of the instability in market conditions, partially offset by increases in interest and dividends and realized gains on the sale of investments. Fiscal year 2004 investment income increased by \$2,572 over fiscal year 2003, principally due to an improvement in market conditions, resulting in an increase in the fair value of investments as well as realized gains on the sale of investments. Fiscal year 2005 interest and dividends income increased due to a higher interest rate environment than in fiscal year 2004, in which interest and dividends income declined due to a lower interest rate environment over the preceding fiscal year.

Instruction, academic support, student services, and scholarships and fellowships expenses are directly associated with the University's primary mission as an institution of higher education, and totaled \$96,614, \$90,877, and \$88,749 in fiscal years 2005, 2004 and 2003, respectively. The increases of 6.3% and 2.4% in fiscal years 2005 and 2004, respectively, are primarily the result of increased compensation costs for faculty and staff and higher expenditures for student software and supplies.

Research and programs expense declined 3.6% to \$39,039 in fiscal year 2005 due to a decrease in noncapitalizable research expenditures, and 9.5% to \$40,515 in fiscal year 2004, primarily related to the continuing decline in State grants and contracts.

Operation and maintenance of plant expense increased 14.6% to \$14,762 in fiscal year 2005, after remaining relatively stable at \$12,884 in fiscal year 2004, primarily due to increases in compensation costs and increased expenses associated with the new facilities placed into service in fiscal years 2003 through 2005.

Auxiliary enterprises expense increased 3.9% to \$5,195 in fiscal year 2005, principally due to increased operations and maintenance costs for residence halls, and 17.9% to \$5,001 in fiscal year 2004, principally due to the new Campus Center.

During fiscal years 2005 and 2004, the University incurred debt-related interest costs of \$7,952 and \$8,265, respectively, of which \$167 and \$545, respectively, was capitalized in conjunction with the facilities construction program and will be amortized over the estimated useful lives of the associated capital assets. The remaining interest costs in fiscal year 2004 of \$7,720 was offset by \$52 of capitalized interest income.

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### SUMMARY AND OUTLOOK

The University finds itself in a sound financial position at June 30, 2005. While student enrollment in certain programs has decreased, the University has developed and implemented strategic plans to increase enrollment for the fiscal 2006 academic year. Notwithstanding the decline in fiscal year 2005 State grants and contracts, the University realized an increase in Federal awards during the fiscal year, and plans to continue to pursue such awards in order to increase its share of them. The University is pursuing a strategy to capitalize on the results of its research and development activities by licensing agreements and other commercial affiliations. The University's fundraising activities are successful, and have generated a significant endowment.

The University's debt is rated A2 by Moody's Investors Service and A+ by Standard & Poor's. Moody's rating is based on the University's "modest enrollment growth despite some fluctuation in demand; consistently balanced operating results, including solid growth of research revenues; and high leverage, with moderate financial resources that should continue modest growth from fundraising and investment returns." Standard & Poor's rating reflects the University's "third-place position in the State funding hierarchy, coupled with the involvement of the school in the State's economic development as well as community outreach; niche as an engineering school and a research university; conservative fiscal management, demonstrated by a history of stable and balanced operating performance; and continued success in institutional development and fundraising efforts."

The University's relations with its employees are good. New contracts have been negotiated with all labor unions except one. Negotiations with the remaining labor union are being conducted with the assistance of State mediators, and are anticipated to come to a mutually favorable conclusion. All contracts, including the one yet to be finalized, will cover the period through fiscal year 2007.

As part of its long range plan, the University expects that its activities will continue to increase the total operating budget. Management has been and will continue to be an active participant in the State's planning process, in order to ensure that its voice is heard and the University's needs are properly presented and considered in the State's financial deliberations. As a result of the State's economic conditions over the past several fiscal years, management has taken steps to increase the funding available from other sources. Such steps include higher tuition and fees in order to generate greater student tuition and fees revenues, a more aggressive research and development program, and a more intensive fundraising initiative. The University believes that its efforts in these resource-generating activities will continue to be successful because of favorable circumstances that exist or can be made to exist. In the former category is the University's strategic plan to increase student enrollment, which includes a greater emphasis on expanded outreach programs, increased scholarships for desirable students, and the establishment of new programs and extension sites. In the latter category is the University's placement of emphasis on the hiring of new faculty members who have a stronger inclination to become involved in research activities in addition to their teaching responsibilities. Management is also focusing on cost control and cash management initiatives.

All in all, the University's management is of the opinion that the University's financial condition is sound, it is positioned to continue to weather the State's currently poor economic situation, and it will continue to serve the needs of its constituencies for many years to come.



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## **Independent Auditors' Report**

The Board of Trustees  
New Jersey Institute of Technology:

We have audited the accompanying basic financial statements of New Jersey Institute of Technology (the "University"), a component unit of the State of New Jersey, as of and for the years ended June 30, 2005 and 2004, as listed in the table of contents. These financial statements are the responsibility of the University's 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. 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 circumstances, but not for the purpose of expressing an opinion on the effectiveness of the University's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Jersey Institute of Technology as of June 30, 2005 and 2004, and the changes in its financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

The management's discussion and analysis on pages 1 through 9 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.

**KPMG LLP**

September 2, 2005

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Statement of Net Assets

(Dollars in thousands)

at June 30,

|   | <u>2005</u>       | <u>2004</u>       |
|---|-------------------|-------------------|
| <b>Assets</b>   |                   |                   |
| Current assets:   |                   |                   |
| Cash and cash equivalents   | \$ 28,072         | \$ 25,555         |
| Short term investments, at fair value   | 6,481             | 10,474            |
| Grants and accounts receivable, net   | 27,940            | 25,616            |
| Deposits held with trustees, at fair value  | 5,196             | 3,287             |
| Other current assets  | <u>1,589</u>      | <u>1,142</u>      |
| Total current assets  | <u>69,278</u>     | <u>66,074</u>     |
| Noncurrent assets:  |                   |                   |
| Endowment investments, at fair value  | 56,577            | 52,713            |
| Deposits held with trustees, at fair value  | 11,450            | 11,882            |
| Other assets  | 9,555             | 32,134            |
| Capital assets, net of accumulated depreciation<br>of \$179,269 and \$168,705, respectively | <u>255,996</u>    | <u>246,567</u>    |
| Total noncurrent assets   | <u>333,578</u>    | <u>343,296</u>    |
| Total assets  | \$ <u>402,856</u> | \$ <u>409,370</u> |
| <b>Liabilities</b>  |                   |                   |
| Current liabilities:  |                   |                   |
| Accounts payable and accrued liabilities  | \$ 17,964         | \$ 21,392         |
| Long term debt, current portion   | 1,929             | 1,587             |
| Deferred revenue  | 10,878            | 10,373            |
| Due to affiliates   | <u>3,523</u>      | <u>2,276</u>      |
| Total current liabilities   | <u>34,294</u>     | <u>35,628</u>     |
| Noncurrent liabilities:   |                   |                   |
| Long term debt  | 171,955           | 174,175           |
| Other noncurrent liabilities  | 8,085             | 7,965             |
| U.S. government grants refundable   | <u>1,728</u>      | <u>1,713</u>      |
| Total noncurrent liabilities  | <u>181,768</u>    | <u>183,853</u>    |
| Total liabilities   | \$ <u>216,062</u> | \$ <u>219,481</u> |
| <b>Net Assets</b>   |                   |                   |
| Invested in capital assets, net of related debt   | \$ 94,685         | \$ 83,560         |
| Restricted for:   |                   |                   |
| Nonexpendable:  |                   |                   |
| Scholarships and fellowships  | 29,020            | 27,920            |
| Instructional and other   | 4,528             | 4,503             |
| Expendable:   |                   |                   |
| Scholarships and fellowships  | 9,434             | 7,353             |
| Research and programs   | 1,528             | 2,167             |
| Instructional and other   | 5,918             | 3,917             |
| Loans   | 937               | 926               |
| Capital projects  | —                 | 13,797            |
| Unrestricted (see note 10)  | <u>40,744</u>     | <u>45,746</u>     |
| Total net assets  | \$ <u>186,794</u> | \$ <u>189,889</u> |

