



Bank of North Dakota NDASFAA Update

Topics To Cover in 15 Minutes

- What You Told Us On Open Line Call
- Review of BND Student Loan Portfolio
- What BND's Student Loan Program Means to North Dakota
- Preview of BND Branding / Messaging Strategy
- What's Up With Software System

DEAL Student Loan FAQ



When will the school receive disbursement?

The school will generally receive disbursement nine business-days after school certification has been processed.

Exceptions to this rule include situations in which:

- A later disbursement date was requested during school certification
- A borrower has waived their receipt period by two days in which the school will receive funds sooner
- A borrower cancels the loan between school certification and disbursement

How does a school request a loan change?

A loan change request can be submitted on the Campus Door portal by selecting the "Loan Change Request" link under "Quick Links" within the application on the left-hand side of the screen.

- To view requests that have been submitted hover over home on Campus Door homepage and select "My Requests"
- Loan change requests need to be requested at least five business-days prior to disbursement
- If a loan change request is submitted within the five-business days prior to disbursement it will be processed post disbursement

What is the average process time for an application?

An average time it takes for a loan to disburse after the application has been submitted is approximately three weeks.

- The timing is most affected by how quickly documentation is returned to BND

Who can I contact with questions on an application?

For any questions regarding the application and disbursement process, please contact a member of our Loan Origination Team.



Terri McArthur
701.328.5697
timcarthur@nd.gov



Sierra Whitmire
701.328.5747
swhitmire@nd.gov

For any questions regarding loan changes, please contact one of our Loan Change Specialists.



Marla Belohlavek
701.328.5811
mbelohlavek@nd.gov



Jeanne Thomas
701.328.5755
jthomas@nd.gov

What You Told Us...

1. Be A Better Partner
 - Who Can You Contact Directly?
 - Training—Campus Door
 - Open Line Calls— 3x This Year
2. FAFSA for High School and College Students
 - BND enhanced explanation on website
3. Financial Education
 - Shift to College Demographic



Bank of North Dakota Team



Jennifer Bickel



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Student Loan Portfolio

Student Loan Numbers

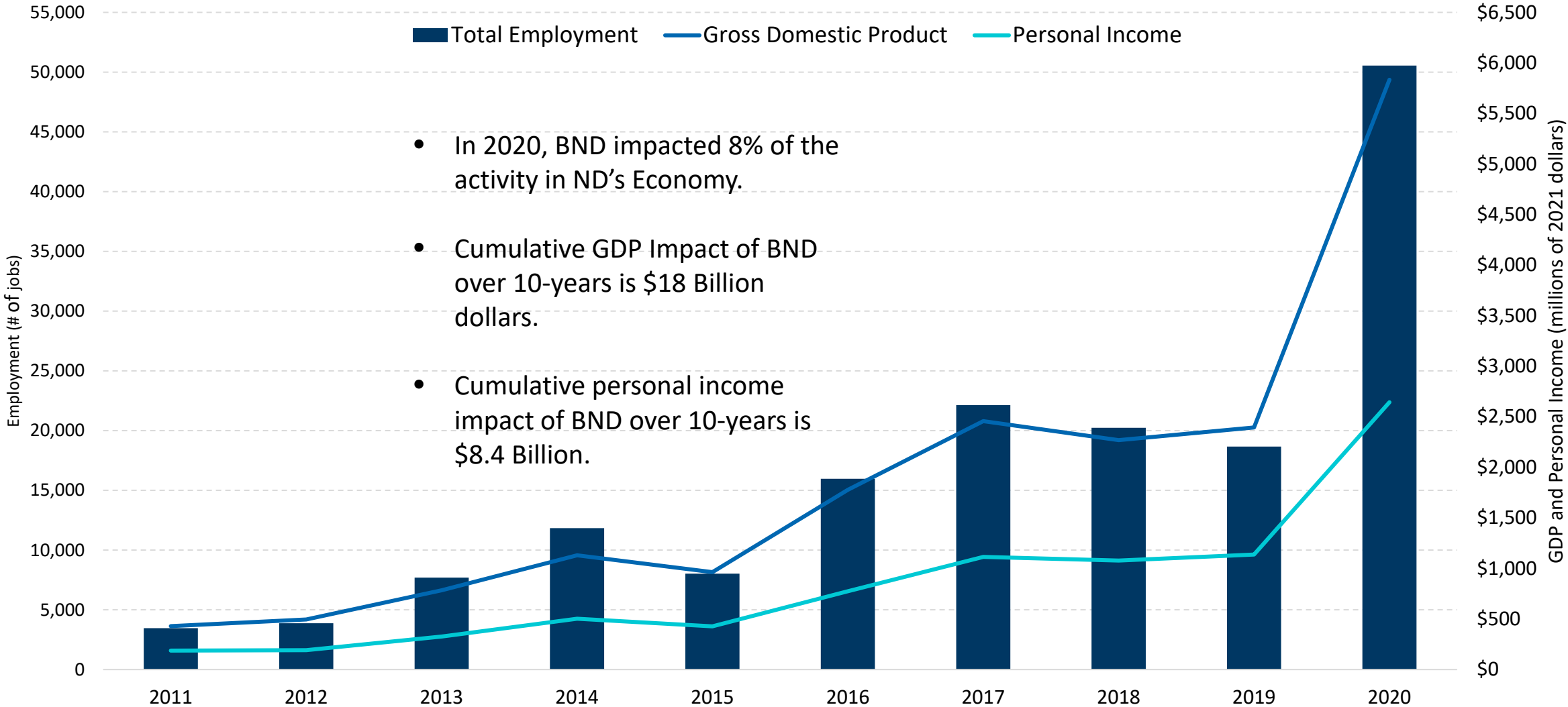
- Loan portfolio today is \$1.1 Billion
- 45,000+ borrowers served by BND
- Average Amount Per Borrower is: \$25,600
- BND disbursed \$100 million in 2021
- Total portfolio decreased by \$40 million

