Economic Impact Report 2012-13
Montclair State University takes great pride in the caliber and commitment of its students and the quality and breadth of the education it provides them. Montclair State’s many thousands of graduates have gone on to lead purposeful and productive lives and have contributed to society in innumerable ways. Its distinguished faculty continues to make important contributions in scholarship and research in fields relevant to the state and the larger world.

While the University exists for these educational purposes, it also makes an additional positive and direct contribution to the economy and quality of life of the state and the region. Montclair State employs thousands of people, makes voluminous purchases from state vendors and attracts tens of millions of dollars in out-of-state funding.

In recent years, the University has experienced significant growth in enrollments, an expansion of academic programs, and the addition of new and renovated facilities. In short, we are running a bigger and better university than we were just a few short years ago, and these advances have enabled us to contribute even more to New Jersey.

Going forward, we are determined to ensure that Montclair State continues to be an outstanding educational resource and engine of growth for New Jersey and the nation.

Dr. Susan A. Cole
Montclair State University takes pride in its rich history of bold educational innovation and vital service to the state. Although the University’s core mission lies in higher education, it is also an integral part of the New Jersey economy and a steady driver of its growth. In fact, Montclair State’s impact extends well beyond its students and employees to create income and employment for thousands of people throughout the state, many of whom have no direct connection to the University. Now more than ever, when our state and nation continue to confront serious economic challenges, this tangible economic benefit makes Montclair State an exceptional investment for New Jersey.
8,014 New Jersey jobs were attributable to Montclair State in 2012.

2012-2013 Highlights

• The amount of economic activity traceable to Montclair State ($354.1 million) was more than three and a half times its total state funding ($99.4 million) in 2012.

• Montclair State accounts for a large and growing number of jobs. Including both jobs at the University and those that result from its in-state expenditures, 8,014 New Jersey jobs were attributable to Montclair State in 2012. To meet expanding student enrollments, the number of full-time faculty and staff positions rose 43% between 2000 and 2012.

• Montclair State supports New Jersey vendors, making more than 87% of its $89.8 million in purchases from in-state vendors.

• Montclair State brings significant amounts of money into New Jersey, attracting almost $41 million from out-of-state sources in 2012.

• Montclair State has expanded to meet the state’s educational needs, boosting undergraduate enrollments by almost 42% and graduate enrollments by more than 19% since fall 2000.
• **The skills Montclair State provides its students stay in New Jersey.** About 91% of students who have earned degrees since 2000 still live and work in New Jersey.

• **Montclair State achieved all these positive outcomes as New Jersey’s share of the University’s total revenue declined** from 55.2% in 1995 to 23.4% in 2012. Just between FY00 and FY12, the University’s state allocation per full-time-equivalent student plummeted by almost 47% from $4,669 to only $2,490.

*Unless otherwise noted, all references are to fiscal years.*
New Jersey cannot compete economically without a sophisticated workforce, but it ranks a disappointing 46th in the nation in seats in public, four-year institutions of higher education per high school graduate. As a result, New Jersey is far and away the largest net exporter of college students in the United States. In the fall of 2010, of the 100,778 freshmen from New Jersey enrolled in degree-granting institutions, 34,995 students, or almost 35%, enrolled in out-of-state institutions. Their loss to New Jersey was not replaced by a comparable number of students from other states. Many of these expatriates never return to live or work in New Jersey, thereby denying the state the benefits of their intelligence, energy and ambition. With its knowledge-driven economy, New Jersey has no choice but to increase capacity in its historically underbuilt system of higher education.

The second largest university in New Jersey, Montclair State, has been doing its part to address this grave problem. From 2000 through 2012, it conferred 31,102 baccalaureate and 9,787 graduate degrees. The University has served comparable numbers of non-degree students. During those same years, non-degree undergraduate enrollments in the fall and spring totaled 5,772; visiting summer enrollments amounted to 11,788; and non-degree, post-baccalaureate enrollments in the fall and spring numbered 31,599. Montclair State has been growing. Between fall 2000 and fall 2012, it boosted undergraduate enrollments by almost 42% and graduate enrollments by more than 19%. Now enrolling 18,382 students, the University granted almost 84% more degrees in 2012 than it did in 2000. The University’s growing reputation has brought an even swifter increase in applications. The College Board reports that Montclair State is the second most popular destination of New Jersey students’ SAT scores. In 2012, Montclair State received nearly 12,500 applications for 2,207 places in its freshman class, double the number of applications it received a decade ago. More than 4,000 students applied to transfer to the University, another increase of 100% over ten years.

