

The background of the slide is a photograph of the Mt. SAC campus at dusk or dawn. In the foreground, there are green fields and some buildings. In the background, a range of mountains with snow-capped peaks is visible under a clear sky. The entire image has a semi-transparent white overlay in the center where the text is placed.

President's Cabinet Quarterly Report: International Student Program

Dr. George Bradshaw, Dean, Enrollment Management

Dr. Chris Dickson, Director, International Students

Patricia Montoya, Assistant Director, Admissions and Records

February 1, 2022

Open Doors

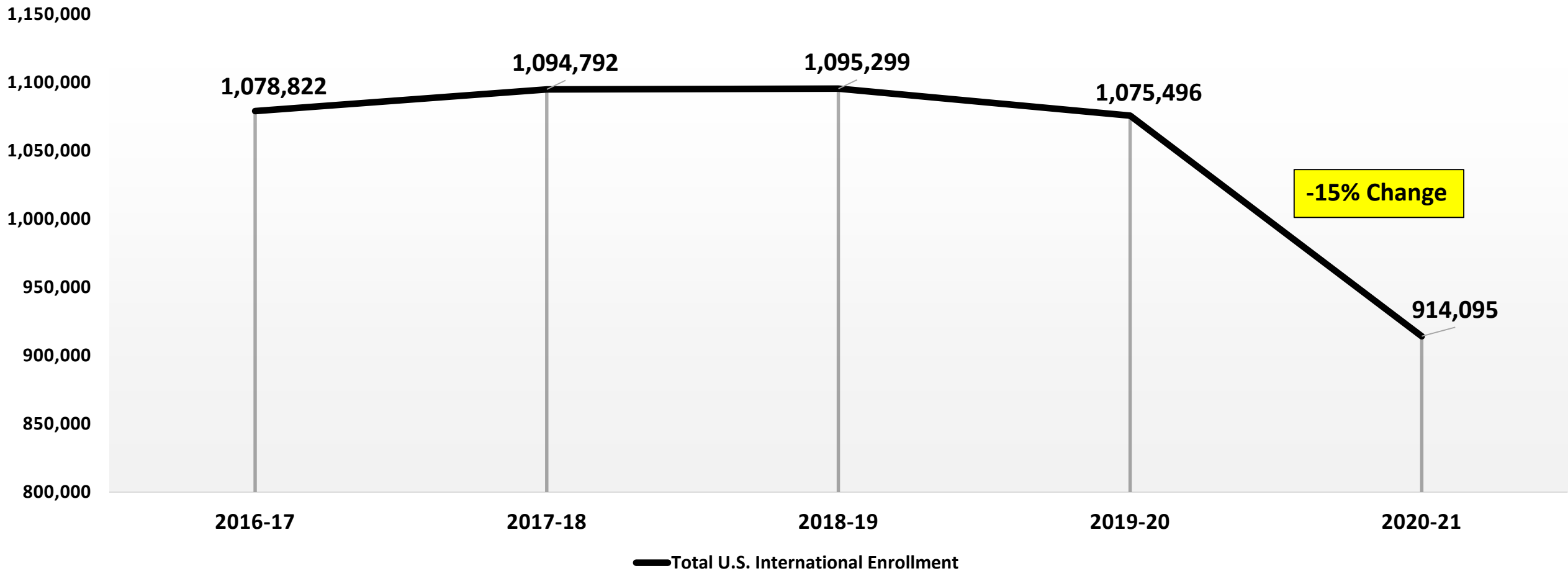
- Open Doors is an annual report of international students studying in the U.S. and abroad conducted by the Institute of International Education (IIE)
- The report is published every mid-November during International Education Week
- Once published, the report provides a broad landscape of international education in the US

opendoors®



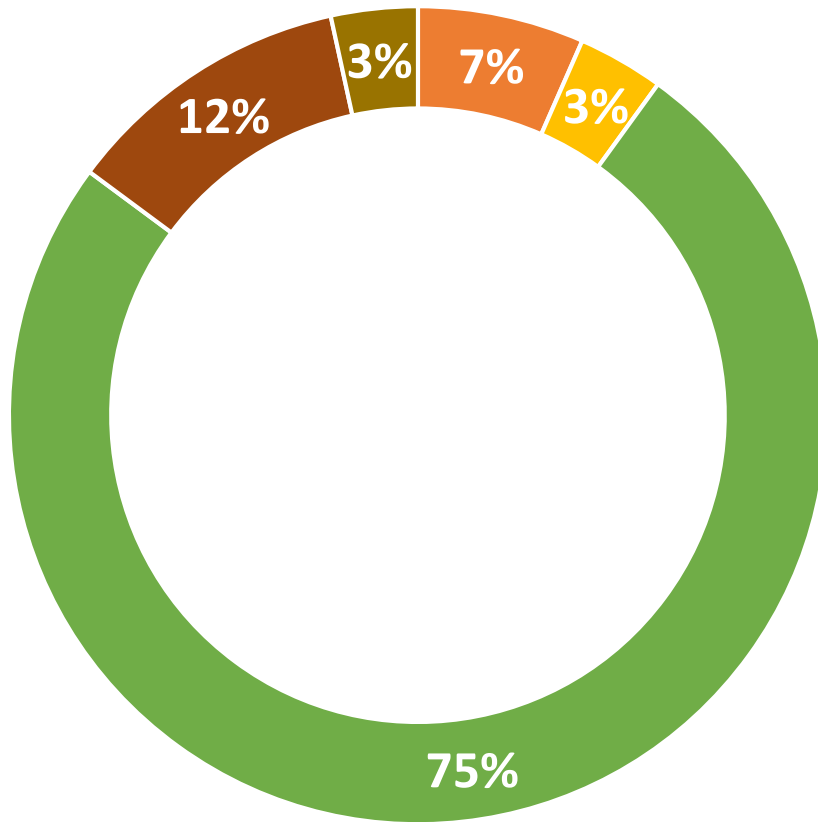
Open Doors Report 2021 (IIE)

