



**FOR IMMEDIATE RELEASE**

## **NorthStar Capital Markets Provides New Services to Schools, Lenders and Nonprofits.**

### **Expansion focuses on private loan origination, financial literacy and loan repayment**

ST. PAUL, Minn. – December 16, 2009 -- St. Paul-based NorthStar Capital Markets, a long-time provider of education financing solutions, today announced the launch of NorthStar Education Services, a suite of products and services that meet the needs of schools, nonprofits, lenders and other organizations who serve students in higher education.

Over the last two decades NorthStar has gained valuable experience helping college students make wise borrowing decisions. Today NorthStar's expertise and assets remain true to the valued reputation it has built over the years.

NorthStar offers client branded products including:

- **Private Loan Place** - private loan origination,
- **GradReady** - web-based financial literacy programs
- **RepayReady** - a powerful repayment planning system that reduces student delinquency and default

Schools, lenders and nonprofits each have a key role in helping students make smart decisions about managing their education financing. Providing the right kind of guidance at the right time can be a complex task.

NorthStar has created a unique student support system that clients can use to lead students through the important steps of paying for school, managing finances and repaying education loans. This integrated loan management system allows for repeat user engagement versus one-time exposure, ensuring that students get the right tool at the right time. Alone, each of these products improves bottom line and performance. Together, they maximize success for students, schools and lenders alike.

"It was a natural evolution from guarantor, to lender, to service provider," said NorthStar CFO Jamie Wolfe. "It makes sense to expand on what we have always done. We're capitalizing on our strengths to provide guidance and support in new ways."

NorthStar's proactive approach to meeting the debt management needs of students has resulted in industry leading private loan portfolio performance. In this new role, organizations can take advantage of borrower oriented tools and resources that have been developed and refined over the past two decades.

"We took our more than two decades of experience in helping college students make wise borrowing and repayment decisions - and reinvented ourselves to be a service company to schools, lenders and nonprofits. Our initial response from industry leaders has been very positive. We look forward to our continued work with them and opening up dialog with others," said Taige Thornton, NorthStar's President and CEO.

To learn more about any one or all of NorthStar's innovative products and services visit [www.NorthStarweb.com](http://www.NorthStarweb.com) or call 1-866-315-9113.

#### **About NorthStar Capital Markets**

NorthStar Capital Market Services based in St. Paul, MN is most known for offering loans through the Total Higher Education (T.H.E.) loan program. As of 6/30/2009 NorthStar holds \$6.6 billion in assets and currently manages a \$650 million private loan portfolio with 27,000 borrowers.

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