The accompanying notes are an integral part of the financial statements.

## NEW JERSEY INSTITUTE OF TECHNOLOGY

### Statement of Revenues, Expenses, and Changes in Net Assets

(Dollars in thousands)

For the years ended June 30,

|   | <b>2005</b> | <b>2004</b> |
|---|-------------|-------------|
| Operating revenues:   |             |             |
| Student tuition and fees, net of scholarship allowances<br>of \$19,460 and \$17,265, respectively | \$ 55,716   | \$ 55,613   |
| Federal grants and contracts  | 38,477      | 33,744      |
| State grants and contracts  | 15,954      | 16,892      |
| Other grants and contracts  | 2,978       | 3,060       |
| Auxiliary enterprises, net of scholarship allowances<br>of \$2,175 and \$1,901, respectively      | 8,676       | 8,351       |
| Other operating revenues  | 2,915       | 2,092       |
| Total operating revenues  | 124,716     | 119,752     |
| Operating expenses:   |             |             |
| Instruction   | 62,274      | 58,477      |
| Research and programs   | 39,039      | 40,515      |
| Public service and enterprise development   | 3,800       | 3,401       |
| Academic support  | 18,546      | 17,622      |
| Student services  | 10,524      | 9,386       |
| Institutional support   | 24,643      | 22,221      |
| Operation and maintenance of plant  | 14,762      | 12,884      |
| Scholarships and fellowships  | 5,270       | 5,392       |
| Depreciation  | 15,937      | 14,714      |
| Auxiliary enterprises   | 5,195       | 5,001       |
| Total operating expenses  | 199,990     | 189,613     |
| Operating loss  | (75,274)    | (69,861)    |
| Nonoperating revenues (expenses):   |             |             |
| State appropriations  | 69,435      | 67,044      |
| Gifts and bequests  | 3,675       | 3,842       |
| Disposal of assets expense  | (2,082)     | (220)       |
| Interest expense  | (7,785)     | (7,668)     |
| Investment income   | 5,334       | 6,733       |
| Other nonoperating revenues   | 2,163       | 945         |
| Net nonoperating revenues   | 70,740      | 70,676      |
| (Loss) income before other revenues   | (4,534)     | 815         |
| Other revenues:   |             |             |
| Capital grants and gifts  | 314         | 41,813      |
| Additions to permanent endowments   | 1,125       | 1,874       |
| Total other revenues  | 1,439       | 43,687      |
| (Decrease) increase in net assets   | (3,095)     | 44,502      |
| Net assets, beginning of year   | 189,889     | 145,387     |
| Net assets, end of year   | \$ 186,794  | \$ 189,889  |

The accompanying notes are an integral part of the financial statements.

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Statement of Cash Flows

(Dollars in thousands)

For the years ended June 30,

|   | <u>2005</u>        | <u>2004</u>        |
|---|--------------------|--------------------|
| Operating activities:   |                    |                    |
| Student tuition and fees  | \$ 55,205          | \$ 54,756          |
| Grants and contracts  | 56,205             | 49,527             |
| Payments for salaries and benefits  | (115,375)          | (110,650)          |
| Payments to suppliers   | (44,819)           | (42,390)           |
| Payments for scholarships and fellowships   | (5,270)            | (5,392)            |
| Loans issued to students  | (543)              | (420)              |
| Loans collected from students   | 335                | 321                |
| Auxiliary enterprises   | 3,481              | 3,350              |
| University programs   | 2,916              | 2,388              |
| Affiliates  | 1,247              | 1,514              |
| Other (payments) receipts   | (75)               | 216                |
| Net cash used by operating activities   | <u>(46,693)</u>    | <u>(46,780)</u>    |
| Noncapital financing activities:  |                    |                    |
| State appropriations  | 57,551             | 56,626             |
| Gifts and bequests for other than capital purposes                                | 2,130              | 2,239              |
| Additions to permanent endowments   | 923                | 1,179              |
| Direct lending and NJCLASS loan receipts  | 17,431             | 17,221             |
| Direct lending and NJCLASS loan disbursements                                     | (17,349)           | (17,344)           |
| Other   | 554                | 707                |
| Net cash provided by noncapital financing activities                              | <u>61,240</u>      | <u>60,628</u>      |
| Capital financing activities:   |                    |                    |
| Proceeds from capital debt  | —                  | 99,981             |
| Capital grants and gifts  | 22,705             | 21,819             |
| Purchase of capital assets  | (31,525)           | (31,257)           |
| Prepaid bond issuance costs   | —                  | (1,134)            |
| Retirement of bonds   | —                  | (81,652)           |
| Principal paid on long term debt  | (1,692)            | (3,565)            |
| Interest paid on long term debt   | (6,256)            | (9,576)            |
| Deposits held with trustees   | (1,460)            | 5,069              |
| Net cash used by capital financing activities                                     | <u>(18,228)</u>    | <u>(315)</u>       |
| Investing activities:   |                    |                    |
| Proceeds from sales and maturities of investments                                 | 31,542             | 19,022             |
| Interest and dividends on investments   | 2,423              | 1,712              |
| Purchase of investments   | (27,767)           | (25,661)           |
| Net cash provided (used) by investing activities                                  | <u>6,198</u>       | <u>(4,927)</u>     |
| Net increase in cash and cash equivalents   | 2,517              | 8,606              |
| Cash and cash equivalents, beginning of year                                      | 25,555             | 16,949             |
| Cash and cash equivalents, end of year  | <u>\$ 28,072</u>   | <u>\$ 25,555</u>   |
| Reconciliation of operating loss to net cash used by operating activities:        |                    |                    |
| Operating loss  | \$ (75,274)        | \$ (69,861)        |
| Adjustments to reconcile operating loss to net cash used by operating activities: |                    |                    |
| Depreciation  | 15,937             | 14,714             |
| Noncash operating expenses  | 12,819             | 12,012             |
| Changes in assets and liabilities:  |                    |                    |
| Grants and accounts receivable  | (2,234)            | 681                |
| Other assets, current and noncurrent  | 21                 | (398)              |
| Accounts payable and accrued liabilities  | 350                | (176)              |
| Deferred revenue  | 441                | (5,266)            |
| Due to affiliates   | 1,247              | 1,514              |
| Net cash used by operating activities   | <u>\$ (46,693)</u> | <u>\$ (46,780)</u> |
| Noncash transactions:   |                    |                    |
| State appropriations for fringe benefits  | \$ 11,607          | \$ 10,853          |
| Gifts and bequests  | 1,564              | 1,229              |
| Interest expense  | 1,034              | —                  |
| Additions to permanent endowments   | 37                 | 994                |
| Interest and dividends on investments   | 36                 | —                  |
| Investments   | (199)              | (1,064)            |