This very significant increase in educational opportunity for New Jersey students has been supported by significant academic and campus life enhancements, including: a 67% increase in classrooms, laboratories, and specialized academic facilities and a 122% increase in on-campus housing for students since 1999; a new performing arts center and art gallery; a new student recreation center; a renovated athletic center; new parking facilities; and extensive improvements to campus technology and infrastructure. The new Heights residence complex was honored for its contribution to the state’s economic recovery and was recognized as the state’s Leading Public-Private Partnership project by the New Jersey Alliance for Action. As a result of an expansion of the University’s degree offerings, in the fall of 2012, Montclair State offered 57 distinct bachelor’s degrees, 40 master’s degrees and 6 doctoral degrees. If concentrations are included, the count rises to 120 different bachelor’s and 83 master’s degrees.

Montclair State is a true opportunity university. In the fall of 2011, 42% of freshmen were minority students. In the fall of 2010, more than 38% of freshmen estimated that their family income was below $50,000. Also, only 38% of their fathers and 43% of their mothers had earned a college degree, so many students were the first member of their family to attend college.

Although it attracts growing numbers of out-of-state applicants, Montclair State’s primary contribution is to the human capital of New Jersey, amply repaying the state for its investment in their education. Of students who earned degrees since 2000 for whom data is available, 91% live in New Jersey. Of the total of 105,647 living graduates for whom data is available, 79% still reside in New Jersey. The skills of many of these graduates would have been lost to New Jersey if they had attended out-of-state universities.
Quality Gets Noticed

Getting beyond the numbers, outside observers have repeatedly called attention to the quality of the education offered by Montclair State:

2012

- U.S. News & World Report continues to rank our graduate teacher preparation program as one of the top 20 in the nation, and it once again named Montclair State a top-tier regional university.
- The U.S. Department of State recently recognized Montclair State as a “Top Producer of U.S. Fulbright Scholars.” This year, with 11 new international Fulbright students choosing to pursue their graduate studies at Montclair State, the University has 26 Fulbright students on campus for the 2012-2013 academic year, the most in its history.
- The magazine Diverse Issues in Higher Education ranked Montclair State in the top 2% nationally as a producer of undergraduate degrees for minority students.
- For the 15th year in a row, The Hispanic Outlook in Higher Education Magazine named the University as one of the “Top 100 Colleges for Hispanics” in the nation, giving Montclair State the highest ranking in New Jersey.
- For the fourth consecutive year, G.I. Jobs magazine included Montclair State in its list of “Top 100 Military Friendly Schools.”
- Montclair State’s Center for Autism and Early Childhood Mental Health received a $1.5 million grant to establish a Center of Excellence to coordinate all autism research funded by the Governor’s Council for Medical Research and Treatment of Autism.
- Montclair State University and New York Public Radio (NYPR) have entered into a partnership that makes the University the headquarters for the news bureau of NYPR’s recently-created New Jersey Public Radio.
- The Princeton Review included our School of Business in its 2012 edition of The Best 294 Business Schools.
- Montclair State was once again included in The Princeton Review’s Guide to 322 Green Colleges and Sierra magazine’s list of “Coolest Schools” as one of America’s most environmentally responsible and forward-looking institutions of higher education.

2011

- U.S. News & World Report ranked Montclair State’s graduate programs in elementary and secondary teacher education in the top 20 in the nation. The report also ranked Montclair State in the top tier of Northern Regional Universities.
- Montclair State was one of 12 colleges and universities — and the only academic institution in New Jersey — selected to participate in a National Genomics Research Initiative by the Howard Hughes Medical Institute and its Science Education Alliance.
- Diverse Issues in Higher Education magazine ranked Montclair State in the top 2% of all schools as a producer of undergraduate degrees for minorities. The Hispanic Outlook in Higher Education Magazine placed the University on its “Top 100 Colleges for Hispanics” list for the 14th year in a row, awarding Montclair State the top ranking in New Jersey.
- For the third consecutive year, G.I. Jobs magazine awarded Montclair State the designation of “Military Friendly School.”

2010

- The nonprofit Education Trust labeled Montclair State a “Top Gainer” and listed it among the top 25 public four-year colleges and universities in the nation for its improvements in minority graduation rates. Montclair State was the only New Jersey institution to break into the top 25. The University was also ranked in the top 25 nationally in a companion report of “Top Gap Closers,” which listed those institutions that were most successful in closing the gap between the graduation rates of minority and non-minority students.
- Montclair State was the only state college in New Jersey to make Sierra magazine’s list of “Coolest Schools,” which recognizes America’s most environmentally responsible and forward-looking colleges and universities. Montclair State was also included in the first release of The Princeton Review’s Guide to 286 Green Colleges.