Total U.S. International Student Enrollment



Open Doors (Cont.)

2020-21 U.S. International Enrollment by Institution Type



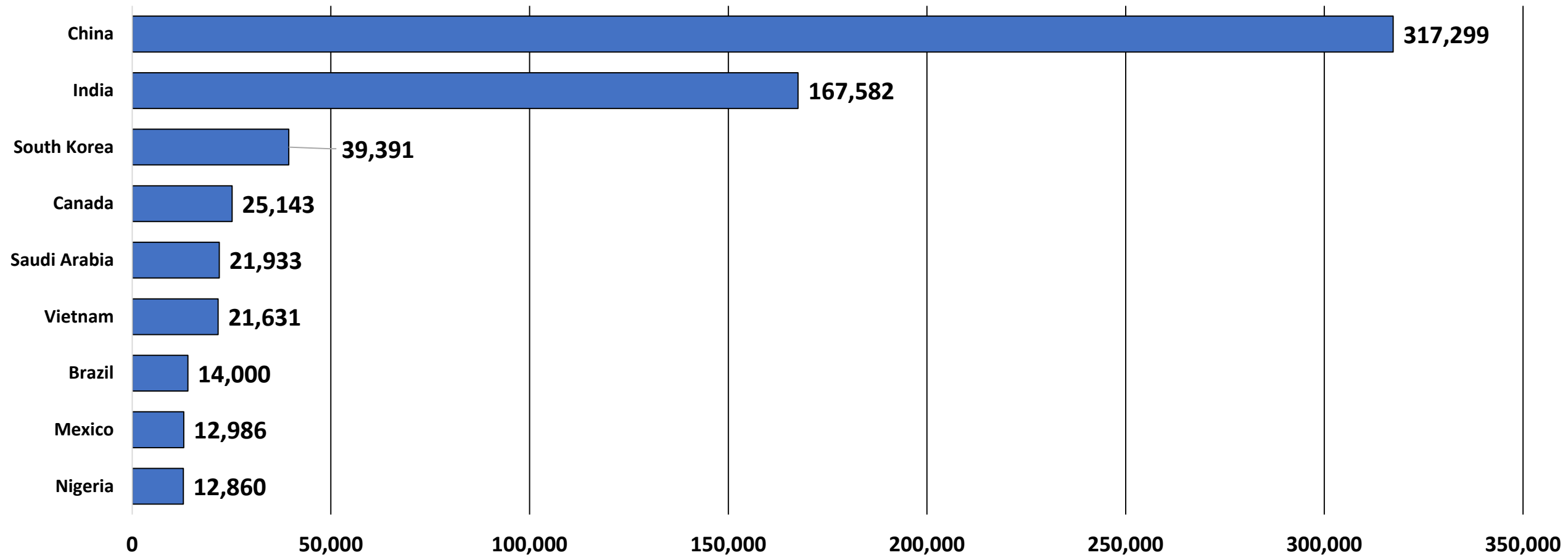
Institution Type*	2020-21 Total	% Change
All	914,095	-15.0
Doctorate-Granting	687,031	-12.6
Baccalaureate	31,125	-13.9
Special Focus	31,316	-16.6
Master's	104,453	-23.3
Associate	60,170	-24.0

*Based on the Carnegie Classification System.

Associate Baccalaureate Doctorate-Granting Master's Special Focus

Open Doors (Cont.)