The accompanying notes are an integral part of the financial statements.

# NEW JERSEY INSTITUTE OF TECHNOLOGY

## Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

### 1. Organization and Summary of Significant Accounting Policies

New Jersey Institute of Technology (“NJIT”), a public research university, includes six collegiate units: Newark College of Engineering, The College of Computing Sciences, New Jersey School of Architecture, The College of Science and Liberal Arts, The School of Management, and The Albert Dorman Honors College; a graduate division; a continuing education program; and a number of research centers. Fields of study include engineering, computer science, architecture, applied sciences, management, statistics, and actuarial science. NJIT offers programs and courses leading to bachelors, masters and doctoral degrees, and also conducts an extensive research program.

The New Jersey Institute of Technology Act of 1996 established NJIT as a body corporate and politic and determined that the exercise of NJIT’s powers was a public and essential government function. NJIT has its origins in the 1881 New Jersey statutes.

The Foundation at New Jersey Institute of Technology (the “Foundation”) is a component unit of NJIT. The Foundation has as its goal the support of excellence in instruction, research, and enterprise development programs at NJIT. The Foundation initiates and administers scientific and technical investigations, primarily utilizing the personnel and facilities of NJIT. Because of the significance of its operational and financial relationships with NJIT, the Foundation’s financial statements are combined and reported on a blended basis with those of NJIT. Copies of the Foundation’s financial statements can be obtained by writing to The Foundation at New Jersey Institute of Technology, University Heights, Newark, New Jersey 07102, Attention: University Advancement Office.

Pursuant to the provisions of Governmental Accounting Standards Board (“GASB”) Statement No. 14, *The Financial Reporting Entity*, as amended by GASB Statement No. 39, *Determining Whether Certain Organizations are Component Units*, NJIT, which is financially dependent on the State of New Jersey (the “State”), is considered to be a component unit of the State for financial reporting purposes. Accordingly, the financial statements of NJIT and the Foundation (collectively, the “University”) are included in the State’s Comprehensive Annual Financial Report.

#### (a) Basis of Presentation

The University’s financial statements have been prepared on the accrual basis of accounting using the economic resources measurement focus, in accordance with *Governmental Accounting Standards*. All significant transactions between NJIT and the Foundation have been eliminated.

In addition to complying with all applicable GASB pronouncements, the University’s financial statements comply with the guidance provided by the Financial Accounting Standards Board (“FASB”), the Accounting Principles Board and the Committee on Accounting Procedure issued on or before November 30, 1989. GASB pronouncements take precedence when there is a conflict or contradiction between pronouncements. The University has elected not to apply FASB pronouncements issued after November 30, 1989.



## NEW JERSEY INSTITUTE OF TECHNOLOGY

### Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

**(b) Use of Estimates**

The financial statements include estimates and assumptions that affect the reported amounts of assets and liabilities at the statement of net assets dates, as well as the reported amounts of revenues and expenses for the fiscal years then ended. Actual results could differ from those estimates.

**(c) Cash and Cash Equivalents**

The University considers money market funds and investments with original maturities of three months or less to be cash equivalents, except for those included in endowment investments and those deposits held with trustees that are not expected to be expended within the succeeding fiscal year.

**(d) Investments and Deposits Held with Trustees**

Investments in equity securities, debt instruments, and mutual funds are carried at fair value, based on quoted market prices.

**(e) Deferred Financing Costs**

Deferred financing costs are included in other current assets and other assets, and are amortized over the life of the related long term debt.

**(f) Capital Assets**

Capital assets are carried at cost, or fair value at date of donation in the case of gifts. Expenditures for replacements are capitalized, and the replaced items are retired. Expenses resulting from disposal of property are included in nonoperating revenues (expenses). Depreciation is calculated on the straight-line basis over the following estimated useful lives:

|                                     |                |
|-------------------------------------|----------------|
| Land improvements                   | 20 years       |
| Buildings and building improvements | 20 to 40 years |
| Equipment and other assets          | 3 to 10 years  |

**(g) Due to Affiliates**

Due to affiliates consists of amounts the University is holding as agent for the following affiliated entities:

|  | <b>June 30,<br/>2005</b> | <b>June 30,<br/>2004</b> |
|--|--------------------------|--------------------------|
| NJEDge.Net                                       | \$ 1,855                 | \$ 718                   |
| Student organizations                            | 871                      | 817                      |
| New Jersey Manufacturing Extension Program, Inc. | 793                      | 737                      |
| Council for Higher Education in Newark           | (3)                      | (3)                      |
| Other organizations                              | 7                        | 7                        |
|  | \$ 3,523                 | \$ 2,276                 |

# NEW JERSEY INSTITUTE OF TECHNOLOGY

## Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

### (h) *Classification of Net Assets*

The University classifies its resources into three net asset categories:

- Invested in capital assets, net of related debt, contain the land, buildings, equipment, furnishings, and other facilities of the University and the indebtedness incurred to finance their acquisition and construction. Title to capital assets acquired through research grants and contracts remains with the University at the conclusion of the grant or contract period with the permission of the grantor.
- Restricted nonexpendable net assets are comprised of endowment, life income and annuity funds. Endowments are subject to restrictions of gift instruments requiring that the principal be invested in perpetuity and that only the income and appreciation be utilized.

Life income and annuity funds consist of annuity and unitrust funds which are given to the University to be invested with the stipulation that the University pay an agreed-upon sum to designated individuals for a period of time or for the beneficiary's lifetime. At the termination of the agreement, the remaining funds either become part of the University's endowment or are used for the purpose designated by the donor.