Montclair State has earned accreditation from 12 different agencies, including the most prestigious accreditation agencies in the fields of business, the arts, teacher education and audiology. In August 2012, the Middle States Association gave an overwhelmingly positive review of the University’s mid-term Periodic Review Report in support of its regional accreditation. Reviewers noted that the University’s “student-centered philosophy” is evident in its attention to affordability and to issues of student advising. They commended the University no less than seven times for its strategic planning, assessment, technology, budgeting, and student service programs. The Middle States report concluded that the “President, faculty, administration, students, Trustees, and community partners of Montclair State University will move through the challenging landscape of the 21st Century successfully to sustain their strong institution and to provide increasingly engaging opportunities for their students.”
Collaboration with the Corporate Community

Companies need employees who can communicate, solve problems, and continue to learn in response to evolving economic and social conditions. Montclair State’s Center for Career Services and Cooperative Education offers programs designed to produce just such graduates. Between June 2005 and fall 2012, 2,882 students worked an average of 34.5 hours per week for more than 1,395 organizations in special internship and cooperative education programs. While students gained hands-on experience, they provided their labor and ideas to such well-known (as well as numerous smaller) institutions as:

ABC News, Good Morning America  Donna Karan International
ABC NewsOne  Drug Enforcement Agency
Albert Einstein College of Medicine  DuPont & Phelps, LLC
All My Children  EMI Music North America
American Cancer Society  Englewood Hospital and Medical
Ameriprise Financial Services  Enterprise Rent-A-Car
Anthropologie  Entertainment Tonight /Insider
Apple Montessori Schools  Ernst & Young, LLP
Applebee’s  ESPN Radio 1050AM
Armani Exchange  Esprit
Atlantic Health System  Exxon
Atlantic Records  Fair Isaac Corporation
Avalon Publishing Group  Fairlawn Health Center
Avis Budget Group  Family Circle
Bally Total Fitness  Fort Lee Police Department
Barclay’s PGA Tour  Fox News Channel
Barneys New York  Fred Astaire Dance Studios
BASF Corporation  GNC
Bauer Media Group  Gold’s Gym
Bear Stearns  Good Housekeeping
BIZ  Guiding Light (CBS)
Bleeker and Sullivan Advertising  Hampton Inn & Suites
Bloomingdales  Harrah’s Entertainment Inc.
Bleuette Hospital Center  HealthCare Institute of New Jersey
Bergen County Health Department  Heard Magazines
Bergen County Prosecutor’s Office  Hilton Short Hills
Bellevue Hospital Center  Hispanic Outlook in Higher Education Magazine
Berklex Laboratories, Inc.  Holy Name Hospital
Best Buy/Geek Squad  Homewood Suites
BET Networks  Horizon Blue Cross Blue Shield of NJ
Billboard/magazine  Houlihan’s
Bleecker and Sullivan Advertising  ITF
Bloomingdales  John Willey & Sons, Inc.
Bleuette Hospital Center  Johnson & Johnson
Bleuette Hospital Center  Kenneth Cole Productions
Cablevision  King World Productions
Capitol Records  KPMS
Cardinal Healthcare Marketing  L’Oreal USA
Care Plus NJ, Inc.  La Quinta Inns & Suites
Catholic Charities  La Quinta Inns & Suites
CBS News  LabCorp of America
CBS Sports  Lea & Perrins, Inc.
Cendant  Liberty Health