Student Loan Terms

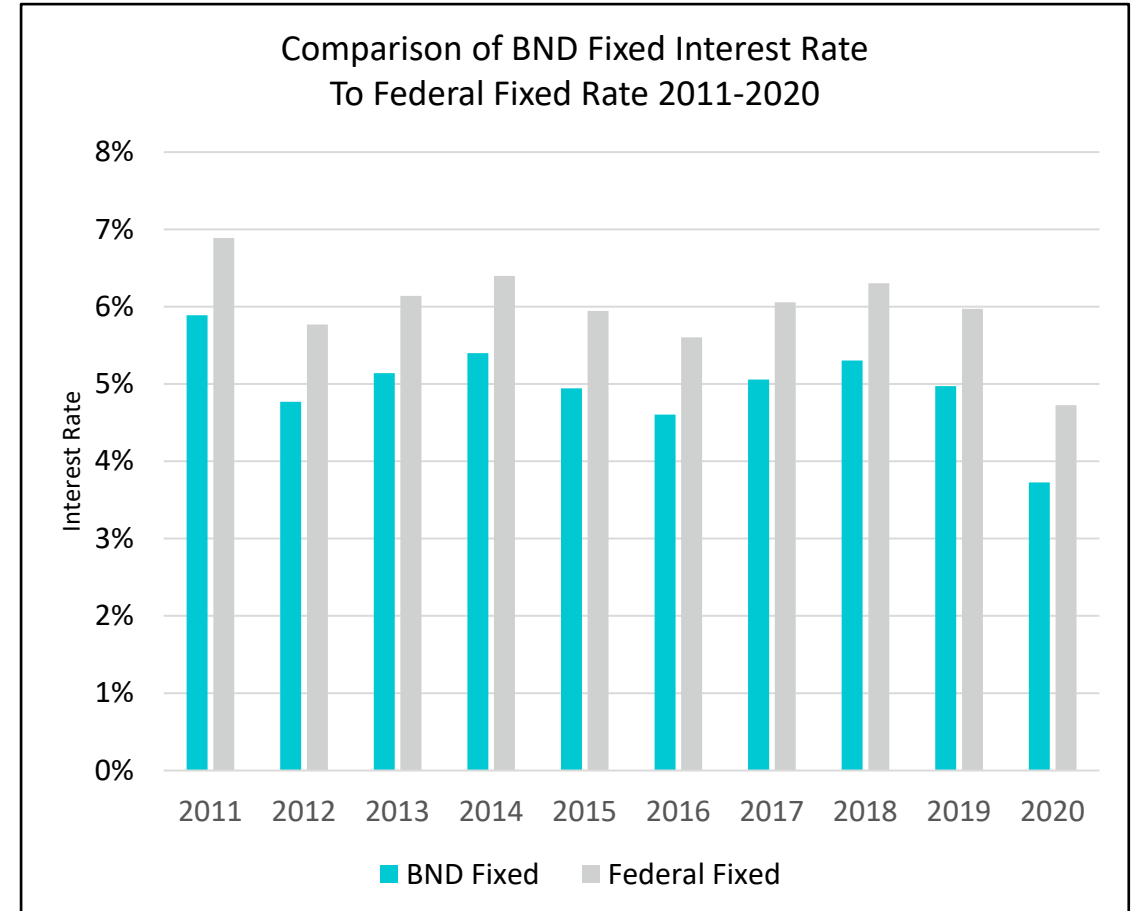
