

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 trees. In the middle ground, there are several buildings and parking lots, some of which are lit up. In the background, there are large, rugged mountains with some snow or light-colored rock. The sky is a mix of blue and orange, suggesting the time is either early morning or late evening.

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

August 2, 2022

Recap: NAFSA: Association of International Educators

- May 31 – June 3, 2022 in Denver, CO
- Notable Highlights
 - First live conference since 2019
 - Countrywide and worldwide struggle and recovery
 - China embassy/consulate closures due to COVID-19
 - Growing interest in community colleges in India
 - COVID-19 Consular Aftermath
 - OPT Red Flags
 - Networking:
 - English proficiency test providers
 - J.F. Oberlin University
 - “Lift as We Climb...”



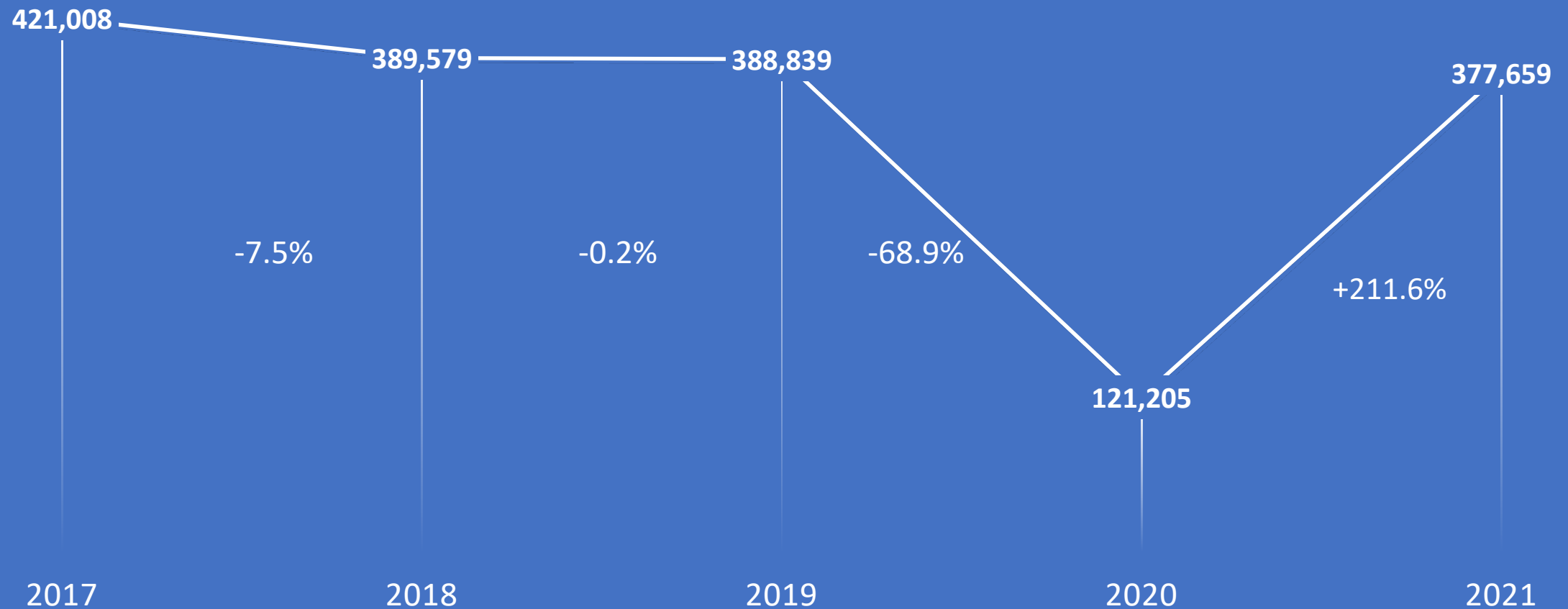
NAFSA 2022
ANNUAL CONFERENCE & EXPO
BUILDING OUR SUSTAINABLE FUTURE