Cerebral Palsy of North Jersey  Liberty Science Center
Cesna Group  Lifetime Television (NY)
Charlie Brown’s  Liz Claiborne, Inc.
Chili’s Southwest Grill & Bar  Libretto & Sons, Inc.
Chubb Group of Insurance Companies  Lilly
Citigroup  Liberty Science Center
Classic Rock 102.9  Lifetime Television (NY)
CNBC  Liz Claiborne, Inc.
CNN New York  Louis Vuitton North America
Coach  Madison Square Garden Network
Colgate-Palmolive Company  Maimonides Medical Center
Columbia University  Major League Baseball
Commence Bank  March of Dimes
Community Food Bank of New Jersey  Marriott Vacation Club International
Conde Nast Publications  Marvel Comics
Cosmopolitan magazine  MBNA
Costco Wholesale  Meadowlands Medical Center
County of Middlesex Public Health  Mellon Financial
Court Yard by Marriott  Merck & Co. Inc.
Covenent House – New Jersey  Merrill Lynch
Crime’s Mill Retirement Community  Metropolitan Opera Guild
Crowe Plaza  Miramax
CVS Pharmacy  Montclair Public Schools
Dan Rather Reports  Montclair YMCA
Daughters of Israel  Montclair Williams Show
Deloitte & Touche  Moody’s Corporation
Dell  Morgan Stanley Dean Witter
Desert Magazine  Mountainside Hospital
DHL  Movado Group, Inc.
DHL  MSNBC
Drug Enforcement Agency  National Academy of Television Arts & Sciences
ESPN Radio 1050AM  National Organization for Women
Esprit  NBC
ESPN Radio 1050AM  NBC Sports
ESPN Radio 1050AM  NBC Universal
ESPN Radio 1050AM  Neiman Marcus
ESPN Radio 1050AM  Nets Basketball
ESW  New Jersey Business magazine
ESPN Radio 1050AM  New Jersey Jackals
ESPN Radio 1050AM  New Jersey Network (NJN)
ESPN Radio 1050AM  New Jersey Performing Arts Center
ESPN Radio 1050AM  New Jersey Sports & Exposition
ESPN Radio 1050AM  New Jersey State Police
ESPN Radio 1050AM  New Jersey Symphony Orchestra
ESPN Radio 1050AM  New Line Cinema
ESPN Radio 1050AM  New York Giants
ESPN Radio 1050AM  New York Life
ESPN Radio 1050AM  New York Red Bulls
ESPN Radio 1050AM  New York Sports Club
ESPN Radio 1050AM  Newark Beth Israel Medical Center
ESPN Radio 1050AM  Newark Liberty International Airport
ESPN Radio 1050AM  Newark Public Schools
ESPN Radio 1050AM  NFL Films
ESPN Radio 1050AM  New Jersey Department of Corrections
ESPN Radio 1050AM  New Jersey Performing Arts Center
ESPN Radio 1050AM  NJTV
ESPN Radio 1050AM  Northwest Airlines
ESPN Radio 1050AM  Norwegian Cruise Line America
ESPN Radio 1050AM  Novartis Pharmaceutical Corp.
ESPN Radio 1050AM  NY1 News
ESPN Radio 1050AM  NYC Board of Education
ESPN Radio 1050AM  NYU Medical Center
ESPN Radio 1050AM  Ogilvy CommonHealth Worldwide
ESPN Radio 1050AM  Oppenheimer & Co., Inc.
ESPN Radio 1050AM  Outback Steakhouse
ESPN Radio 1050AM  Overlook Hospitals
ESPN Radio 1050AM  Oxygen Media
ESPN Radio 1050AM  Passaic County Prosecutor’s Office
ESPN Radio 1050AM  Passaic County Superior Court
ESPN Radio 1050AM  Pathmark Pharmacy
ESPN Radio 1050AM  People magazine
ESPN Radio 1050AM  Pfizer, Inc.
ESPN Radio 1050AM  PGA Tour
ESPN Radio 1050AM  Polo Ralph Lauren
ESPN Radio 1050AM  PriceWaterhouse Coopers LLP
ESPN Radio 1050AM  Progressive
ESPN Radio 1050AM  Prudential Financial
ESPN Radio 1050AM  Public Relations Society of America
ESPN Radio 1050AM  Radio Disney 1560 AM
ESPN Radio 1050AM  Ralph Lauren Childrenswear
ESPN Radio 1050AM  Rasmussen Reports
ESPN Radio 1050AM  Rite Aid Pharmacy
ESPN Radio 1050AM  Robert Wood Johnson University
ESPN Radio 1050AM  Roche
ESPN Radio 1050AM  Saint Barnabas Medical Center