2020-21 U.S. International Enrollment by Country (Top 10)



STUDENT EXCHANGE VISITOR PROGRAM (SEVP) UPDATES

- **March 2020 COVID-19 policy guidance still in effect through AY 2021-22:**
 - Continuing students may count online/hybrid courses towards full course of study
 - Continuing students may take all online courses from abroad while maintaining F-1
 - New or Initial F-1 students not enrolled as of March 9, 2020 are not permitted to have all online courses
 - AY 2022-23 policy guidance is to be determined by late spring 2022
- SEVP Field Representative met with the ISP on January 20, 2022
- **Mt. SAC SEVP Recertification approved through November 26, 2023!**

DEPARTMENT OF STATE

- Embassies/consulates struggling with visa interview backlog
- Scaling back the “intent to depart” policy to make the visa process more reasonable and equitable for student applicants
- Visa interview waivers for citizens of countries part of the Visa Waiver Program

LewerMark Student Insurance

- New F-1 student health insurance vendor as of Summer/Fall 2021
- Completed first payment to LewerMark
 - **246** students were invoiced for Fall 2021
 - **10** students were granted insurance waivers
 - **7** were outside the U.S. | **3** had acceptable alternative insurance
- LewerMark continues to be very helpful, participatory, and cooperative
- Current term ends July 31, 2022

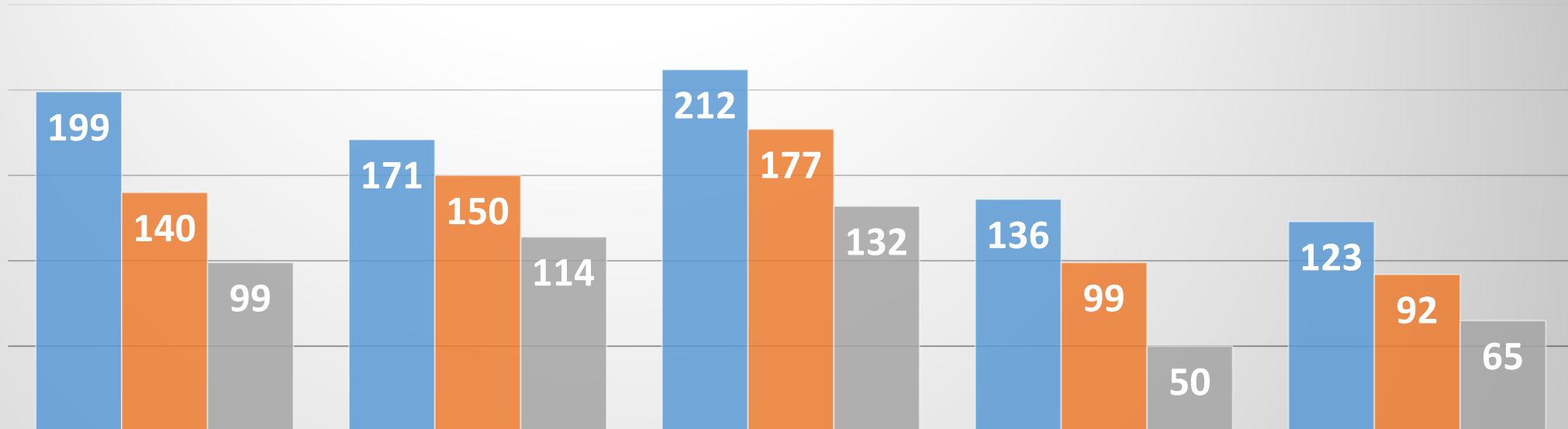
LewerMark: Scholastic Emergency Services (SES)

- SES is a service-arranger for students who have the LewerMark plan
 - Assist with emergency services:
 - Patient transport | Funeral arrangements and negotiation | Travel arrangements
- Huynh Thi Thuy An (10/14/1991 – 12/20/2021)
 - SES has been working on her case. Successfully returned to Vietnam.
 - On-Campus Memorial:
 - February 11, 2022 | 3:00 pm | Founder's Hall
- Continued efforts for student and staff wellness



