

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 is visible, with the highest peaks covered in snow and illuminated by a warm, golden light. The sky is a mix of blue and orange.

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

May 3, 2022

Global News: Russia-Ukraine War: Impact on the ISP

- The United States imposed financial sanctions on Russia and Belarus
- Mt. SAC has zero students from the following countries:
 - Ukraine
 - Russia
 - Belarus
- On March 3, 2022, Homeland Security (DHS) announced an 18-month Temporary Protected Status designation for Ukrainian citizens in the U.S. as of March 1, 2022
 - Immediate off-campus employment eligibility | Stay of deportation

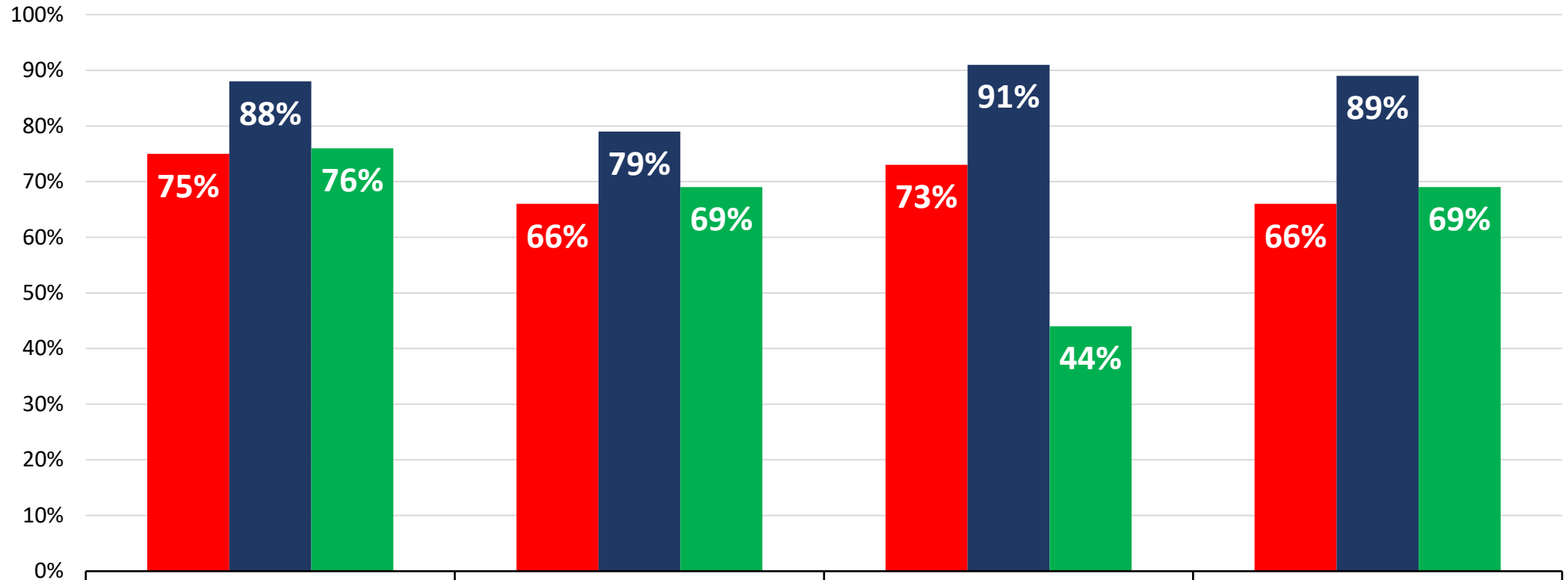
Global News: Student Decision-Making Changing, Says Agents

- Study by INTO University Partnerships and published in [The PIE News](#)
- A total of 1,126 agents from 79 countries were surveyed about the changes in students' and parents' decision-making process during the COVID-19 pandemic

Agent Responses	China/HK/Macau	East Asia	Eastern Europe & Central Asia	Middle East & Africa	South Asia	Latin America
Some aspect of studying abroad changed	78%	85%	82%	78%	72%	80%
Students/parents increasingly looking to be closer to home	52%	37%	40%	49%	17%	14%
More students/parents inquire about online courses	42%	37%	22%	49%	11%	14%
Students/parents increasingly looking for scholarships/bursaries	19%	82%	55%	77%	86%	74%