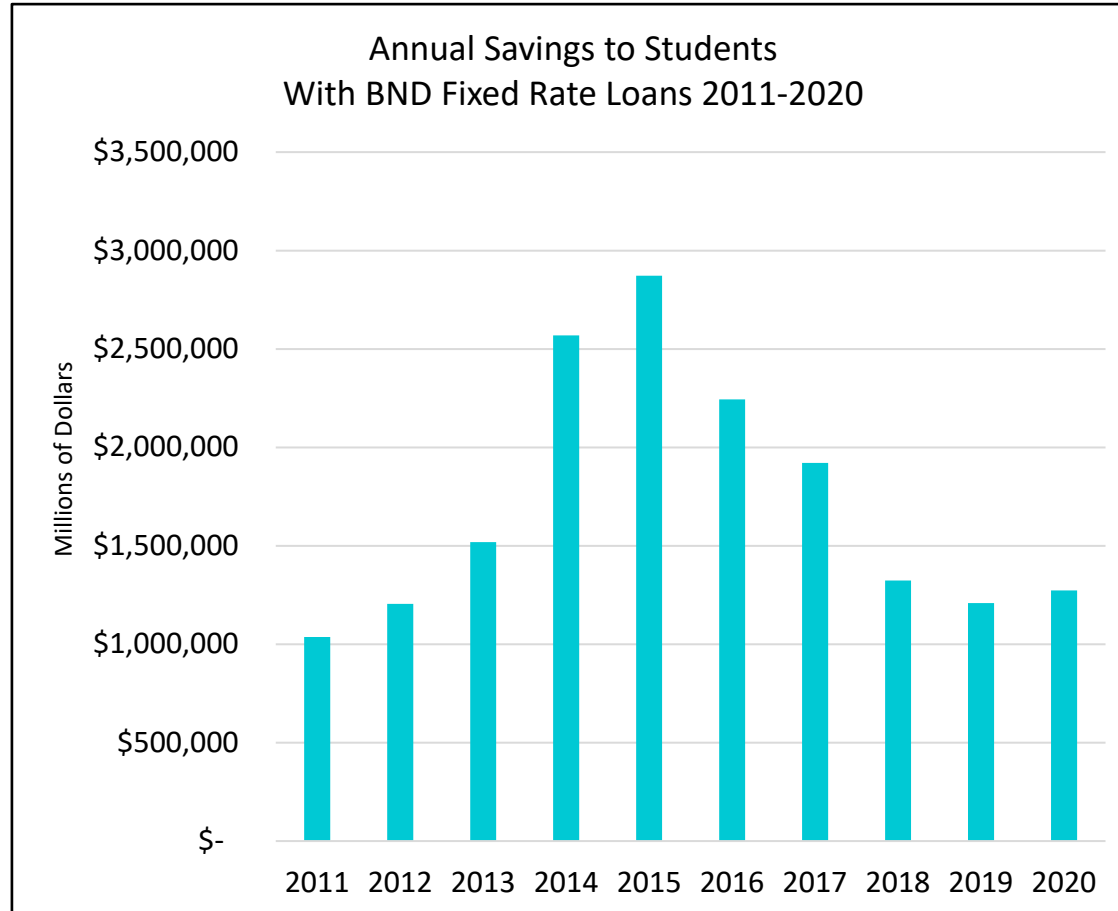
- BND's fixed rate: 4.78%
- Variable rate: 2.38%