FALL ENROLLMENT DATA

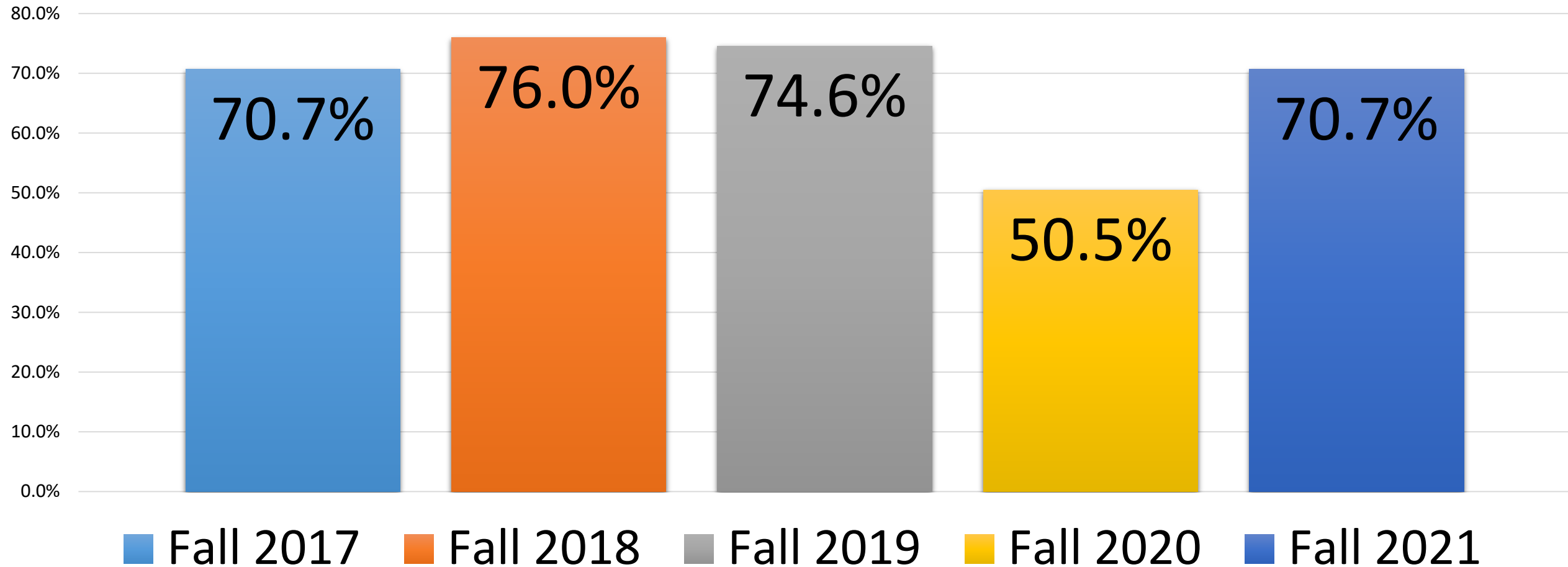
Applications Received, Admitted, & Enrolled



	Fall 2017	Fall 2018	Fall 2019	Fall 2020	Fall 2021
Applications Received	199	171	212	136	123
Admitted	140	150	177	99	92
Enrolled	99	114	132	50	65

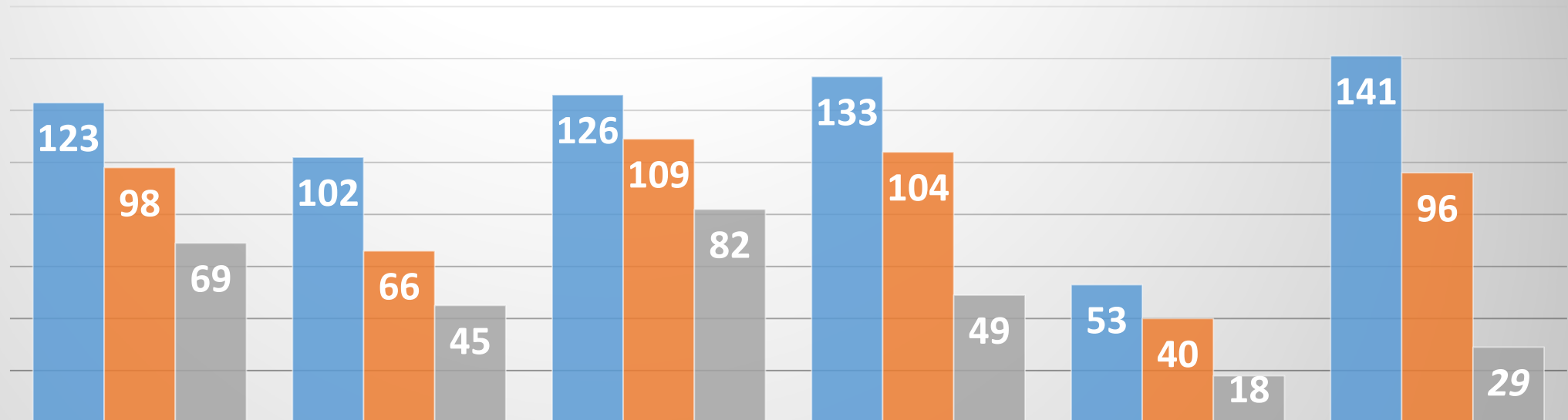
FALL ENROLLMENT DATA

Fall Admission Yield (%)