Global News: Student Decision-Making Changing, Says Agents

Agent Views on Host Countries' Handling of COVID-Related Issues



	Vaccine Roll-Out	Quarantine	Borders	Welcome & Safety
United States	75%	66%	73%	66%
United Kingdom	88%	79%	91%	89%
Australia	76%	69%	44%	69%

SEVIS by the Numbers (2021)

-1.2%

- Decrease in new international student enrollment

-16%

- Decrease in international students enrolled in K-12

-7.5

- Decrease in international student records from the Western region (largest of any region)

-13.6

- Decrease in students on Pre- and Post-Completion Optional Practical Training (education-related employment)

STUDENT EXCHANGE VISITOR PROGRAM (SEVP) UPDATES

- **March 2020 COVID-19 policy guidance continues through AY 2022-23:**
 - Policy guidance continuance announced April 18, 2022 by Immigration and Customs Enforcement (ICE)
 - Continuing students since Spring 2020 may count online/hybrid courses towards their full course of study
 - Continuing students since Spring 2020 may take all online courses from abroad while maintaining F-1 student status
 - New or Initial F-1 students not enrolled as of March 9, 2020 cannot have all online courses

DEPARTMENT OF STATE

- Embassies/consulates backlogs continue 😞
 - Our Designated School Officials (Intl. Admissions Team) reported having to defer attendance for many students who could not get timely visa appointments
 - A few students reported not having access to a WHO-verified vaccine to meet USA travel requirements
 - Fewer in-country transfer applicants

Citizenship and Immigration Services (USCIS) Updates

- Responsible for work authorization and change and reinstatement of status for F-1 international students
- New Premium Processing for Forms I-765 (employment) and I-539 (change of status/reinstatement)
 - 30-day processing period (normal processing period is 90 days):
 - Work authorization applications (I-765) -- \$1,500
 - Change/Reinstatement of Status -- \$1,750
 - Does not guarantee approval
 - Regular application fees and processing still available

LewerMark Student Insurance

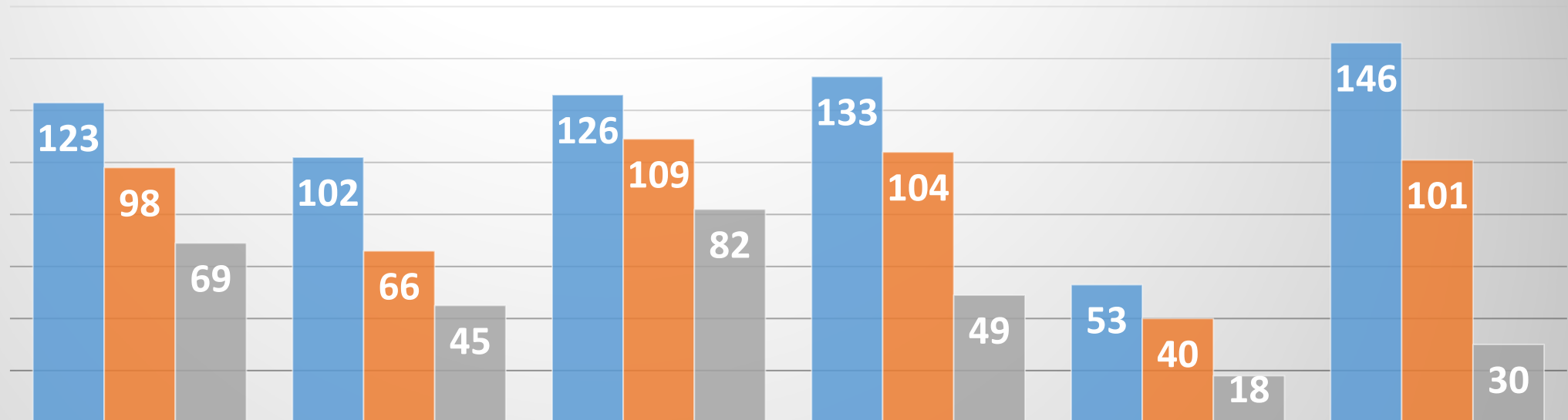
- F-1 student health insurance vendor as of Summer/Fall 2021
- LewerMark continues to be very helpful, participatory, and cooperative
- Current term ends July 31, 2022 – LewerMark will send new rates and renewal documents in April 2022