Restricted expendable net assets include gifts that are restricted to use for specific purposes by the donor, grants and contracts, appropriations, endowment income and appreciation, and other restricted resources. Funds that are restricted are utilized only for the purposes specified by the donor.

- Unrestricted net assets are derived principally from State appropriations, student tuition and fees, gifts and bequests, and investment income, and are spent to meet the objectives of the University.

The University's policy is to first utilize available restricted, and then unrestricted, resources in the conduct of its operations.

### (i) *Classification of Revenue*

Operating revenues are those that result from the provision of services related to the University's principal purposes of instruction and research, and are generally associated with exchange transactions. Nonoperating revenues result from activities that are not directly related to the University's principal purposes, but that exist in order to support them, and generally consist of nonexchange transactions. Other revenues arise from nonexchange transactions which provide funding for acquisitions of capital assets and additions to permanent endowments.

### (j) *Revenue Recognition*

Grants and contracts revenues are recognized when the related expenditures are incurred. The unexpended portion of advance grant payments is recorded as deferred revenue in the statement of net assets.

# NEW JERSEY INSTITUTE OF TECHNOLOGY

## Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

Investment income, which includes interest, dividends, and realized and unrealized gains and losses, is recognized on the accrual basis. Gains and losses on investments are determined using specific identification, except for mutual funds, for which they are based on average cost.

Gifts and bequests are recorded upon their donation to the University. Pledges, other than endowment, are recognized as gift income and recorded at their present value. Additions to permanent endowments are recognized upon their receipt.

**(k) *Facilities and Administrative Costs Recovery***

Facilities and administrative costs are recovered at rates specified under the various grants and contracts or at a predetermined rate negotiated with the U.S. Department of Health and Human Services, the University's cognizant federal agency, and are recorded as grants and contracts revenues.

**(l) *Auxiliary Activities***

Auxiliary activities consist primarily of residence hall and parking operations.

**(m) *Fringe Benefits Paid by the State***

Certain fringe benefits for the University's employees are paid by the State. Such amounts (\$19,123 and \$18,254 in fiscal years 2005 and 2004, respectively) are included in State appropriations. The offsetting expenses are recorded within the appropriate operating expense categories.

**(n) *Tax Status***

NJIT and the Foundation have received determination letters from the Internal Revenue Service stating that they are organizations as described in Sections 501(c)(1) and 501(c)(3), respectively, of the Internal Revenue Code (the "Code") and, therefore, are exempt from Federal income taxes under Section 501(a) of the Code.

**(o) *Accounting Changes***

In fiscal year 2005, the University adopted GASB Statement No. 40, *Deposit and Investment Risk Disclosures*, which updates custodial credit risk disclosure requirements and establishes more comprehensive disclosure requirements addressing other common risks associated with deposits and investments.

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

**2. Cash and Cash Equivalents, Investments, and Deposits Held with Trustees**

The University invests its endowment funds in accordance with applicable limitations set forth in gift instruments or guidelines established by NJIT's Board of Trustees or the Foundation's Board of Overseers, as appropriate.

The cost and fair value of cash and cash equivalents, investments, and deposits held with trustees are as follows:

|   | <u>June 30, 2005</u>  |                       | <u>June 30, 2004</u> |                       |
|---|-----------------------|-----------------------|----------------------|-----------------------|
|   | <u>Cost</u>           | <u>Fair Value</u>     | <u>Cost</u>          | <u>Fair Value</u>     |
| Cash and cash equivalents:  |                       |                       |                      |                       |
| Cash  | \$ 905                | \$ 905                | \$ 693               | \$ 693                |
| Money market funds  | 3,184                 | 3,184                 | 6,059                | 6,059                 |
| Repurchase agreements   | 23,983                | 23,983                | 18,803               | 18,803                |
|   | <u>28,072</u>         | <u>28,072</u>         | <u>25,555</u>        | <u>25,555</u>         |
| Investments:  |                       |                       |                      |                       |
| Money market funds  | 2,988                 | 2,988                 | 2,762                | 2,762                 |
| Certificates of deposit   | 596                   | 594                   | 548                  | 548                   |
| U.S. Treasury and agency obligations  | 9,440                 | 9,548                 | 8,712                | 8,735                 |
| Corporate equity securities   | 22,127                | 26,888                | 21,177               | 26,671                |
| Corporate debt securities   | 1,087                 | 1,133                 | 5,906                | 5,878                 |
| Mutual equity funds   | 2,862                 | 4,082                 | 3,144                | 3,852                 |
| Mutual bond funds   | 14,371                | 14,265                | 15,637               | 15,241                |
| Hedge funds   | 4,000                 | 4,060                 | —                    | —                     |
|   | <u>57,471</u>         | <u>63,558</u>         | <u>57,886</u>        | <u>63,687</u>         |
| Deposits held with trustees:  |                       |                       |                      |                       |
| Money market funds  | 9,269                 | 9,269                 | 11,841               | 11,841                |
| U.S. Treasury and agency obligations  | 7,401                 | 7,377                 | 3,369                | 3,328                 |
|   | <u>16,670</u>         | <u>16,646</u>         | <u>15,210</u>        | <u>15,169</u>         |
| <br>Total cash and cash equivalents,<br>investments, and deposits<br>held with trustees | <br>\$ <u>102,213</u> | <br>\$ <u>108,276</u> | <br>\$ <u>98,651</u> | <br>\$ <u>104,411</u> |

Cash and cash equivalents and endowment investments totaling \$3,157 and \$3,203 at cost (\$3,646 and \$3,205 at fair value) at June 30, 2005 and 2004, respectively, are held and administered by external trustees, while the remainder are held and administered by NJIT.

## NEW JERSEY INSTITUTE OF TECHNOLOGY

### Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

Deposits held with trustees represent restricted funds held by Wachovia Bank N.A. (the "Trustee") under terms of the 2001 Series G and H and 2004 Series B agreements with the New Jersey Educational Facilities Authority ("NJEFA") (see note 6). The funds consist principally of cash and cash equivalents and U.S. government securities. Of the total deposits held at June 30, 2005, \$11,385 is required to be maintained in accordance with the mortgage bond indenture agreements.

Cash and cash equivalents, which have a bank balance of \$30,738 and \$31,580 at June 30, 2005 and 2004, respectively, are insured up to Federal Deposit Insurance Corporation ("FDIC") coverage limits, but amounts in excess are uncollateralized. Investments and deposits held with trustees are either insured, registered, or held by the University or its agent in the University's name, except for money market and mutual funds, which are not subject to custodial credit risk because their existence is not evidenced by securities that exist in physical or book entry form.