SPRING ENROLLMENT DATA

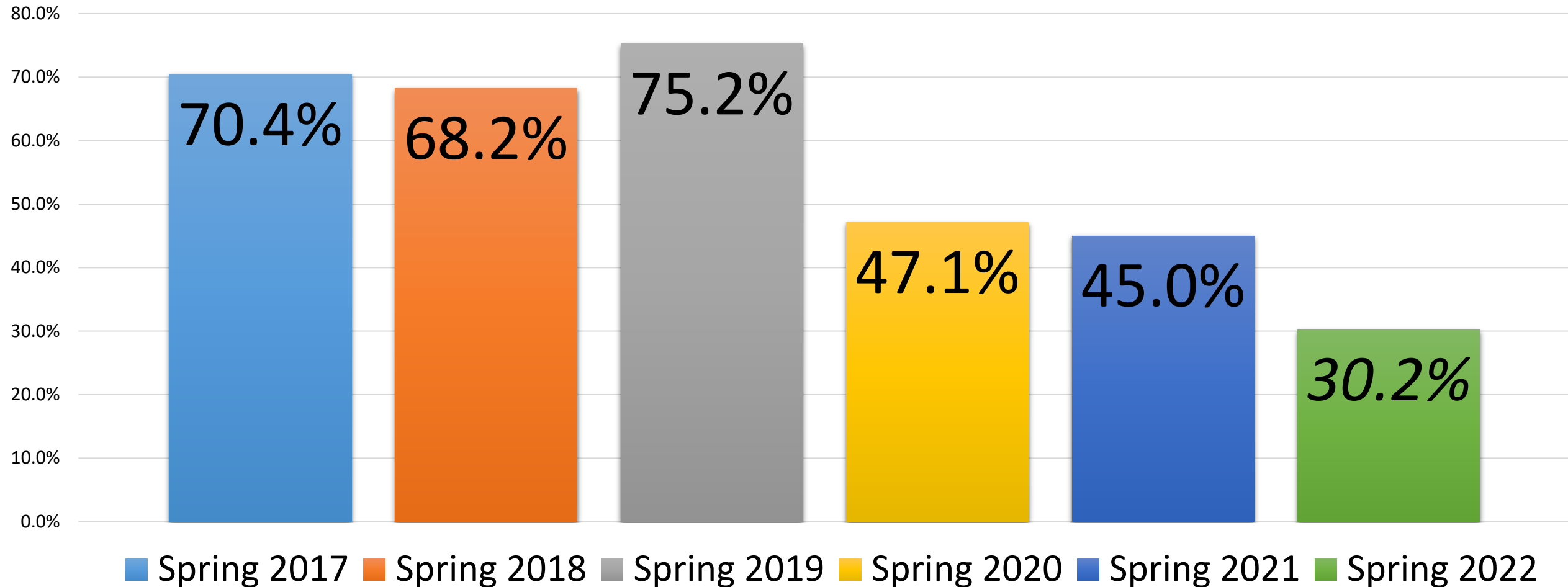
Applications Received, Admitted, & Enrolled



	Spring 2017	Spring 2018	Spring 2019	Spring 2020	Spring 2021	Spring 2022
Applications Received	123	102	126	133	53	141
Admitted	98	66	109	104	40	96
Enrolled	69	45	82	49	18	29

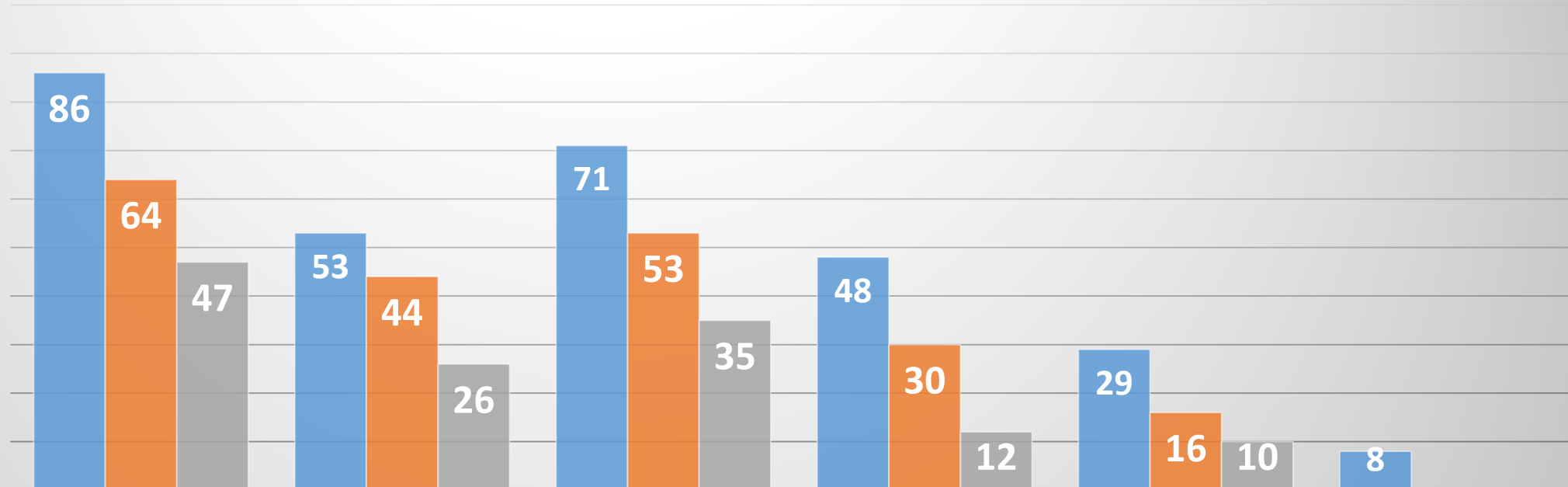
SPRING ENROLLMENT DATA

Spring Admission Yield (%)