F-1 Student Health and Wellness

- Update: Huynh Thi Thuy An (10/14/1991 – 12/20/2021)
 - With the help of LowerMark/Student Emergency Services, An's family was reimbursed for charges they paid before LowerMark/SES intervened
- Additional wellness support for F-1 students
 - Dr. Diana Chou – Clinician and former Mt. SAC F-1 Student
 - 1:1 Appointments | Workshops | Open Chats

SPRING ENROLLMENT DATA

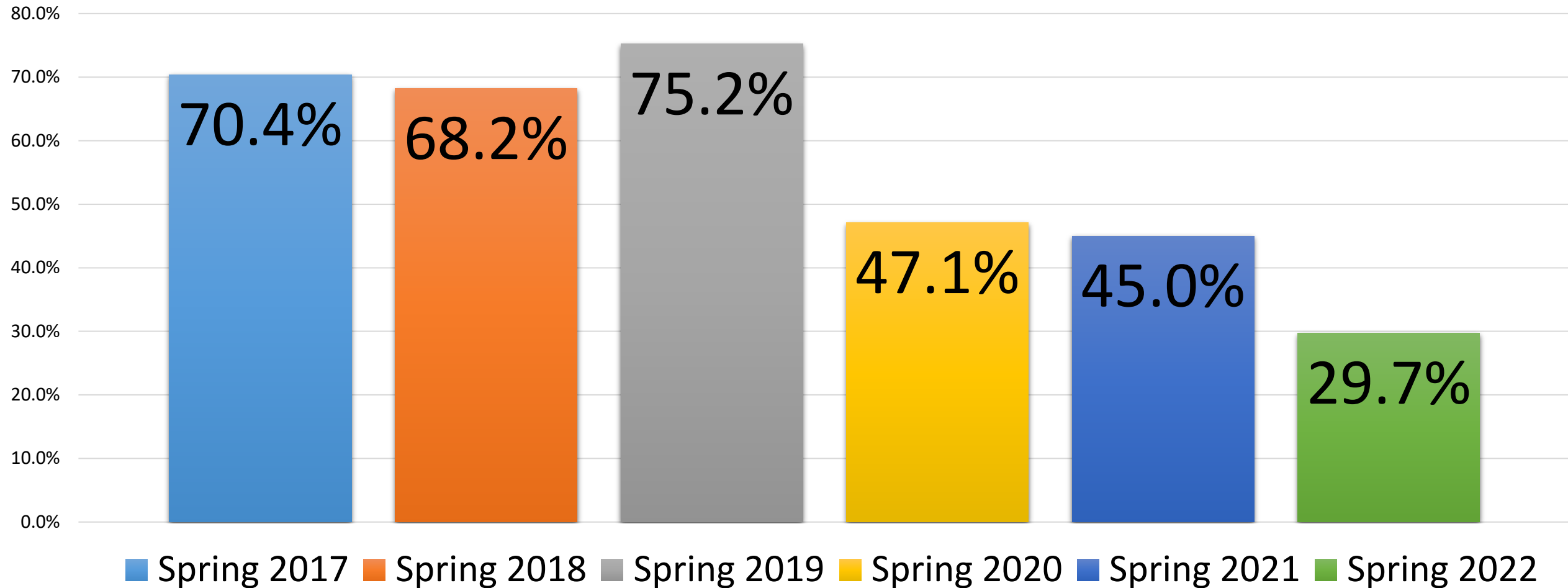
Applications Received, Admitted, & Enrolled



	Spring 2017	Spring 2018	Spring 2019	Spring 2020	Spring 2021	Spring 2022
Applications Received	123	102	126	133	53	146
Admitted	98	66	109	104	40	101
Enrolled	69	45	82	49	18	30