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

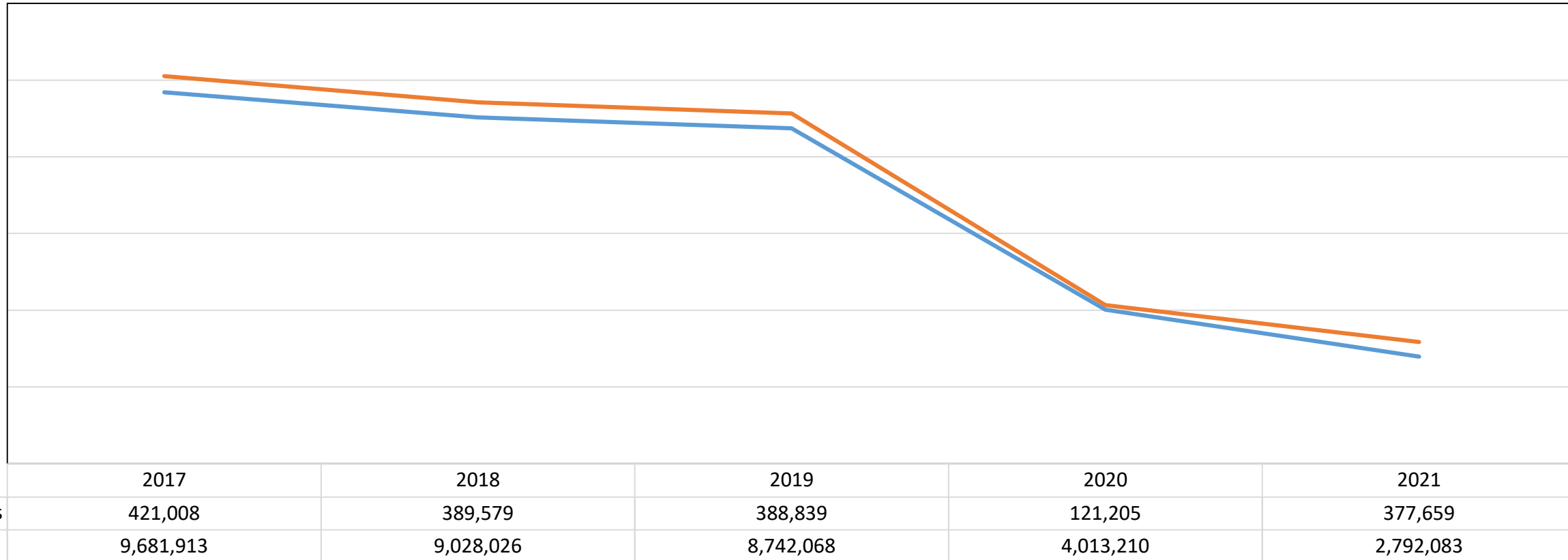
Department of State Updates

F-1 VISAS ISSUED BY YEAR, 2017-2021



DEPARTMENT OF STATE UPDATES

Visa Issuance Trends: F-1 Visas vs. All Visas



— All Visas — F-1 Visas

Citizenship and Immigration Services (USCIS) Updates

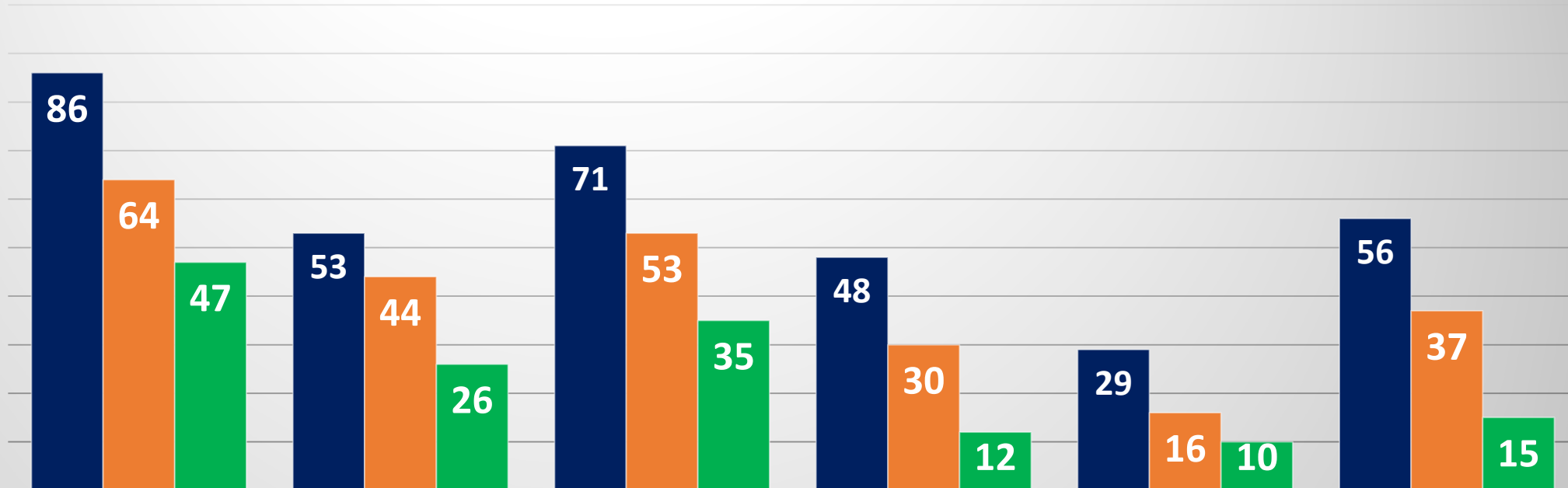
- Responsible for work authorization and change and reinstatement of status for F-1 international students
- New Premium Processing for Forms I-765 (employment) and I-539 (change of status/reinstatement)
 - 30-day processing period (normal processing period is 90 days):
 - Work authorization applications (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 Fall 2021
- Contract renewed for 2022-23 (Year 2)
 - **4.24% premium increase (2-5% year-to-year increase expected)**
 - **\$104.21 to \$108.72 per month**
- LewerMark continues to be very helpful, participatory, and cooperative
 - Will continue to participate in workshops for our students during 2022-23