SUMMER ENROLLMENT DATA

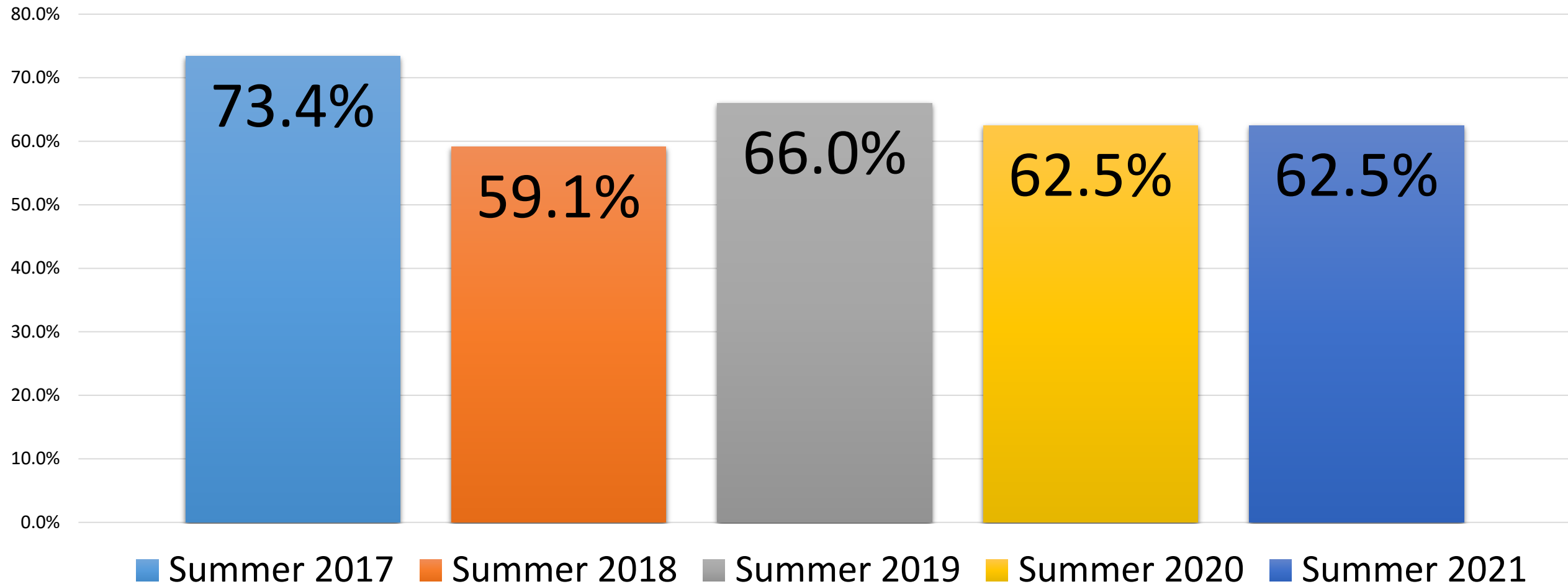
Applications Received, Admitted, & Enrolled