ESPN Radio 1050AM  St. Joseph’s Healthcare System
ESPN Radio 1050AM  Scotttrade
ESPN Radio 1050AM  Seventeen magazine
ESPN Radio 1050AM  Shop Rite Supermarkets, Inc.
ESPN Radio 1050AM  Showtime Networks
ESPN Radio 1050AM  Siemens Corporation
ESPN Radio 1050AM  SIRIUS XM Radio
ESPN Radio 1050AM  Six Flags Great Adventure
ESPN Radio 1050AM  Smith Barney, Inc.
ESPN Radio 1050AM  Soledex
ESPN Radio 1050AM  Solomon R. Guggenheim Museum
ESPN Radio 1050AM  Sony BMG Music Entertainment, Inc.
ESPN Radio 1050AM  Sony Pictures
ESPN Radio 1050AM  Sports Authority
ESPN Radio 1050AM  Sports Radio 66 WFAN
ESPN Radio 1050AM  Standard & Poor’s
ESPN Radio 1050AM  Standard Chartered Bank
ESPN Radio 1050AM  Staples, Inc.
ESPN Radio 1050AM  Sundance Channel
ESPN Radio 1050AM  Superior Court Of New Jersey – Essex
ESPN Radio 1050AM  Superior Court Of New Jersey – Bergen
ESPN Radio 1050AM  Target
ESPN Radio 1050AM  TGI Friday’s
ESPN Radio 1050AM  The Colbert Report
ESPN Radio 1050AM  The Conference Board
ESPN Radio 1050AM  The Daily Show with Jon Stewart
ESPN Radio 1050AM  The Donna Karan Company
ESPN Radio 1050AM  The Estee Lauder Companies, Inc.
ESPN Radio 1050AM  The Martha Stewart Show
ESPN Radio 1050AM  The NASDAQ OMX Group Inc.
ESPN Radio 1050AM  The New York Times
ESPN Radio 1050AM  The Rachael Ray Show
ESPN Radio 1050AM  The Salvation Army
ESPN Radio 1050AM  The View
ESPN Radio 1050AM  The Weinstein Company
ESPN Radio 1050AM  Time Warner Cable
ESPN Radio 1050AM  TriStar Studios
ESPN Radio 1050AM  U.S. Department of State
ESPN Radio 1050AM  U.S. District Court of New Jersey
ESPN Radio 1050AM  UBS Financial Services, Inc.
ESPN Radio 1050AM  United Airlines
ESPN Radio 1050AM  United Health Group
ESPN Radio 1050AM  United Nations
ESPN Radio 1050AM  United Parcel Service
ESPN Radio 1050AM  Universal Music Group
ESPN Radio 1050AM  Universal Pictures
ESPN Radio 1050AM  USA Today
ESPN Radio 1050AM  Valley National Bank
ESPN Radio 1050AM  Verizon Wireless
ESPN Radio 1050AM  Versace
ESPN Radio 1050AM  Viacom /Viacom Media Networks/MTV
ESPN Radio 1050AM  Virgin Mobile USA
ESPN Radio 1050AM  WABC-TV
ESPN Radio 1050AM  Walgreens Pharmacy
ESPN Radio 1050AM  Walmart
ESPN Radio 1050AM  Walt Disney World Resort
ESPN Radio 1050AM  Warner Music Group
ESPN Radio 1050AM  WCBS-TV
ESPN Radio 1050AM  Wegmans
ESPN Radio 1050AM  Wells Fargo Securities, LLC
ESPN Radio 1050AM  Westchester County Forensic Laboratory
ESPN Radio 1050AM  Western Union
ESPN Radio 1050AM  Westwood One Radio Sports
ESPN Radio 1050AM  Whole Foods Market
ESPN Radio 1050AM  Whoop, Inc.
ESPN Radio 1050AM  WINS 1010
ESPN Radio 1050AM  WPIX-TV /CW11 WPLJ FM Radio 95.5
ESPN Radio 1050AM  Wyeth
ESPN Radio 1050AM  YMCA of Greater Bergen County
ESPN Radio 1050AM  Yogi Berra Museum
ESPN Radio 1050AM  Z100/WHTZ Radio
As Montclair State’s Mission Statement declares, “The University will serve as a center for the creation of new knowledge and for the development of innovative applications of existing knowledge.” Given Montclair State’s growing collaboration with industry, its experience sponsoring highly regarded conferences focusing on issues related to business and the environment, and the breadth of expertise represented by its faculty, the University is a major resource supporting the New Jersey business community. Not only do businesses consult faculty members on topics ranging from economic forecasting to forensic accounting, but students themselves advise local companies.

