

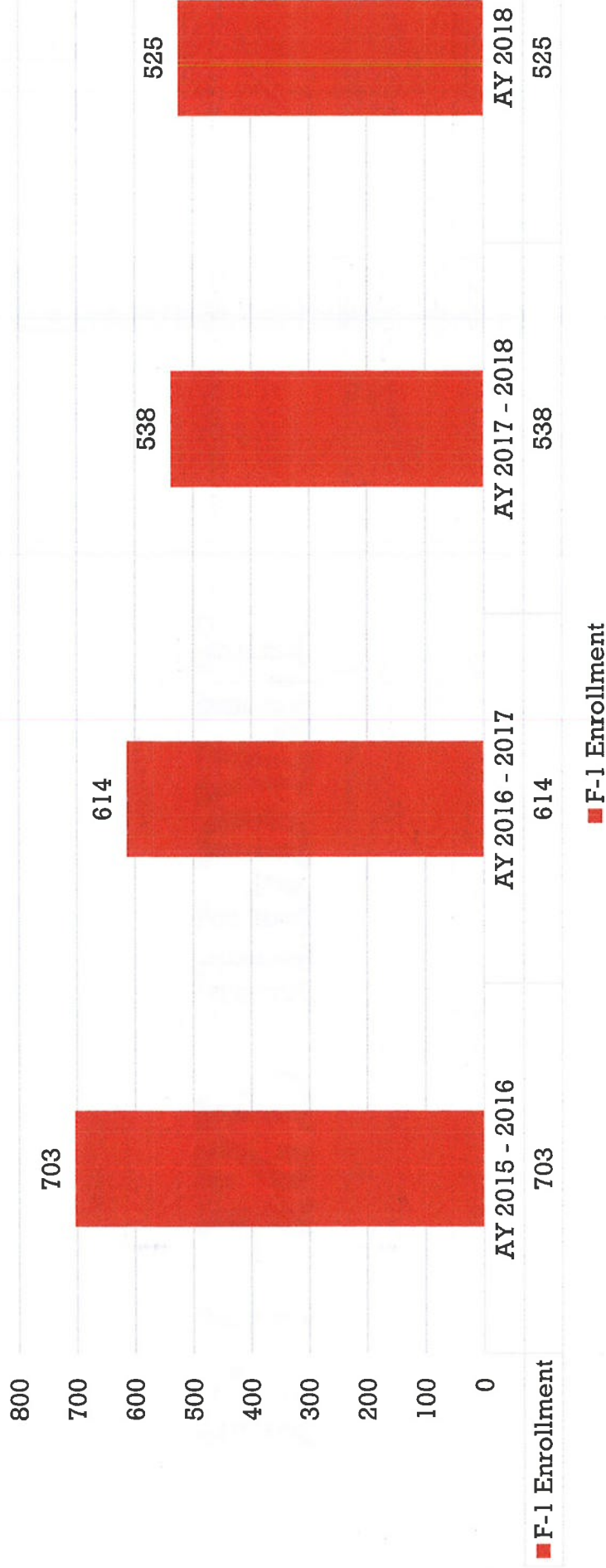
F-1 ISP UPDATE

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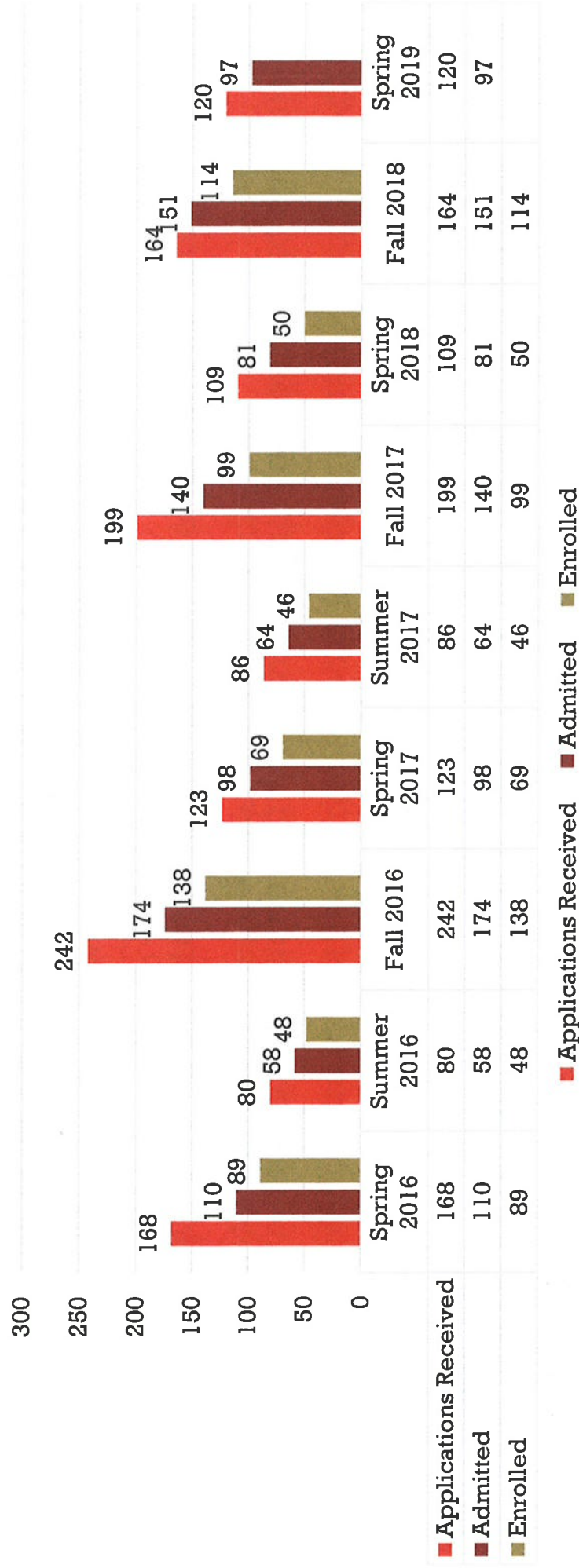
MT. SAC ENROLLMENT UPDATE

Mt. SAC F-1 Enrollment



ENROLLMENT UPDATE

Applications Received, Admitted, & Enrolled



2015 – 78% Yield Rate

2016 – 80% Yield Rate

2017 – 71% Yield

EFFORTS TO REDUCE MELT

- We have increased the number of DSOs from 2 to 3. DSOs now solely work on processing applications, student follow-up, F-1 visa maintenance and advising.
- Our new online application allows prospective students the opportunity to upload all supporting documents needed for the creation of an I-20. This means documents are now received faster, where as before all documents needed to be mailed in to Mt. SAC.
- DSOs are able to review applications and respond quickly to prospective students. Students with incomplete applications are emailed and called.
- Messaging from Mt. SAC (CCCApply) is now streamlined by condensing the number of emails students receive from 7 to 3.
- Students received personalized emails encouraging them to sign up for orientation, they receive updates about upcoming events, newsletters, etc.
- We have enhanced the materials we mail out to our students by creating customized folders, student welcome handbook, orientation guide, and Mt. SAC material.
- Reasons why students do not enroll into Mt. SAC. 1) Students are denied their visa. 2) Mt SAC is not there first school of choice. 3) Orientation start date is very early.

ADDITIONAL EFFORTS TO REDUCE MELT

- Spring 2018 – With assistance from Institutional Research, survey students that did not enroll into Mt. SAC and those that did not complete application as to why they did not attend our college or complete their application.
- Social Media – Through platforms such as College Week Live, WeChat, etc. we can better engage with parents and students to assist them through the application process, while acquainting them to the culture of Mt. SAC. This will also allow us to engage in webinars and informational tutorials.
- In Person Workshops – Continue engaging with students currently enrolled at language schools and high schools by hosting application workshops.
- Web Personalization – Continue customizing our web to target students.
- Continue to develop Internal Predictive Modeling, Peer Institutional Analysis, National Trend Analysis