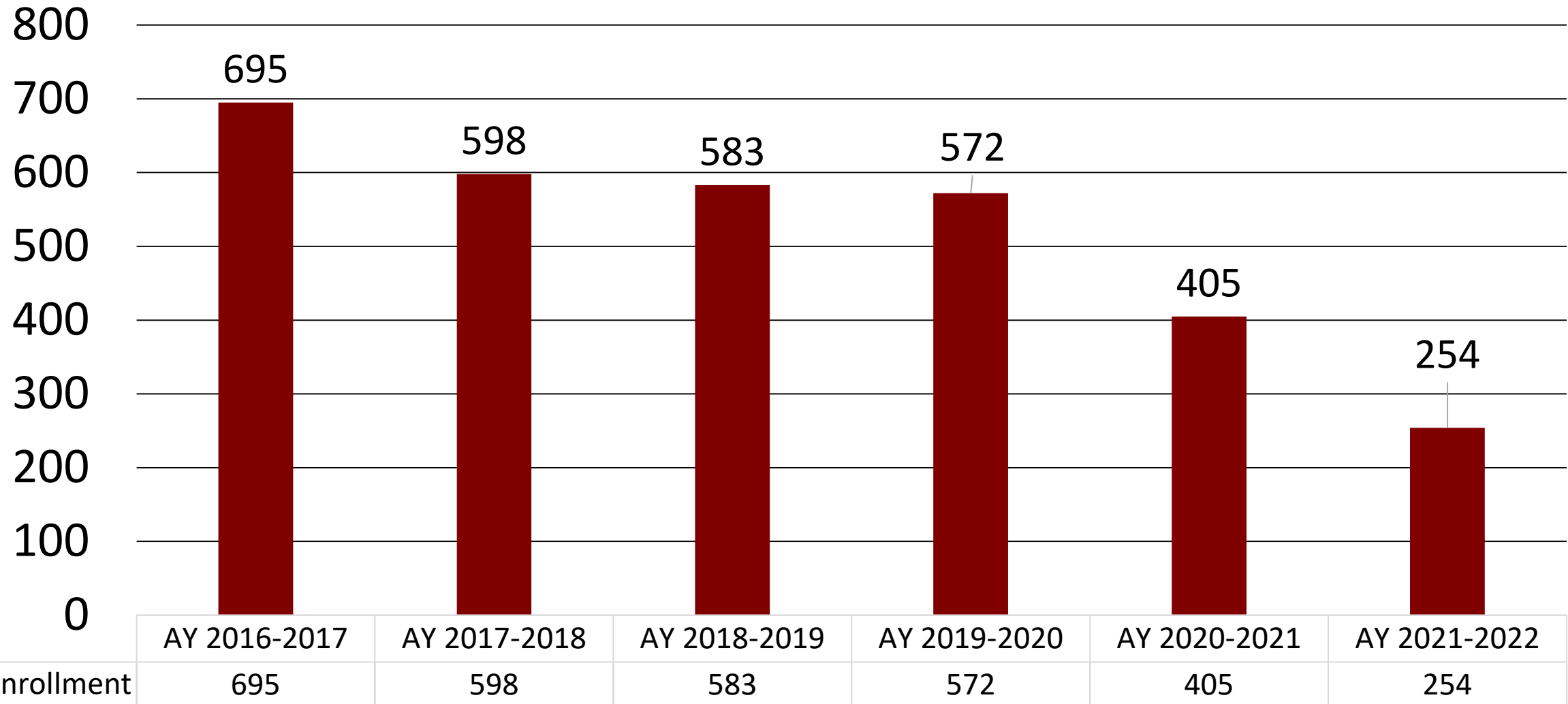
	Summer 2017	Summer 2018	Summer 2019	Summer 2020	Summer 2021	Summer 2022
Applications Received	86	53	71	48	29	8
Admitted	64	44	53	30	16	
Enrolled	47	26	35	12	10	

SUMMER ENROLLMENT DATA

Summer Admission Yield (%)



MT. SAC F-1 ENROLLMENT



NOTABLE INTERNATIONAL AND RECRUITMENT EVENTS: 2021-22

PROGRAM	LOCATION	DATE(S)	Status
USA College Day (EducationUSA)	Virtual Fair – Target UK	September 25, 2021	Completed
Hong Kong (US Commercial Services)	Virtual Education Fair	September 28, 2021	Completed
India (US Commercial Services)	Virtual Education Fair	September 29, 2021	Completed
NAFSA Region XII All-Region Summit	Virtual Conference	Oct. 4-22, 2021	Completed
LEAF Virtual Education Fair (Azerbaijan, Georgia, Kazakhstan, Turkey, Ukraine)	Virtual Education Fair	October 9, 2021	Completed
Ecuador University Fair	Virtual Education Fair	November 15, 2021	Completed
Student and Go Abroad Virtual Education Fair (Canada)	Virtual Education Fair	February 25-26, 2022	Upcoming
Mexico University Fair	Virtual Education Fair	March 4, 2022	Upcoming
Indonesia University Fair	Virtual Education Fair	March 6, 2022	Upcoming
Malaysia University Fair	Virtual Education Fair	March 16, 2022	Upcoming
VEF Global Online Student Recruitment Fair	Virtual Education Fair	March 18, 2022	Upcoming
NAFSA 2022 Annual Conference	Denver, CO	May 31 – Jun 3, 2022	Upcoming
Japan University Fair	Virtual Education Fair	April 10, 2022	Upcoming