The PSEG Institute for Sustainability Studies was founded in 2009 to play a transformative role in cross-disciplinary research and education to address the sustainability issues of our time. The mission of the Institute is to conduct research, education and outreach to balance preservation of the Earth’s life-support systems with the production of sustainable goods and services. The Bristol-Myers Squibb Science Teaching and Learning Center houses Montclair State’s Professional Resources in Science and Math (PRISM) program, which helps numerous school districts improve science and mathematics teaching by designing professional development programs. PRISM scientists, educators and classroom teachers are content-area specialists in curriculum, professional development and pedagogy. PRISM is also home to an interactive science broadcasting program for K-12 students, “The Rainforest Connection Live,” a collaborative venture with the Smithsonian Tropical Research Institute in Panama and the New Jersey Education Research and Education Network.

Generously funded by grants from Roche and Merck, the Science Honors Innovation Program (SHIP) is a research-intensive program for undergraduates majoring in one of the disciplines of the College of Science and Mathematics. Because SHIP provides financial support for student research, travel to conferences and workshops, summer stipends, and scholarships, it is an unparalleled opportunity for undergraduates to get involved in the research community, get a head start on graduate school, and compete for awards, fellowships and admission to doctoral programs.

The Novartis Graduate Fellows program recruits the best graduate students with a focus on programs that would steer them to the pharmaceutical industry and covers the full cost of tuition for a master’s degree plus an annual research stipend.

The Sokol Institute for Pharmaceutical Life Sciences is home to a research partnership with Celgene
University revenue in 2012 totaled roughly $351 million. New Jersey, however, has made inflation-adjusted direct appropriations for its public colleges and universities six times during the ten year period of 2003 to 2012. Consequently, New Jersey spent $4.28 per $1,000 in personal income on higher education versus a national average of $5.62 in 2012.

As a result of declining state support for higher education and growing enrollment demand by New Jersey’s high school graduates, the University’s state allocation per full-time-equivalent student plummeted by almost 47% — from $4,669 to $2,490 — between 2000 and 2012, and that figure is not adjusted for inflation. As a result, Montclair State receives less state support per full-time-equivalent student than any other senior public institution of higher education in New Jersey. Its support per student is less than two-thirds of the average of other colleges and universities in the sector and less than half of what the best-funded institutions receive.
The share of total University revenue derived from state appropriations declined from 55.2% in 1995 to only 23.4% in 2012. Montclair State has necessarily become more dependent on other sources of revenue. Student tuition and fees in particular rose from about one-third of revenue in 2000 to more than half in 2012. Even so, the University’s 2013 annual, full-time, undergraduate, in-state tuition and fee total of $11,058 is the third lowest total of New Jersey’s senior public institutions.

The University has redoubled its efforts to attract private money. To mark its centennial, Montclair State succeeded in raising $60.3 million — 20% above its target — from over 23,000 donors during its “Campaign for a Second Century,” which ran from July 2001 through September 2008. Since then, the University has received another $25.9 million. Montclair State is also aggressively seeking external grants. It succeeded in attracting almost $81 million of such money from 2000 to 2012, of which more than half came from the federal government. During that period, the University’s annual income from external grants shot up more than 340%. Montclair State brought almost $41 million into New Jersey from all out-of-state sources in 2012. Federal student assistance came to $23.7 million and charges to out-of-state students totaled $11.5 million.

Montclair State brought almost $41 million into New Jersey from all out-of-state sources in 2012.
Expenditures: Major New Jersey Employer

Montclair State spent more than $242 million on operating expenditures and another $30.4 million on capital expenditures in 2012. Gross employee compensation accounted for 63.9% of the operating budget, followed by purchases from vendors (24.5%), debt service (6.9%) and student aid (4.6%).

Operating Expenditures, FY2012

The University has a strong and direct impact on the state economy by means of the jobs it provides. In October 2012, Montclair State employed 4,764 people. To meet expanding student enrollments, the number of full-time faculty and staff positions rose 43% between 2000 and 2012.

Jobs at Montclair State October 2012

Full-Time Faculty and Staff Positions
More than 90% of Montclair State’s employees live in-state, paying New Jersey property, income and sales taxes. The University draws its employees from across New Jersey. Many employees live in Essex and Passaic Counties, but 49% live elsewhere in the state, including 1,064 employees from central and southern New Jersey.

Of the $89.8 million of purchases from vendors for both operating and capital expenditures in 2012, more than 87% went to New Jersey vendors.

Disinterested outside observers have repeatedly praised Montclair State’s financial management. Moody’s Investor Services and Fitch Ratings have assigned the University credit ratings of A1 and A respectively. In its June 2012 Rating Update Report, Moody’s cited such University strengths as:

- strong market position and healthy student demand,
- a robust cash flow operating margin providing ample debt service coverage,
- growing balance sheet resources with good unrestricted liquidity, and
- a leadership team that has a successful track record of executing complex, integrated financial and capital plans in an era of weak state support.
Stimulating New Jersey’s Economy

To calculate their short-term economic impact, many universities rely on the Ryan-New Jersey Model, a modified form of the classic Caffrey and Isaacs Model developed for the American Council on Education. These models estimate an institution’s economic impact by means of the direct and indirect contributions it makes to cash flow in its host economy. Montclair State’s direct, in-state expenditures (including capital expenditures) totaled $78.7 million in 2012. University employees and students accounted for another $60.1 million and $38.3 million respectively, making for total direct expenditures within New Jersey of $177.1 million.*

This figure, however, underestimates the University’s true impact. It does not attempt to include the effects of hosting visitors at athletic, artistic and other events. From 2000 through 2012, athletic events at Montclair State enjoyed attendance of more than 418,000 spectators. Theatrical performances drew about 269,000 guests to the campus during the same period, and 360,000 children attended special programs on campus. Attendance at the University’s George Segal Gallery between 2000 and 2012 added another 76,000 visitors.