BND Statewide Economic Impact 2011-2020

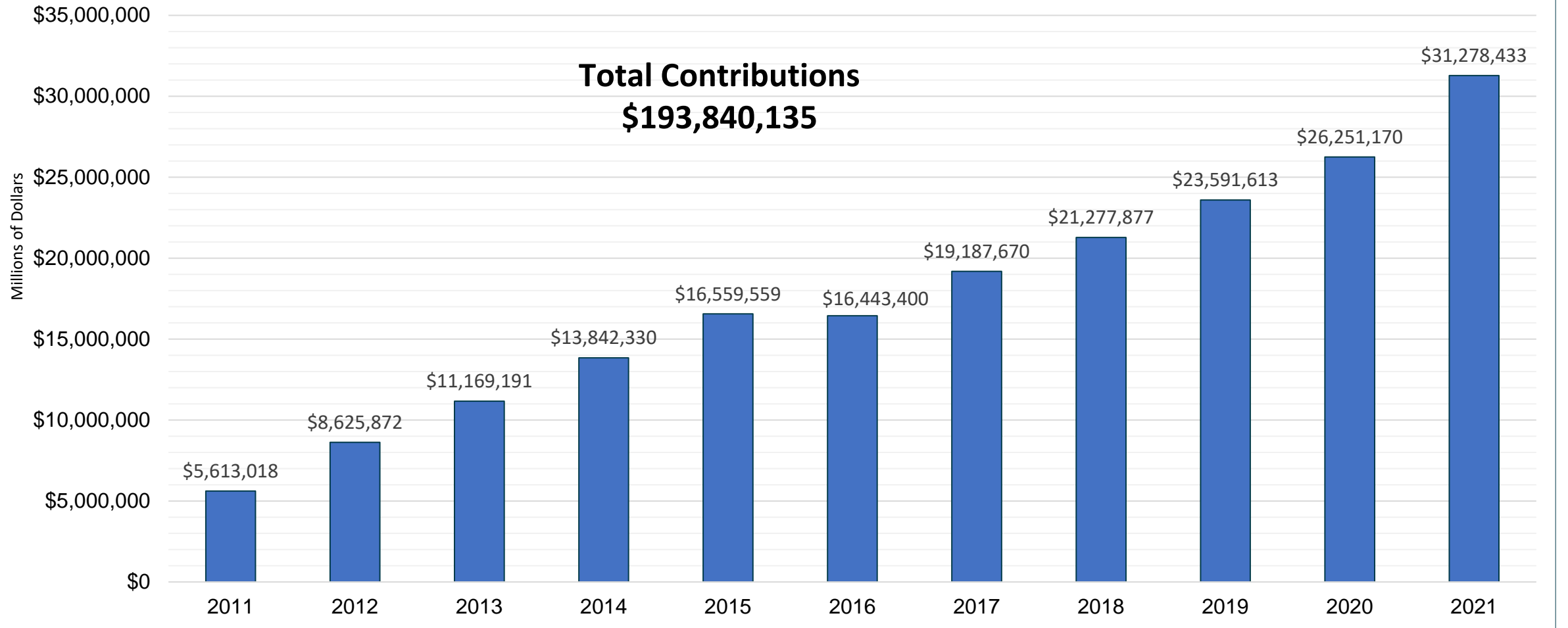


Savings for BND Student Borrowers with Fixed Rate Loans 2011-2020



\$17,175,399 in Savings Over 10-Years
\$1,717,000 Per Year Average Savings

Growth in Annual Contributions To 529 Plan at Bank of North Dakota



Qualified Withdrawal Amounts 529 Plan at Bank of North Dakota





Strategic direction affecting Ed Market messaging

- Focus efforts on ND residents and ND schools in 2022
- No strong push to grow the student loan portfolio
- Be flexible to adjust to changing post-secondary education marketplace
- Shift financial literacy resources from middle school and increase focus on 18-25-year-olds



Thoughts from the potential student's chair

I feel...

- Uncertain if a college education is worth it
- Worried by student loan debt
- Afraid I'll have too much debt to repay
- Unsure who I can trust.
- Like I don't know where to look for student loans and which one to choose.
- Uneducated about money. No one advises me so I know how much I can afford in student loans.
- Like no one really cares how much debt I incur.

How Can BND Help?



PROVIDE TOOLS SO PEOPLE
CAN MAKE EDUCATED
DECISIONS



INFORM THEM OF OPTIONS



UNLIKE OUR PRIVATE LOAN
COMPETITORS, WE DON'T
HAVE QUOTAS TO MAKE



GIVE CUSTOMERS A SENSE
OF ASSURANCE THAT THEY
AREN'T TAKING ON TOO
MUCH STUDENT LOAN DEBT



New Tagline

**Be confident with your student loan decisions.
Bank of North Dakota.**

Be confident with your student loan decisions.

Bank of North Dakota helps thousands of students pay for school every year. With competitive-rate private student loans and multiple ways to start repaying, you can be confident paying for school.

bnd.nd.gov/student-loans

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What's Up With the Software System?

- It's getting Better...Slowly
- Will Arrange interaction with Campus Door
 - Please find us at our booth or around the conference and share what specific topics should be addressed

Bank of North Dakota Team



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Questions? Please Come Find Us