The University, NJEFA, the Trustee, and Credit Suisse First Boston International ("CSFBI") have entered into an agreement for the investment of the University's debt service reserve for the 2004 Series B Bonds. Under this agreement, the University is committed to purchase U.S. Treasury securities at maturity value from CSFBI up to the amount required to be held in the debt service reserve fund on an annual basis. The annual funding requirement approximates \$4,100 per year through fiscal year 2024. For these commitments, CSFBI has guaranteed the University an annual payment of \$257. For each of the years ended June 30, 2005 and 2004, this equates to an effective 6.3% rate of return, the arbitrage rebate limit.

In order to limit the risks associated with changes in interest rates, the University's endowment investment policy calls for a weighted average portfolio duration of not more than seven and one-half years for fixed income securities. At June 30, 2005, fixed income investments included in cash and cash equivalents, investments, and deposits held with trustees have the following maturities:

| <u>Investment Type</u>                                     | <u>Fair Value</u> | <u>Investment Maturities (In Years)</u> |                 |                  |                         |
|--|-------------------|---|-----------------|------------------|-------------------------|
|  |                   | <u>Less<br/>Than 1</u>                  | <u>1 to 5</u>   | <u>6 to 10</u>   | <u>More<br/>Than 10</u> |
| Money market funds   | \$ 15,441         | \$ 15,441                               | \$ —            | \$ —             | \$ —                    |
| Repurchase agreements                                      | 23,983            | 23,983                                  | —               | —                | —                       |
| Certificates of deposit                                    | 594               | 529                                     | 65              | —                | —                       |
| U.S. Treasury and agency obligations                       | 16,925            | 13,861                                  | 1,020           | 1,955            | 89                      |
| Corporate debt securities                                  | 1,133             | 283                                     | 299             | 338              | 213                     |
| Mutual bond funds (weighted average maturity of 6.5 years) | 14,265            | —                                       | —               | 14,265           | —                       |
| Total fixed income investments                             | <u>\$ 72,341</u>  | <u>\$ 54,097</u>                        | <u>\$ 1,384</u> | <u>\$ 16,558</u> | <u>\$ 302</u>           |

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

The University invests only in investment grade bonds rated at least BBB (or equivalent) at the time of purchase and in repurchase agreements rated at least A1 (or equivalent) at the time of purchase. There is no limitation placed on the ownership of U.S. Treasury or government agency bonds, but no more than 50% of the University's fixed income investments may be invested in mortgage-backed securities at any one time. The endowment investment policy establishes as an objective that the aggregate fixed income portfolio have an average rating of A or better.

In order to achieve a prudent level of portfolio diversification, the University limits its investments to 5% of the securities of any one company and 15% of the securities of any one industry.

A portion of the University's endowment is invested in an endowment investment pool, which is included in the cash and cash equivalents and investments presented above. The cost and fair value of the pooled funds are as follows:

|  | <u>June 30, 2005</u> |                   | <u>June 30, 2004</u> |                   |
|--|----------------------|-------------------|----------------------|-------------------|
|  | <u>Cost</u>          | <u>Fair Value</u> | <u>Cost</u>          | <u>Fair Value</u> |
| Money market funds (including cash and cash equivalents) | \$ 2,586             | \$ 2,586          | \$ 1,973             | \$ 1,973          |
| Corporate equity securities                              | 19,825               | 24,207            | 18,940               | 24,493            |
| Mutual equity funds                                      | 2,426                | 3,534             | 2,553                | 3,296             |
| Mutual bond funds  | 13,866               | 13,800            | 15,224               | 14,837            |
| Hedge funds  | <u>4,000</u>         | <u>4,060</u>      | <u>—</u>             | <u>—</u>          |
| Total endowment investment pool                          | <u>\$ 42,703</u>     | <u>\$ 48,187</u>  | <u>\$ 38,690</u>     | <u>\$ 44,599</u>  |

Pool units are assigned to new gifts based upon the value of the pool at the end of the quarter in which the gifts are received. There were 261,809 and 258,244 pool units at June 30, 2005 and 2004, with a fair unit value of \$184.05 and \$172.70, respectively. For the years ended June 30, 2005 and 2004, the average return per unit was 8.14% and 15.80%, respectively.

The spending policy for endowment funds requires an annual calculation based on a three year rolling average of the market value per unit. The spending rate for the years ended June 30, 2005 and 2004 was 4.30% and 3.90%, respectively.

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

Notes to Financial Statements

(Dollars in thousands)

June 30, 2005 and 2004

**3. Capital Assets**

The activity in capital assets and accumulated depreciation for the years ended June 30, 2005 and 2004 was as follows:

|                                     | <u>June 30,</u><br><u>2004</u> | <u>Additions</u> | <u>Retirements</u> | <u>Placed into</u><br><u>service</u> | <u>June 30,</u><br><u>2005</u> |
|-------------------------------------|--------------------------------|------------------|--------------------|--------------------------------------|--------------------------------|
| Depreciable assets:                 |                                |                  |                    |                                      |                                |
| Land improvements                   | \$ 1,904                       | \$ —             | \$ —               | \$ 3,287                             | \$ 5,191                       |
| Buildings and building improvements | 317,214                        | —                | (6,513)            | 22,669                               | 333,370                        |
| Equipment and other assets          | <u>67,150</u>                  | <u>3,339</u>     | <u>(942)</u>       | <u>2,036</u>                         | <u>71,583</u>                  |
|                                     | <u>386,268</u>                 | <u>3,339</u>     | <u>(7,455)</u>     | <u>27,992</u>                        | <u>410,144</u>                 |
| Accumulated depreciation:           |                                |                  |                    |                                      |                                |
| Land improvements                   | 349                            | 177              | —                  | —                                    | 526                            |
| Buildings and improvements          | 117,798                        | 11,320           | (4,431)            | —                                    | 124,687                        |
| Equipment and other assets          | <u>50,558</u>                  | <u>4,440</u>     | <u>(942)</u>       | <u>—</u>                             | <u>54,056</u>                  |
|                                     | <u>168,705</u>                 | <u>15,937</u>    | <u>(5,373)</u>     | <u>—</u>                             | <u>179,269</u>                 |
|                                     | 217,563                        | (12,598)         | (2,082)            | 27,992                               | 230,875                        |
| Non-depreciable assets:             |                                |                  |                    |                                      |                                |
| Land                                | 8,699                          | —                | —                  | —                                    | 8,699                          |
| Construction in progress            | <u>20,305</u>                  | <u>24,109</u>    | <u>—</u>           | <u>(27,992)</u>                      | <u>16,422</u>                  |
|                                     | <u>\$ 246,567</u>              | <u>\$ 11,511</u> | <u>\$ (2,082)</u>  | <u>\$ —</u>                          | <u>\$ 255,996</u>              |
|                                     | <u>June 30,</u><br><u>2003</u> | <u>Additions</u> | <u>Retirements</u> | <u>Placed into</u><br><u>service</u> | <u>June 30,</u><br><u>2004</u> |
| Depreciable assets:                 |                                |                  |                    |                                      |                                |
| Land improvements                   | \$ 1,904                       | \$ —             | \$ —               | \$ —                                 | \$ 1,904                       |
| Buildings and building improvements | 256,020                        | 107              | —                  | 61,087                               | 317,214                        |
| Equipment and other assets          | <u>66,080</u>                  | <u>2,276</u>     | <u>(6,331)</u>     | <u>5,125</u>                         | <u>67,150</u>                  |
|                                     | <u>324,004</u>                 | <u>2,383</u>     | <u>(6,331)</u>     | <u>66,212</u>                        | <u>386,268</u>                 |
| Accumulated depreciation:           |                                |                  |                    |                                      |                                |
| Land improvements                   | 254                            | 95               | —                  | —                                    | 349                            |
| Buildings and improvements          | 107,621                        | 10,177           | —                  | —                                    | 117,798                        |
| Equipment and other assets          | <u>52,227</u>                  | <u>4,442</u>     | <u>(6,111)</u>     | <u>—</u>                             | <u>50,558</u>                  |
|                                     | <u>160,102</u>                 | <u>14,714</u>    | <u>(6,111)</u>     | <u>—</u>                             | <u>168,705</u>                 |
|                                     | 163,902                        | (12,331)         | (220)              | 66,212                               | 217,563                        |
| Non-depreciable assets:             |                                |                  |                    |                                      |                                |
| Land                                | 8,699                          | —                | —                  | —                                    | 8,699                          |
| Construction in progress            | <u>55,960</u>                  | <u>30,557</u>    | <u>—</u>           | <u>(66,212)</u>                      | <u>20,305</u>                  |
|                                     | <u>\$ 228,561</u>              | <u>\$ 18,226</u> | <u>\$ (220)</u>    | <u>\$ —</u>                          | <u>\$ 246,567</u>              |