PROJECT UPDATE

- **GSM Roadshow:** Domestic recruitment event yielded at least one student while making contact with seven agents from Thailand, Vietnam and Taiwan.
- **WeChat Platform:** Board Approved in Nov. Development of the WeChat platform will commence in 2019.
- **ELS Summer Pathway:** Board Approved in Nov. the use of classroom space for this program. However, ELS will not move forward with this project unless they are able to secure housing at Cal Poly Pomona.
- **Outreach & Recruitment Position:** HR identified the Program Specialist II as the position to use in order to hire for this role.
- **PayMyTuition:** Allows international students to pay in their home currency with the assurance that funds will arrive at Mt. SAC. Exchange rate fees are less than banks or other services. This project is being led by Admin Services and is still in a discovery phase. Next meeting to occur Jan. 7 with a presentation from PayMyTuition
- **GTEC** – Language Test offered in Japan. This is the preferred test over TOEFL and IELTS. SSSPAC has been reviewing this request since Nov. Decision to be made, TBD.

INTERNATIONAL RECRUITMENT OVERVIEW

- **Osaka, Japan Oct. 27, 2018**
 - Event, ELS/Benesse College Fair
- **Tokyo, Japan Oct. 28, 2018**
 - Event, ELS Benesse College Fair
- **Tokyo, Japan Oct. 29, 2018**
 - Event, Agent Workshop
- **Tokyo, Japan Oct. 30, 2018**
 - Event, Education USA Visit
- **Beijing, China Oct. 31, 2018**
 - Event, Agent Workshop
- **Zhengzhou, China. Nov. 1, 2018**
 - Agent Workshop
- **Chengdu, China. Nov. 2 – Nov. 3, 2018**
 - Event, Agent Workshop
- **Wuhan, China. Nov. 5, 2018**
 - Event, Agent Workshop
- **Shanghai, China. Nov. 6, 2018**
 - Event, Agent Workshop
- **Hangzhou, China. Nov. 7, 2018**
 - Event, Hailian Foreign Lang. School

OBJECTIVES

- Establish relationships with overseas agencies and students in effort to promote Mt. San Antonio College.
 - Japanese Agents
 - 17
 - Japanese Students Engaged
 - 175
 - Chinese Agents
 - 109
 - Chinese Students Engaged
 - 41

IMMEDIATE OUTCOMES

- Indig Agencies, Japan. Will bring 10 college students to Mt. SAC in Feb. Will meet with coach John Knott, observe a baseball practice and discuss Japanese sport culture.
- ELS Agency, China contacted Mt. SAC immediately after the agent to regarding sending a student to our campus in the spring.
- Collection of contacts for WeChat

INITIAL NEXT STEPS

- A final report of this recruitment trip will be submitted in January of 2019 to Dr. Audrey Yamagata--Noji

OUT OF STATE TUITION INCREASE

- 2017-18: Tuition Fee - \$234 per unit, Capital Outlay - \$30 per unit. Total = \$264
- 2018-19: Tuition Fee - \$258 per unit, Capital Outlay - \$30 per unit. Total = \$288
- With the exception of Rancho Santiago and San Bernardino, our current Non-Resident Tuition Rate of \$288 exceeds most other community colleges. While our competition's Non-Resident Tuition rate, Chaffey (\$268), Citrus (\$269) and Rio Hondo (\$258) is less than ours.
- F-1 visa students are required to have international student insurance. The fee for insurance is \$692 per semester. This fee, paired with the current Non-Resident Tuition rate of \$288, plus additional enrollment fees and other misc. fees that F-1's are required to pay makes Mt. San Antonio College prohibitively expensive. Further tuition increases will have an impact on our F-1 students and possible enrollment.