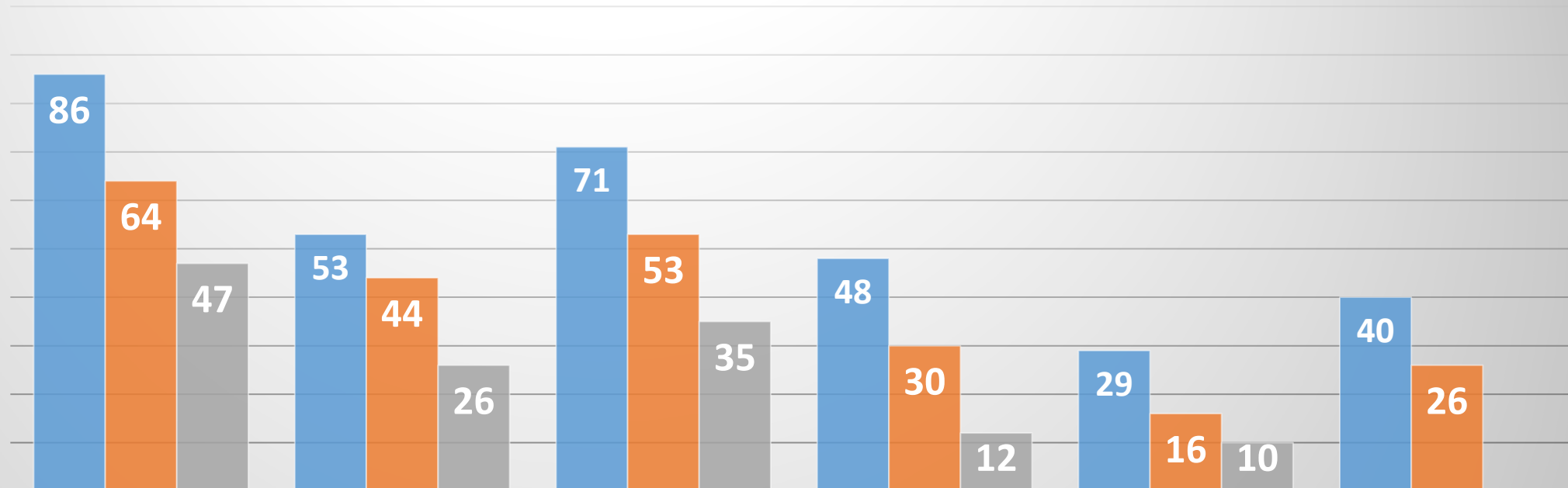
SPRING ENROLLMENT DATA

Spring Admission Yield (%)



SUMMER ENROLLMENT DATA

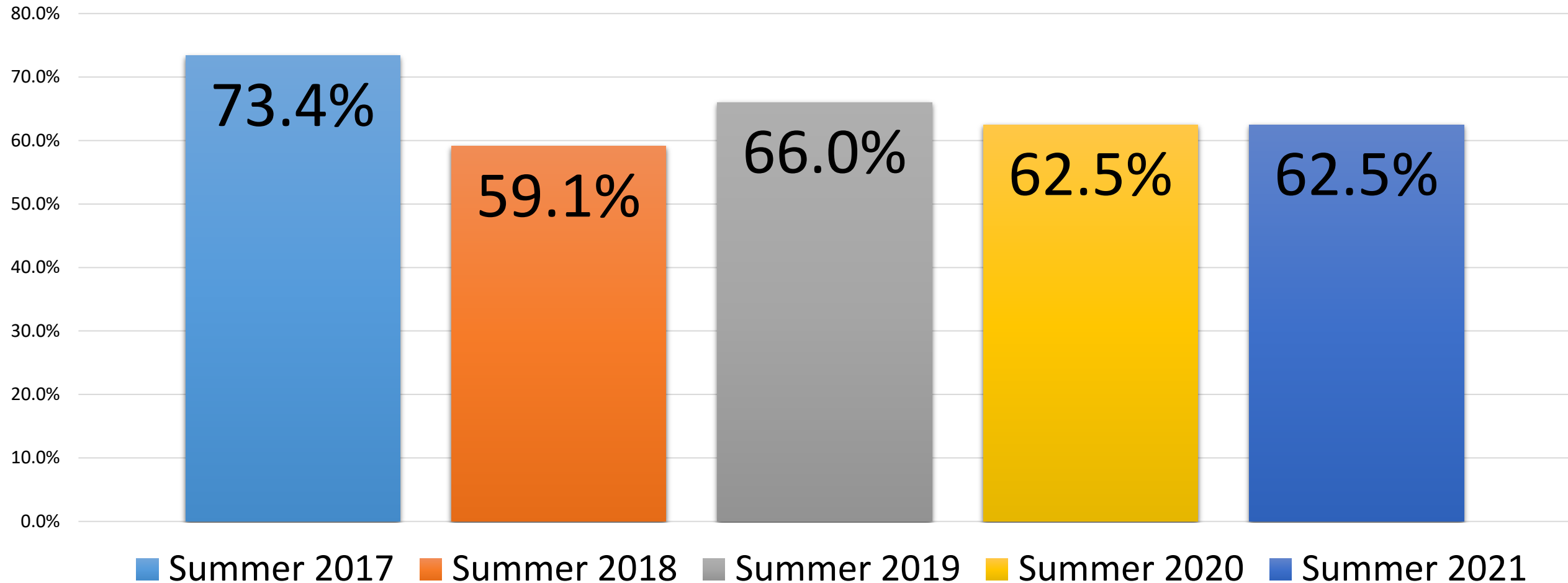
Applications Received, Admitted, & Enrolled