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

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June 30, 2005 and 2004

**4. Supplementary Statement of Net Assets Detail**

|  | <b>June 30,<br/>2005</b> | <b>June 30,<br/>2004</b> |
|--|--------------------------|--------------------------|
|  | <u>          </u>        | <u>          </u>        |
| Grants and Accounts Receivable:                                  |                          |                          |
| Federal and State grants and accounts receivable                 | \$ 18,674                | \$ 16,728                |
| Student accounts receivable                                      | 7,059                    | 6,444                    |
| Program services accounts receivable                             | 2,310                    | 1,964                    |
| Other grants and accounts receivable                             | 462                      | 1,212                    |
| Pledges receivable, current portion                              | 724                      | 644                      |
| Student loans receivable, current portion                        | 325                      | 320                      |
| Accrued interest receivable                                      | 229                      | 124                      |
|  | <u>29,783</u>            | <u>27,436</u>            |
| Less: allowance for doubtful accounts                            | <u>1,843</u>             | <u>1,820</u>             |
|  | <u>\$ 27,940</u>         | <u>\$ 25,616</u>         |
| Other Assets, Noncurrent:  |                          |                          |
| Higher Education Capital Improvement Fund<br>proceeds receivable | \$ —                     | \$ 22,440                |
| Deferred financing costs   | 6,589                    | 7,316                    |
| Student loans receivable   | 1,817                    | 1,614                    |
| Other investments  | 500                      | 500                      |
| Pledges receivable   | 567                      | 241                      |
| Other  | 82                       | 23                       |
|  | <u>\$ 9,555</u>          | <u>\$ 32,134</u>         |
| Accounts Payable and Accrued Liabilities:                        |                          |                          |
| Salaries and fringe benefits                                     | \$ 6,740                 | \$ 5,446                 |
| Accrued interest expense   | 3,547                    | 2,699                    |
| Accounts payable - construction                                  | 2,729                    | 7,200                    |
| Accounts payable - other   | 3,929                    | 4,676                    |
| Other noncurrent liabilities, current portion                    | 1,019                    | 1,371                    |
|  | <u>\$ 17,964</u>         | <u>\$ 21,392</u>         |



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**5. Noncurrent Liabilities**

The activity in noncurrent liabilities for the years ended June 30, 2005 and 2004 was as follows:

|                                    | <u>June 30,</u><br><u>2004</u> | <u>Additions</u>  | <u>Reductions</u>  | <u>June 30,</u><br><u>2005</u> | <u>Current</u><br><u>portion</u> |
|------------------------------------|--------------------------------|-------------------|--------------------|--------------------------------|----------------------------------|
| Long term debt                     | \$ 171,198                     | \$ —              | \$ (1,692)         | \$ 169,506                     | \$ 1,741                         |
| Unamortized premium (discounts)    | <u>4,564</u>                   | <u>—</u>          | <u>(186)</u>       | <u>4,378</u>                   | <u>188</u>                       |
| Total long term debt               | <u>175,762</u>                 | <u>—</u>          | <u>(1,878)</u>     | <u>173,884</u>                 | <u>1,929</u>                     |
| Retirement incentive programs      | 3,075                          | 496               | (767)              | 2,804                          | 397                              |
| Annuity funds liability            | 2,946                          | 762               | (797)              | 2,911                          | 549                              |
| Insurance liability reserve        | 1,492                          | —                 | (28)               | 1,464                          | —                                |
| Compensated absences               | 1,461                          | 175               | (66)               | 1,570                          | 67                               |
| Other                              | <u>362</u>                     | <u>69</u>         | <u>(76)</u>        | <u>355</u>                     | <u>6</u>                         |
| Total other noncurrent liabilities | <u>9,336</u>                   | <u>1,502</u>      | <u>(1,734)</u>     | <u>9,104</u>                   | <u>1,019</u>                     |
| U.S. government grants refundable  | <u>1,713</u>                   | <u>83</u>         | <u>(68)</u>        | <u>1,728</u>                   | <u>—</u>                         |
| Total noncurrent liabilities       | \$ <u>186,811</u>              | \$ <u>1,585</u>   | \$ <u>(3,680)</u>  | \$ <u>184,716</u>              | \$ <u>2,948</u>                  |
|                                    |                                |                   |                    |                                |                                  |
|                                    | <u>June 30,</u><br><u>2003</u> | <u>Additions</u>  | <u>Reductions</u>  | <u>June 30,</u><br><u>2004</u> | <u>Current</u><br><u>portion</u> |
| Long term debt                     | \$ 159,202                     | \$ 93,866         | \$ (81,870)        | \$ 171,198                     | \$ 1,694                         |
| Unamortized premium (discounts)    | <u>(2,969)</u>                 | <u>6,138</u>      | <u>1,395</u>       | <u>4,564</u>                   | <u>(107)</u>                     |
| Total long term debt               | <u>156,233</u>                 | <u>100,004</u>    | <u>(80,475)</u>    | <u>175,762</u>                 | <u>1,587</u>                     |
| Retirement incentive programs      | 4,393                          | 675               | (1,993)            | 3,075                          | 730                              |
| Annuity funds liability            | 2,862                          | 618               | (534)              | 2,946                          | 536                              |
| Insurance liability reserve        | 1,496                          | —                 | (4)                | 1,492                          | —                                |
| Compensated absences               | 1,321                          | 221               | (81)               | 1,461                          | 80                               |
| Other                              | <u>359</u>                     | <u>463</u>        | <u>(460)</u>       | <u>362</u>                     | <u>25</u>                        |
| Total other noncurrent liabilities | <u>10,431</u>                  | <u>1,977</u>      | <u>(3,072)</u>     | <u>9,336</u>                   | <u>1,371</u>                     |
| U.S. government grants refundable  | <u>1,652</u>                   | <u>76</u>         | <u>(15)</u>        | <u>1,713</u>                   | <u>—</u>                         |
| Total noncurrent liabilities       | \$ <u>168,316</u>              | \$ <u>102,057</u> | \$ <u>(83,562)</u> | \$ <u>186,811</u>              | \$ <u>2,958</u>                  |