* This report relies on data from the U.S. Census Bureau, the U.S. Department of Labor’s Bureau of Labor Statistics, and the U.S. Department of Commerce’s Bureau of Economic Analysis to derive conservative estimates of consumer spending.
In addition, to measure short-term economic impact accurately, it is necessary to apply a multiplier to direct spending to capture the indirect, “ripple effect” of an institution’s expenditures. The individuals and businesses whose incomes are directly affected by an institution’s spending themselves spend or invest some of those dollars locally, creating additional income and employment for thousands of people, many of whom have no direct connection to the institution. Economic impact studies produced by other universities in the region conservatively estimate that every dollar spent generates another dollar’s worth of in-state economic activity. If this multiplier of 2 is applied to estimate the combined effect of direct and indirect spending, Montclair State’s total short-term economic impact on New Jersey in 2012 becomes $354.2 million —more than three and a half times the state’s $99.4 million total funding of the University.

Spending naturally translates into jobs. Applying a conservative coefficient to expenditures of $177.1 million yields an estimate of 4,922 jobs attributable to direct spending by the University, its employees and its students. Even without counting graduate assistants and student workers, when its own employees are included, a total of 8,014 New Jersey jobs were attributable to Montclair State in 2012. Montclair State not only drives job growth, but also heightens wages and salaries throughout the state. Because the University both stimulates demand for local businesses and directly competes with them for employees, average compensation in the area is higher than would be the case without it. As a result, Montclair State’s presence benefits all workers in New Jersey.

The University also makes a sizeable contribution to New Jersey’s credit base. At the end of fiscal year 2012, Montclair State’s cash balance in banks totaled $34.3 million and the Foundations amounted to $12.2 million. The market value of Montclair State University Foundation investments and other University investments amounted to $45.1 million and $134.2 million respectively. Employee mortgage payments along with University and employee contributions to retirement systems added another $24.8 million and $27.5 million. In total, the University was thus a source of about $278.1 million in investment funds.

Montclair State’s total short-term economic impact on New Jersey in 2012 was $354.2 million —more than three and a half times the state’s $99.4 million total funding of the University.
Montclair State’s direct, in-state expenditures (including capital expenditures) totaled $78.7 million in 2012.

The Long-Term Economic Impact of Higher Education

The facts and figures cited above speak only to Montclair State’s short-term impact. The University’s long-term impact is measured by its contribution to students’ earnings. There is a powerful relationship between education and economic success. The U.S. Census Bureau estimated in 2003 that, compared to the lifetime earnings of a high school graduate, holders of a bachelor’s degree earn an additional $900,000 and holders of a master’s degree earn an additional $1.3 million. University graduates are thus likely to spend, save and invest more, and pay more in taxes than peers who lack university degrees, and more than 83,000 Montclair State alumni are spending, saving and investing their money and paying taxes here in New Jersey.
Conclusion