	Summer 2017	Summer 2018	Summer 2019	Summer 2020	Summer 2021	Summer 2022
Applications Received	86	53	71	48	29	40
Admitted	64	44	53	30	16	26
Enrolled	47	26	35	12	10	

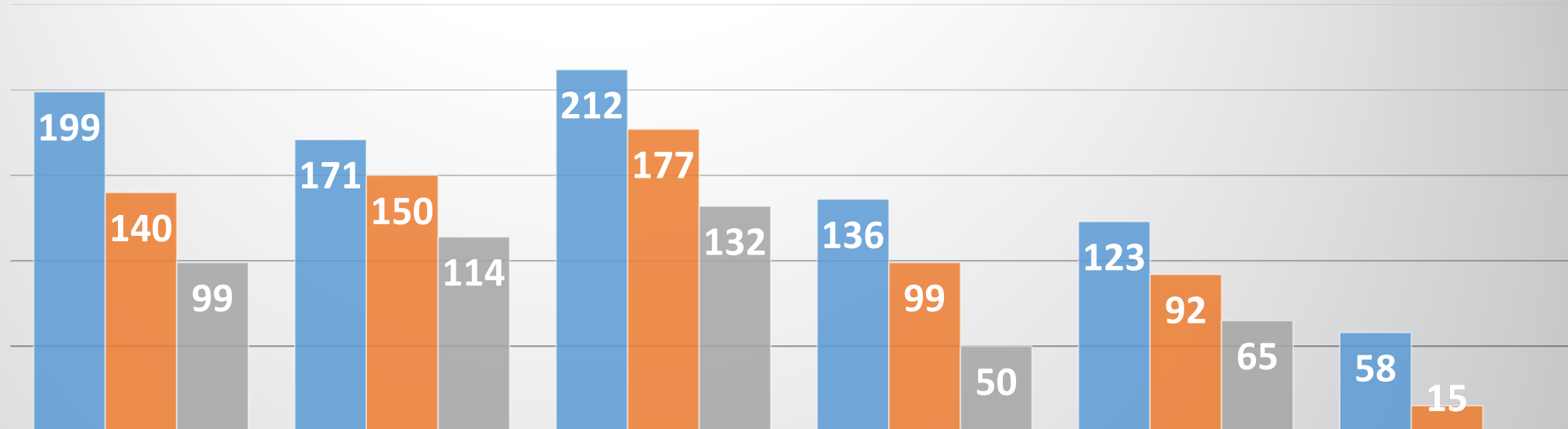
SUMMER ENROLLMENT DATA

Summer Admission Yield (%)