The current portion of other noncurrent liabilities is included in accounts payable and accrued liabilities.

Included in annuity funds liability is unrealized gain of \$414 and \$106 at June 30, 2005 and 2004, respectively.

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Notes to Financial Statements

(Dollars in thousands)

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**6. Long Term Debt**

Long term debt is composed of:

|   | <u>June 30,</u><br><u>2005</u> | <u>June 30,</u><br><u>2004</u> |
|---|--------------------------------|--------------------------------|
| Revenue Bonds:  |                                |                                |
| 2004 Series B issue:  |                                |                                |
| Serial bonds (interest rates between<br>2.00% to 5.25%, due on various<br>dates through fiscal year 2026) | \$ 73,530                      | \$ 73,530                      |
| 2001 Series G issue:  |                                |                                |
| Serial bonds (interest rates between<br>2.40% to 5.25%, due on various<br>dates through fiscal year 2022) | 22,655                         | 23,290                         |
| Term bonds (interest rate at 5.00%,<br>final maturity in fiscal year 2027)                                | 16,710                         | 16,710                         |
| Term bonds (interest rate at 4.75%,<br>final maturity in fiscal year 2032)                                | 21,215                         | 21,215                         |
| 2001 Series H issue:  |                                |                                |
| Term bonds (interest rate at 6.05%,<br>final maturity in fiscal year 2017)                                | 10,935                         | 11,545                         |
| Capital Lease Obligations:  |                                |                                |
| Higher Education Capital Improvement Fund   | 20,313                         | 20,313                         |
| Equipment Leasing Fund  | 931                            | 1,212                          |
| Other   | 21                             | 46                             |
| Other Long Term Debt:   |                                |                                |
| New Jersey Economic Development<br>Authority note   | <u>3,196</u>                   | <u>3,337</u>                   |
|   | 169,506                        | 171,198                        |
| Unamortized premium (discounts) on obligations  | <u>4,378</u>                   | <u>4,564</u>                   |
|   | 173,884                        | 175,762                        |
| Less: current portion   | <u>1,929</u>                   | <u>1,587</u>                   |
| Long term debt  | <u>\$ 171,955</u>              | <u>\$ 174,175</u>              |

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The 2004 Series B Bonds were issued by NJEFA pursuant to an agreement with the University for the purpose of refunding two prior issues of revenue bonds. The agreement with NJEFA requires the pledging of certain revenues to meet the sinking fund requirements of the issue. The University's mortgage obligation to NJEFA is collateralized by certain land, buildings and building improvements, and equipment. Principal payments will begin in fiscal year 2009.

The 2004 Series B Bonds were issued at a premium of \$6,138, which is being amortized against interest expense over the life of the bonds.

Except for extraordinary optional redemption as described in the debt agreement, the 2004 Series B Bonds maturing on or prior to July 1, 2013 are not subject to redemption prior to maturity. The 2004 Series B Bonds maturing on or after July 1, 2014 are subject to redemption prior to maturity on or after January 1, 2014 at a price of 100%.

The 2001 Series G Bonds and the 2001 Series H Bonds were issued by NJEFA pursuant to an agreement with the University to provide funds to finance a portion of the costs of constructing, upgrading, rehabilitating, and expanding certain educational and small business incubator facilities, respectively. The agreement with NJEFA requires the pledging of certain revenues to meet the sinking fund requirements of the issues. The University's mortgage obligations to NJEFA are collateralized by certain land, buildings and building improvements, and equipment.

Except for extraordinary optional redemption as described in the debt agreement, the 2001 Series G Bonds are not subject to redemption prior to July 1, 2011, and are redeemable thereafter at a price of 100%. The 2001 Series H Bonds are not subject to optional redemption, except for extraordinary optional redemption as described in the debt agreement.

The 5.00% and 4.75% 2001 Series G Term Bonds mature annually from fiscal years 2023 through 2027 and 2028 through 2032, respectively. The 2001 Series H Term Bonds mature annually through fiscal year 2017.

During 2004, NJEFA issued bonds to provide funds for the Higher Education Capital Improvement Fund ("HECIF"), which provides funds for certain construction and facilities improvements at the State's public institutions of higher education. The University was allocated \$60,938 of the proceeds, for which it is responsible for one-third of the debt service payments and related program expenses. The remaining two-thirds was recorded as a capital grant. Principal payments will begin in fiscal year 2007. The HECIF debt matures in fiscal year 2025.

The Equipment Leasing Fund ("ELF") obligation was issued by NJEFA to provide funds to finance certain equipment at the State's public institutions of higher education. The University is responsible for 25% of the debt service payments and related program expenses. The ELF debt matures in fiscal year 2028.

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Notes to Financial Statements

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The New Jersey Economic Development Authority (“NJEDA”) note, which matures in fiscal year 2028, is non-interest bearing and payable monthly. Imputed interest expense totaled \$103 and \$105 in fiscal years 2005 and 2004, respectively.

At June 30, 2005, deposits held with trustees included \$1,300 for principal payments on revenue bonds due on July 1, 2005. Payments due on long term debt, including mandatory sinking fund payments on the revenue bonds, are as follows for the fiscal years ending June 30:

|              | <u>Principal</u>  |    | <u>Interest</u> |    | <u>Total</u>   |
|--------------|-------------------|----|-----------------|----|----------------|
| 2006         | \$ 1,801          | \$ | 7,766           | \$ | 9,567          |
| 2007         | 2,532             |    | 7,971           |    | 10,503         |
| 2008         | 3,601             |    | 7,851           |    | 11,452         |
| 2009         | 5,403             |    | 7,707           |    | 13,110         |
| 2010         | 5,665             |    | 7,708           |    | 13,373         |
| 2011 to 2015 | 32,895            |    | 32,678          |    | 65,573         |
| 2016 to 2020 | 41,792            |    | 23,904          |    | 65,696         |
| 2021 to 2025 | 49,230            |    | 12,554          |    | 61,784         |
| 2026 to 2030 | 20,642            |    | 4,087           |    | 24,729         |
| 2031 to 2032 | 4,645             |    | 221             |    | 4,866          |
|              | <u>\$ 168,206</u> | \$ | <u>112,447</u>  | \$ | <u>280,653</u> |

The University has credit agreements with two banks permitting it to borrow up to \$6,000 in total, at market-based interest rates at the time of utilization. At June 30, 2005, there were no outstanding borrowings against these agreements.