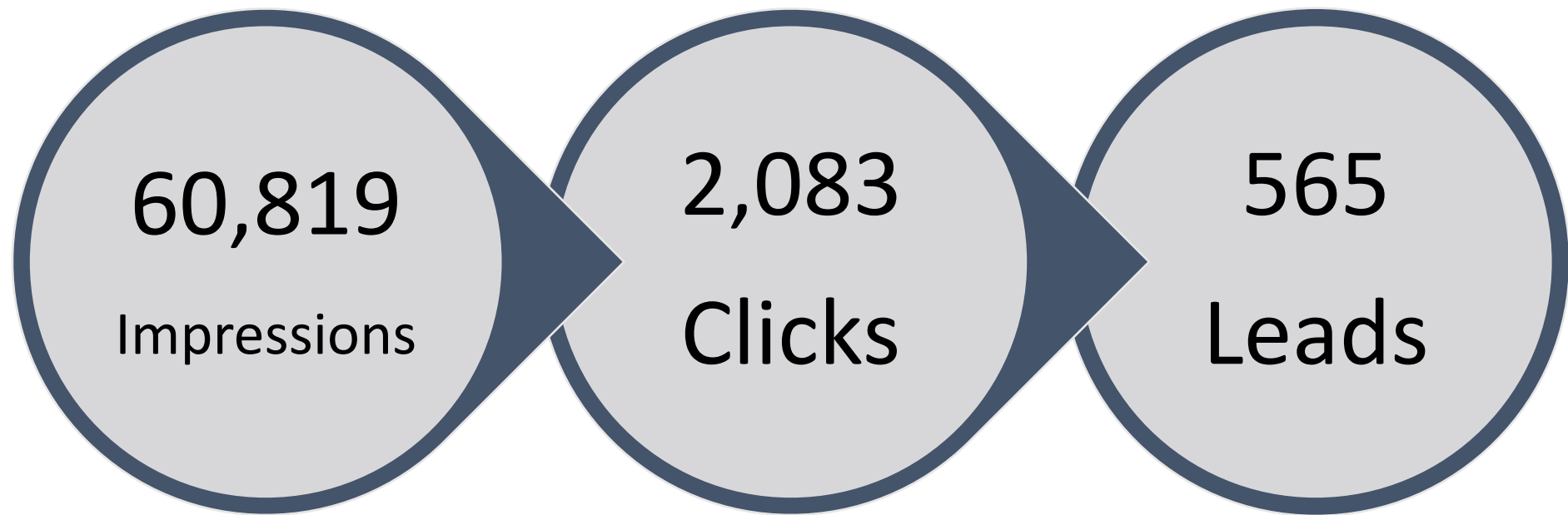
International Recruitment: Keystone Academic Solutions

- Keystone Academic Solutions (Keystone) is a digital recruiting service
 - Mt. SAC is promoted and detailed on over 400 websites around the world in over 30 languages
 - **Lead-Generation:** When students are interested in Mt. SAC, they are able to streamline communication with our International Admissions team
 - **SmartHub:** Platform that allows us to track communications, review metrics, and create and follow up with student leads
 - **Workflow:** Once a lead is generated, students receive automatic email notifications until they submit an application.
 - **Connections:** Prospective students, via Workflow, can request a phone, video, or chat session with our International Admissions Team

International Recruitment: Keystone Academic Solutions

- New subscription purchased for 2022 (Year 2)
 - Keystone Recruit package added for 2022 – Team of people dedicated to creating new leads per month and following up with leads until application submission
- Subscription Cost
 - Marketing Plan: \$9,420/yr (\$785/mo)
 - Keystone Recruit Package: \$7,188/yr (\$599/mo)
 - Total: \$16,608/yr

Keystone Academic Solutions: Leads Data, Aug-Dec 2021



Keystone Academic Solutions: Application and Connections Data

Fall 2021	Spring 2022
17: Applications Received	22: Applications Received
6: Accepted Students	13: Accepted Students
5: Enrolled for Fall 2021	2: Enrolled for Spring 2022 (as of Jan. 24, 2022)

Connections (via Calendly): July 2021 – September 2021
18 – Zoom
19 - WhatsApp
2 - Phone

Other Recruitment Updates

- **Global Student Mobility (GSM):**
 - GSM is a master agency that serves as a conduit between the ISP and international agents around the world.
 - We are finalizing an agreement to enter year two. This agreement only requires Mt. SAC to pay a commission when a student completes their first and second semesters
- **Individual Agents and Agencies:**
 - ELS opted out and is no longer pursuing any agreement
 - We are establishing an agency vetting process to establish relationships with reputable agencies

Other Recruitment Updates

- **MOUs with English Language Schools:**
 - These are non-compensatory agreements between Mt. SAC and English language schools
 - Agreement allows students at a language school to pass a certain level of ESL and have their Mt. SAC English proficiency requirement waived
 - Mt. SAC and the English language school will provide information about each other's program to prospective students and exchange promotional materials
 - Mt. SAC will be able to conduct recruitment events at the language school
 - This is a common practice among international student programs across the U.S.

Other Recruitment Updates

- **Collaboration with High School Outreach:**
 - Reestablished communications between the ISP and HSO to prepare HSO for encounters with F-1 or F-2 students in the districts HSO serve and streamline communication
 - The ISP provided HSO with materials to provide during their visits or communication
- **International Travel:**
 - International travel is still dubious (e.g. Canada recently cancelled their live fair and converted to virtual and Sweden is on the “do not travel” list by the Department of State)



Notable ISP Live Events: Fall 2021

Event	Student Attendance/Participation
Global Café (Cultural Awareness)	Brazil: 120 China: 111
Global Pals (Cultural Exchange)	4 Field Trips: 72 students
Explorer Series	3 Field Trips: 92 students
International Education Week	Fair: 140 students Friendsgiving: 19

HEERF III for F-1 International Students

- **257** eligible F-1 students received a \$1,000 disbursement in November 2021
- To assist with unexpected costs due to the pandemic
 - e.g. unexpected living expenses due to travel restrictions
- Discussions with Financial Aid regarding possible Spring 2022 disbursement are coming