FALL ENROLLMENT DATA

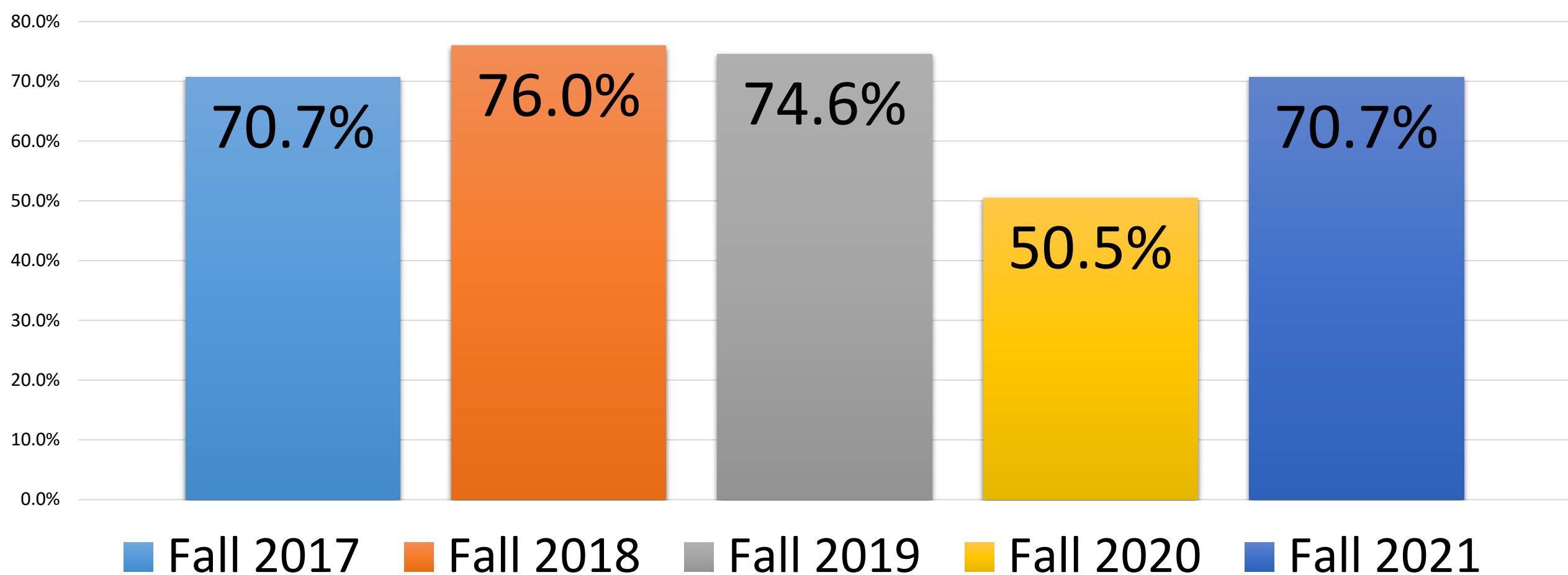
Applications Received, Admitted, & Enrolled