Montclair State University is committed to serving the educational needs of New Jersey. The University also has had a significant impact on New Jersey by serving as an engine of economic growth for the entire state. Because Montclair State’s impact has only grown over time, with enrollments and investments steadily increasing, the University has continued to make a positive and stabilizing contribution to New Jersey’s economy even as other sectors have experienced downturns. Although this contribution comes as a by-product of the University’s core missions of teaching, research and scholarship, it represents a tangible economic impact that materially benefits the citizens of New Jersey and returns their investment many times over.
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<tr>
<td>Cumberland</td>
<td>17</td>
<td>67</td>
<td>162</td>
</tr>
<tr>
<td>Essex</td>
<td>1,421</td>
<td>2,996</td>
<td>14,155</td>
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<tr>
<td>Gloucester</td>
<td>20</td>
<td>118</td>
<td>303</td>
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<tr>
<td>Hudson</td>
<td>262</td>
<td>1,245</td>
<td>3,582</td>
</tr>
<tr>
<td>Hunterdon</td>
<td>39</td>
<td>169</td>
<td>1,175</td>
</tr>
<tr>
<td>Mercer</td>
<td>54</td>
<td>183</td>
<td>957</td>
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<tr>
<td>Middlesex</td>
<td>231</td>
<td>1,143</td>
<td>4,111</td>
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<tr>
<td>Monmouth</td>
<td>131</td>
<td>716</td>
<td>4,899</td>
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<td>Morris</td>
<td>376</td>
<td>1,610</td>
<td>10,546</td>
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<tr>
<td>Ocean</td>
<td>80</td>
<td>489</td>
<td>3,423</td>
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<tr>
<td>Passaic</td>
<td>556</td>
<td>2,298</td>
<td>10,400</td>
</tr>
<tr>
<td>Salem</td>
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<td>66</td>
</tr>
<tr>
<td>Somerset</td>
<td>85</td>
<td>369</td>
<td>2,668</td>
</tr>
<tr>
<td>Sussex</td>
<td>115</td>
<td>509</td>
<td>2,907</td>
</tr>
<tr>
<td>Union</td>
<td>238</td>
<td>958</td>
<td>4,373</td>
</tr>
<tr>
<td>Warren</td>
<td>39</td>
<td>203</td>
<td>1,156</td>
</tr>
</tbody>
</table>
The methodology used to calculate short-term economic impact is commonly referred to as the Ryan/New Jersey model. It represents a modified form of the classic economic impact model developed by John Caffrey and Herbert Isaacs for the American Council on Education.* A number of institutions have relied on the Ryan/New Jersey model over the past two decades, and it has undergone several modifications.†

The major difference between the Caffrey and Isaacs and Ryan/New Jersey models is that the latter substitutes estimated values derived from available data for information collected from surveys of faculty, staff and students. Many institutions found that they needed to make this substitution because survey response rates were often very low due to the sensitive nature of the information being requested. The calculation variables substituted for survey data are:

1. an estimate of non-housing expenditures by an average middle-income family in New Jersey;
2. an estimate of in-state expenditures by employees and students;
3. an estimate of the percentage of New Jersey residents who rent;
4. an estimate of the median rent in New Jersey;
5. an estimate of in-state spending on non-housing items by non-local, full-time employees;
6. an estimate of average annual college-related expenditures by part-time students;
7. an estimate of average annual college-related expenditures by part-time students;
8. the coefficient for estimating jobs attributable to University expenditures; and
9. a multiplier.


The data for the charts in this report were obtained from the following Montclair State University offices: Institutional Research, Advancement Services, Budget and Planning, Research and Sponsored Programs, Treasury and Finance, and Human Resources, as well as the New Jersey Association for State Colleges and Universities.

The following table presents the calculation variables used in this study and their sources.

<table>
<thead>
<tr>
<th>Calculation Variables Used in 2012 Economic Impact Study</th>
<th>Estimate</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimate of non-housing expenditures by “all consumer units” in the New York Metropolitan Statistical Area (MSA)</td>
<td>0.73</td>
<td>2011 Consumer Expenditure Survey, Bureau of Labor Statistics, U.S. Dept. of Labor (Table 21 – Northeast MSAs)</td>
</tr>
<tr>
<td>Estimate of in-state expenditures by employees and students</td>
<td>0.75</td>
<td>2007 Economic Census, U.S. Census Bureau</td>
</tr>
<tr>
<td>Estimate of the percentage of state residents who rent</td>
<td>0.35</td>
<td>2011 American Community Survey, U.S. Census Bureau</td>
</tr>
<tr>
<td>Estimate of the state’s median monthly rent</td>
<td>$1,135</td>
<td>2011 American Community Survey, U.S. Census Bureau</td>
</tr>
<tr>
<td>Estimate of in-state spending on non-housing items by non-local, full-time employees</td>
<td>$2,298</td>
<td>Equals 5% of disposable income of non-local, full-time employees</td>
</tr>
<tr>
<td>Estimate of average annual college-related expenditures by full-time students</td>
<td>$2,400</td>
<td>Montclair State Financial Aid Office (as reported in the 2010-11 Common Data Set)</td>
</tr>
<tr>
<td>Estimate of average annual college-related expenditures by part-time students</td>
<td>$888</td>
<td>Equals 37% of estimated expenditures for full-time students based on FT versus PT credit loads</td>
</tr>
<tr>
<td>Coefficient for estimating jobs attributable to expenditures</td>
<td>0.0000278</td>
<td>2003 Bureau of Economic Analysis, U.S. Dept. of Commerce via American Assoc. of Universities</td>
</tr>
<tr>
<td>Multiplier</td>
<td>2.0</td>
<td>Conservative figure used by Rutgers and other regional universities in their economic impact studies</td>
</tr>
</tbody>
</table>
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