Education in Japan: An Overview

- To foster global competitiveness among the next generation of Japanese leaders, Prime Minister Abe wants to double the number of Japanese students studying abroad by the year 2020. More specifically, MEXT has set a goal to send abroad 120,000 Japanese university students and 60,000 Japanese high school students by 2020.
- The Japanese Ministry of Education, Culture, Sports, Science and Technology (known in Japan as "MEXT") has launched several initiatives for supporting study abroad:
 - ✧ **"Top Global University/Super Global University"**: Starting in 2014 and continuing through 2023, MEXT is providing financial support to 37 "Super Global Universities" to help those schools internationalize. For the full list of schools, see: http://www.jsps.go.jp/j-sgu/data/shinsa/h26/squ_renraku.pdf
 - ✧ Starting in 2014, MEXT designated **"Super Global High Schools"** to implement curricula that will develop a new generation of Japanese students with the skills to compete in the global economy. Studying abroad is a core element of many programs. For the full list of schools, see: <http://www.sghec.jp/en>
 - ✧ **"TOBITATE! Young Ambassador Program"** is a public-private partnership that provides scholarships for Japanese high school and university students studying abroad on non-degree programs.
<http://www.tobitate.mext.go.jp/about/english.html>
- Developing global citizens is also a high priority for local governments, many of which offer their own scholarships, including the Tokyo Metropolitan Board of Education. For a list of local government scholarships, see: http://ryugaku.jasso.go.jp/publication/pamphlet/#link_pamphlet_contents
- **English Language Education**: Starting from 2020, English education will be introduced as an official subject in primary school starting from the 5th grade. The Japanese government is also considering proposals to incorporate communicative English tests into university entrance exams. These policies may lead to increased demand for English programs, especially in advance of the 2020 Olympic Games.
- **TeamUp**: The TeamUp campaign is an initiative funded by the U.S. Embassy in Tokyo to increase student mobility by promoting strategic partnerships between U.S. and Japanese colleges and universities. The TeamUp RoadMap is a web-based, step-by-step guide for creating partnerships, and also has a matchmaking function. <http://teamup-usjapan.org>
- **A Broader View**: U.S. Embassy Tokyo launched this series of short, high-quality video interviews with Japanese role models, including Prime Minister Shinzo Abe, who studied and lived in the United States.
<https://americancenterjapan.com/abroaderview>
- Japanese university degree courses offered in English:
https://www.jasso.go.jp/sp/ryugaku/study_j/search/daigakukensaku.html#no7

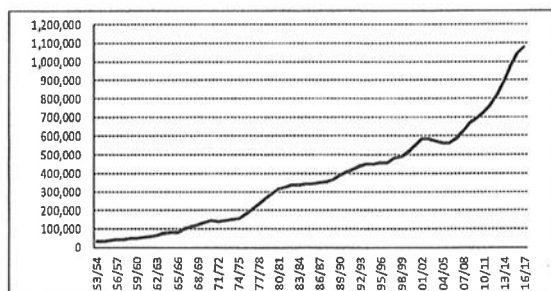
INTERNATIONAL STUDENTS IN THE U.S.

NEW INTERNATIONAL STUDENT ENROLLMENT

2011/12	228,467	New international student
2012/13	250,920	enrollment — students
2013/14	270,128	enrolling for the first time
2014/15	293,766	at a U.S. institution in
2015/16	300,743	fall 2016 — decreased by 3.3%
2016/17	290,836	over the previous year.

INTERNATIONAL STUDENT TRENDS

In 2016/17, the number of international students in the U.S. increased by 3.4% to 1,078,822 students.



	Total Int'l students	% change	U.S. higher education total*	% Int'l
2005/06	564,766	-0.1	17,487,000	3.2
2006/07	582,984	3.2	17,672,000	3.3
2007/08	623,805	7.0	18,248,000	3.4
2008/09	671,616	7.7	19,103,000	3.5
2009/10	690,923	2.9	20,428,000	3.4
2010/11	723,277	4.7	20,550,000	3.5
2011/12	764,495	5.7	20,625,000	3.7
2012/13	819,644	7.2	21,253,000	3.9
2013/14	886,052	8.1	21,216,000	4.2
2014/15	974,926	10.0	20,300,000	4.8
2015/16	1,043,839	7.1	20,264,000	5.2
2016/17	1,078,822	3.4	20,185,000	5.3

*Data from the National Center of Education Statistics

TOP U.S. STATES HOSTING INTERNATIONAL STUDENTS

	2015/16	2016/17	% change
1 California	149,328	156,879	5.1
2 New York	114,316	118,424	3.6
3 Texas	82,184	85,116	3.6
4 Massachusetts	59,436	62,926	5.9
5 Illinois	50,327	52,225	3.8
6 Pennsylvania	48,453	51,129	5.5
7 Florida	43,462	45,718	5.2
8 Ohio	37,752	38,680	2.5
9 Michigan	33,848	34,296	1.3
10 Indiana	29,219	30,600	4.7

The Institute of International Education (IIE) has conducted an annual census of international students in the U.S. since its founding in 1919. Known as the Open Doors Report since 1954, and supported by the Bureau of Educational and Cultural Affairs of the U.S. Department of State since 1972, the report provides detailed data on student flows into and out of the U.S. Visit us online at: <http://www.iie.org/opendoors>.