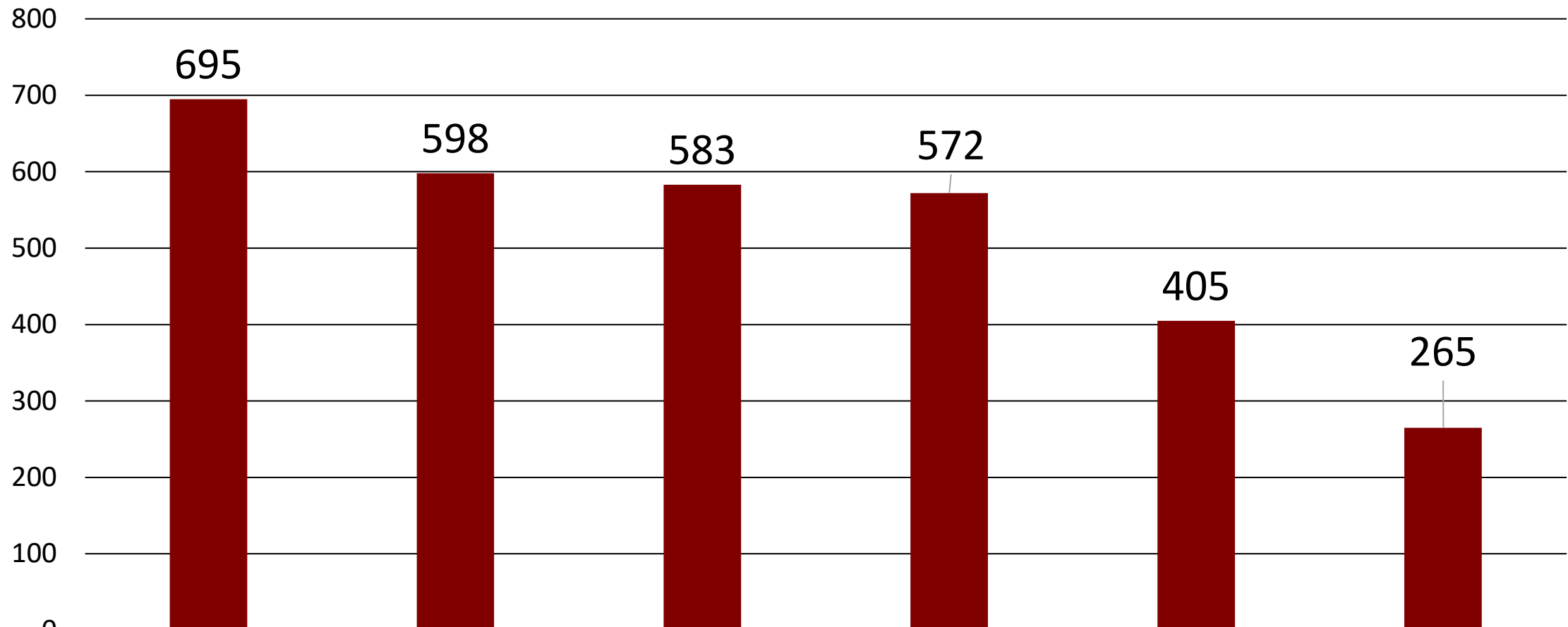
	Fall 2017	Fall 2018	Fall 2019	Fall 2020	Fall 2021	Fall 2022
Applications Received	199	171	212	136	123	58
Admitted	140	150	177	99	92	15
Enrolled	99	114	132	50	65	

FALL ENROLLMENT DATA

Fall Admission Yield (%)



TOTAL F-1 STUDENT ENROLLMENT



	AY 2016-2017	AY 2017-2018	AY 2018-2019	AY 2019-2020	AY 2020-2021	AY 2021-2022
■ F-1 Enrollment	695	598	583	572	405	265

NOTABLE INTERNATIONAL AND RECRUITMENT EVENTS: SPRING 2022

PROGRAM	LOCATION	DATE(S)	Status
Study and Go Abroad Virtual Education Fair (Canada)	Virtual Education Fair	February 25-26, 2022	Completed
Indonesia University Fair	Virtual Education Fair	March 6, 2022	Completed
Malaysia University Fair	Virtual Education Fair	March 16, 2022	Completed
VEF Global Online Student Recruitment Fair	Virtual Education Fair	March 18-19, 2022	Completed
Mexico University Fair	Virtual Education Fair	April 4, 2022	Completed
Scandinavia Universities Fair	Virtual Education Fair	April 6, 2022	Completed
Japan University Fair	Virtual Education Fair	April 10, 2022	Completed
Aegean (Greece-Turkey) University Fair	Virtual Education Fair	May 4, 2022	Upcoming
Study and Go Abroad Virtual Education Fair (Canada)	Virtual Education Fair	May 4, 2022	Upcoming
USA: A Study Destination Virtual Connection Program (Latin America)	Virtual Agent Fair	May 9-13, 2022	Upcoming
NAFSA 2022 Annual Conference	Denver, CO	May 31 – Jun 3, 2022	Upcoming

NAFSA: Association of International Educators

- Professional organization and global network of stakeholders interested in international education
- May 31 – June 3, 2022
- Denver, CO
- Mt. SAC Representatives
 - Patricia Montoya
 - Chris Dickson