Deferred financing costs, net of accumulated amortization, associated with the University’s long term debt totaled \$7,014 and \$7,418 at June 30, 2005 and 2004, respectively.

Interest charges incurred in fiscal years 2005 and 2004 totaled \$7,952 and \$8,265, respectively, of which \$167 and \$545, respectively, was capitalized as construction in progress.

**7. Compensated Absences**

Eligible employees accrue vacation leave based upon time employed with a maximum accumulation of 15 to 25 days. In addition, eligible employees who retire are paid 50% of their unused sick time up to a maximum of \$15 per employee.

At June 30, 2005 and 2004, accounts payable and accrued liabilities include accrued vacation and related fringe benefits of \$3,896 and \$3,066, respectively, and unused sick time of \$67 and \$80, respectively. At June 30, 2005 and 2004, other noncurrent liabilities include \$1,503 and \$1,381, respectively, of unused sick time. In fiscal years 2005 and 2004, payments for unused sick time totaled \$66 and \$81, respectively.

# NEW JERSEY INSTITUTE OF TECHNOLOGY

## Notes to Financial Statements

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June 30, 2005 and 2004

### 8. Retirement Programs

Eligible full-time employees and certain part-time employees of the University participate in one of four retirement systems – the Public Employees’ Retirement System (“PERS”), the Police and Firemen’s Retirement System (“PFRS”), the Teachers’ Pension and Annuity Fund (“TPAF”), or the Alternate Benefits Program (“ABP”). PERS, PFRS, and TPAF are cost-sharing, multiple-employer plans administered by the State of New Jersey. ABP is administered by a separate board of trustees. The University is considered to be a State employer for pension contribution purposes, and bears none of the normal costs of its employees’ participation, all of which are borne by the State. However, the University is responsible for certain retirement incentive program contributions.

PERS is a defined benefit retirement program which provides coverage, including post-retirement health care, to substantially all full-time employees and certain part-time employees of the State or public agencies who are not members of another State-administered retirement system. Membership is mandatory for such employees. Vesting occurs after 10 years of service for pension benefits and 25 years for post-retirement health care coverage. Members are eligible for retirement at age 60, with a benefit generally determined to be 1/55th of the average of the three highest years of compensation for each year of service credit. The current employee contribution rate is 3% of base salary. The University’s contributions to PERS for the years ended June 30, 2005 and 2004 were \$116 and \$109, respectively.

PFRS is a defined benefit retirement program which provides coverage, including post-retirement health care, to substantially all permanent, full-time police officers and firemen in the State. Membership is mandatory for such employees. Vesting occurs after 10 years of service. The employee contribution rate is 8.5% of base salary. A member may retire at age 55 with a benefit equal to two percent of final compensation for each year of creditable service up to 30 years, plus one percent for each year in excess of 30 years. The University’s contribution to PFRS for the year ended June 30, 2004 was \$42.

TPAF is a defined benefit retirement program which provides coverage, including post-retirement health care, to substantially all full-time public school teachers of the State. The University no longer enrolls new employees in TPAF. Vesting occurs after 10 years of credited service for pension benefits and 25 years for post-retirement health care coverage. The employee contribution rate is 3% of base salary. Members are eligible for retirement at age 60, with a benefit generally determined to be 1/55th of the average of the three highest years of compensation for each year of service credit. The University’s contributions to TPAF for the years ended June 30, 2005 and 2004 were \$44 and \$43, respectively.

ABP is a defined contribution retirement program for eligible full-time employees, providing retirement, disability, and death benefits for professionals and faculty members. Membership is mandatory for such employees. Vesting occurs after one year of service. The employee contribution rate is 5% of base salary, and the employer contribution rate is 8% of base salary. Benefits are determined by the amount of individual accumulations and the retirement income option selected. For the years ended June 30, 2005 and 2004, the University’s contributions to ABP were \$5,189 and \$4,856, and employee contributions were \$3,240 and \$3,026, respectively.

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The State issues publicly available financial reports that include financial statements and required supplementary information for PERS, PFRS, and TPAF. These reports may be obtained by writing to the State of New Jersey, Department of the Treasury, Division of Pension and Benefits, P.O. Box 295, Trenton, New Jersey 08625-0295.

**9. Investment Income**

Investment income is comprised of the following for the fiscal years ended June 30:

|  | <u>2005</u>            | <u>2004</u>            |
|--|------------------------|------------------------|
| Interest and dividends                                   | \$ 2,230               | \$ 1,676               |
| Net (decrease) increase in the fair value of investments | (111)                  | 4,152                  |
| Realized net gain on sale of investments                 | <u>3,215</u>           | <u>957</u>             |
|  | 5,334                  | 6,785                  |
| Less: interest income capitalized                        | <u>—</u>               | <u>52</u>              |
| Investment income  | <u><u>\$ 5,334</u></u> | <u><u>\$ 6,733</u></u> |

Interest income capitalized is netted against interest expense in the statement of revenues, expenses, and changes in net assets.

**10. Designations of Unrestricted Net Assets**

Unrestricted net assets are designated for the following specific purposes by the University:

|                                      | <u>June 30,<br/>2005</u> | <u>June 30,<br/>2004</u> |
|--------------------------------------|--------------------------|--------------------------|
| Scholarships and fellowships         | \$ 4,226                 | \$ 4,007                 |
| Instructional and other              | 5,838                    | 7,145                    |
| Debt service                         | 3,806                    | 2,784                    |
| Deferred financing costs             | 7,014                    | 7,418                    |
| Outstanding purchase orders          | 3,200                    | 2,555                    |
| Construction of new facilities       | <u>9,367</u>             | <u>15,113</u>            |
| Designated unrestricted net assets   | 33,451                   | 39,022                   |
| Undesignated unrestricted net assets | <u>7,293</u>             | <u>6,724</u>             |
| Unrestricted net assets              | <u><u>\$ 40,744</u></u>  | <u><u>\$ 45,746</u></u>  |

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**11. Commitments and Contingencies**

Commitments at June 30, 2005 totaled \$17,025, primarily representing open purchase orders for research and construction expenditures.

In the normal course of business, the University is subject to various lawsuits and claims. Management believes that the ultimate resolution of these matters will not have a significant effect on the University's financial position.