Note: Percent distribution may not total 100.0 due to rounding

TOP PLACES OF ORIGIN OF INTERNATIONAL STUDENTS

	2015/16	2016/17	% of total	% change
World TOTAL	1,043,839	1,078,822	100.0	3.4
1 China	328,547	350,755	32.5	6.8
2 India	165,918	186,267	17.3	12.3
3 South Korea	61,007	58,663	5.4	-3.8
4 Saudi Arabia	61,287	52,611	4.9	-14.2
5 Canada	26,973	27,065	2.5	0.3
6 Vietnam	21,403	22,438	2.1	4.8
7 Taiwan	21,127	21,516	2.0	1.8
8 Japan	19,060	18,780	1.7	-1.5
9 Mexico	16,733	16,835	1.6	0.6
10 Brazil	19,370	13,089	1.2	-32.4
11 Iran	12,269	12,643	1.2	3.0
12 Nigeria	10,674	11,710	1.1	9.7
13 Nepal	9,662	11,607	1.1	20.1
14 United Kingdom	11,599	11,489	1.1	-0.9
15 Turkey	10,691	10,586	1.0	-1.0
16 Germany	10,145	10,169	0.9	0.2
17 Kuwait	9,772	9,825	0.9	0.5
18 France	8,764	8,814	0.8	0.6
19 Indonesia	8,727	8,776	0.8	0.6
20 Venezuela	8,267	8,540	0.8	3.3
21 Malaysia	7,834	8,247	0.8	5.3
22 Colombia	7,815	7,982	0.7	2.1
23 Hong Kong	7,923	7,547	0.7	-4.7
24 Spain	6,640	7,164	0.7	7.9
25 Bangladesh	6,513	7,143	0.7	9.7

TOP U.S. INSTITUTIONS HOSTING INTERNATIONAL STUDENTS, 2016/17

	Institution	City	State	2016/17
1	New York University	New York	NY	17,326
2	University of Southern California	Los Angeles	CA	14,327
3	Columbia University	New York	NY	14,096
4	Northeastern University - Boston	Boston	MA	13,201
5	Arizona State University - Tempe	Tempe	AZ	13,164
6	University of Illinois - Urbana-Champaign	Champaign	IL	12,454
7	University of California - Los Angeles	Los Angeles	CA	12,199
8	Purdue University - West Lafayette	West Lafayette	IN	11,288
9	University of Texas - Dallas	Richardson	TX	9,305
10	Penn State University - University Park	University Park	PA	9,134
11	University of California - San Diego	La Jolla	CA	9,065
12	Boston University	Boston	MA	8,992
13	University of Michigan - Ann Arbor	Ann Arbor	MI	8,163
14	University of Washington	Seattle	WA	8,019
15	University of California - Berkeley	Berkeley	CA	8,000
16	Michigan State University	East Lansing	MI	7,779
17	Ohio State University - Columbus	Columbus	OH	7,684
18	Carnegie Mellon University	Pittsburgh	PA	7,653
19	Indiana University - Bloomington	Bloomington	IN	7,502
20	University of Texas - Arlington	Arlington	TX	7,277

ACADEMIC LEVEL TRENDS OF INTERNATIONAL STUDENTS

	Under-graduate	% change	Graduate	% change	Non-degree	% change	OPT	% change
2012/13	339,993	9.9	311,204	3.6	73,528	5.7	94,919	11.5
2013/14	370,724	9.0	329,854	6.0	79,477	8.1	105,997	11.7
2014/15	398,824	7.6	362,228	9.8	93,587	17.8	120,287	13.5
2015/16	427,313	7.1	383,935	6.0	85,093	-9.1	147,498	22.6
2016/17	439,019	2.7	391,124	1.9	72,984	-14.2	175,695	19.1