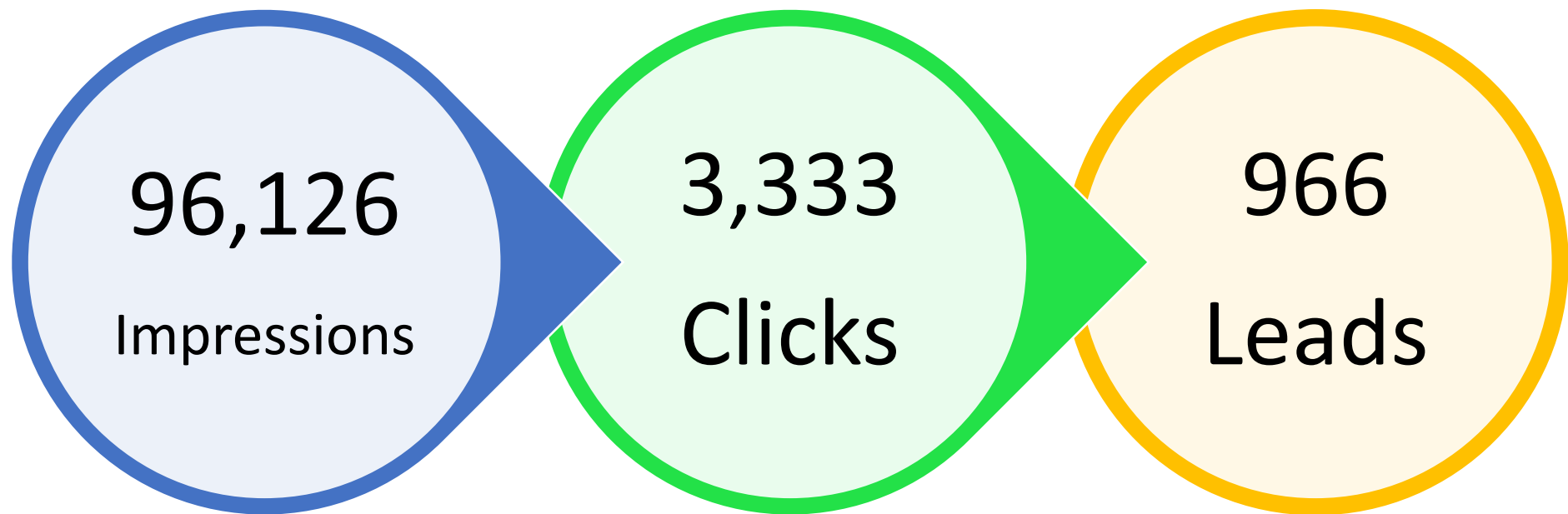


NAFSA 2022
ANNUAL CONFERENCE & EXPO
BUILDING OUR SUSTAINABLE FUTURE

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

Keystone Academic Solutions: Leads Data, Aug 2021 – Mar 2022



Keystone Academic Solutions: Application and Connections Data

Spring 2022	Summer 2022
22: Applications Received	5: Applications Received
13: Accepted Students	1: Accepted Students
5: Enrolled (4 Deferred to Sum/Fall 22)	

Connections (via Calendly): September 2021 – March 22

15 – Zoom

42 - WhatsApp

7 – Email

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. Primary service area is Vietnam and surrounding smaller-market countries.
 - Contract renewal looming for AY 2022-23
 - The ISP will seek other master agencies that work in different markets
- **Individual Agents and Agencies:**
 - Pursuing individual agents as an option. Working with Fiscal Services to determine if we are able to pay foreign entities via wire transfers

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
 - Agreement with American English College is in development; other schools to follow
- **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
 - In the process of translating HSO documents into Mandarin and Spanish

Other Recruitment Updates

- **Virtual Recruitment Fairs and Events**
 - Nine (9) recruitment fairs for Spring 2022
 - Another source of lead-generation
- **International Travel and Recruitment:**
 - International travel appears to be reviving. Live international recruitment events are being announced beginning Fall 2022



Notable ISP Events: Spring 2022

Event	Dates/Information
Lunar New Year Celebration	180 participants February 1, 2022
Global Café (Cultural Awareness)	Egypt: April 21 Indonesia: May 21
Global Pals (Cultural Exchange)	4 Field Trips & 2 On-Campus Events
Explorer Series	4 Field Trips (1 w/Pride Center)
UCLA Campus Tour	April 15, 2022
International Student Program Recognition Ceremony	May 20, 2022 4:30 pm
Grad Fest	May 21, 2022
Workshops (Employment, Health Insurance, etc.)	Average: Once a week
Summer New Student Orientation	May 12, 2022
Summer Institute	July 18 – August 5, 2022