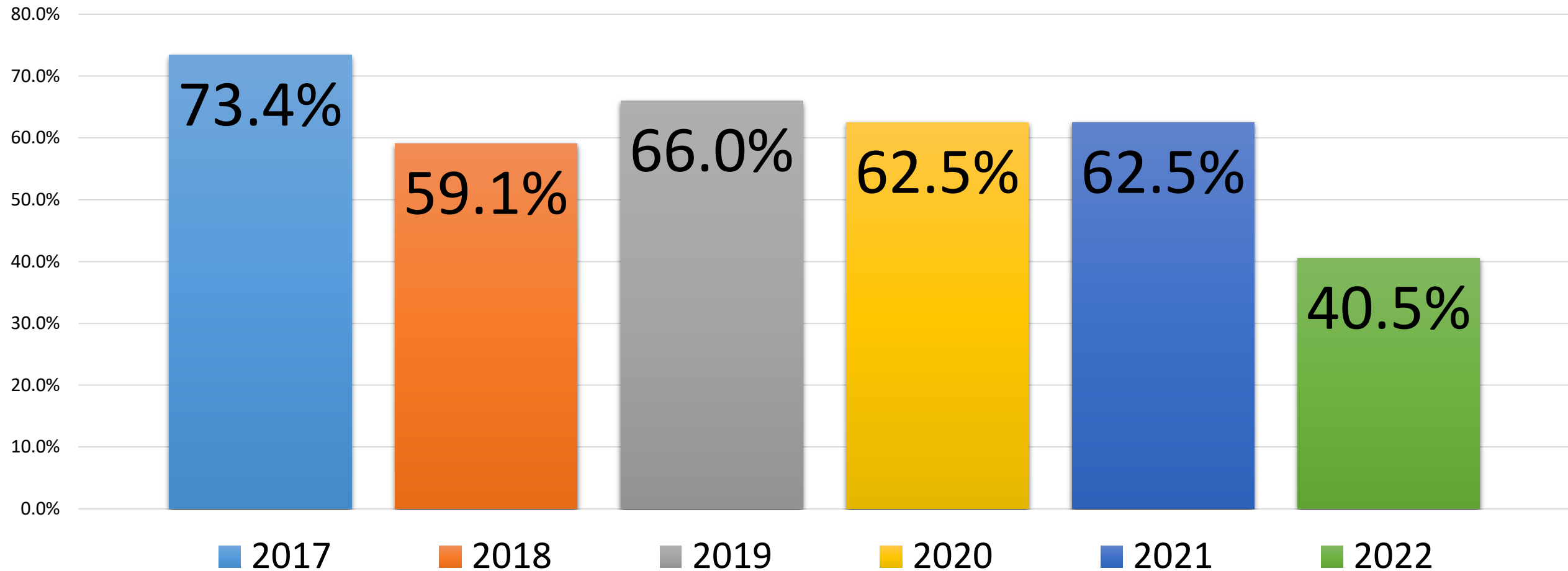
SUMMER ADMISSIONS DATA

Applications Received, Admitted, & Enrolled



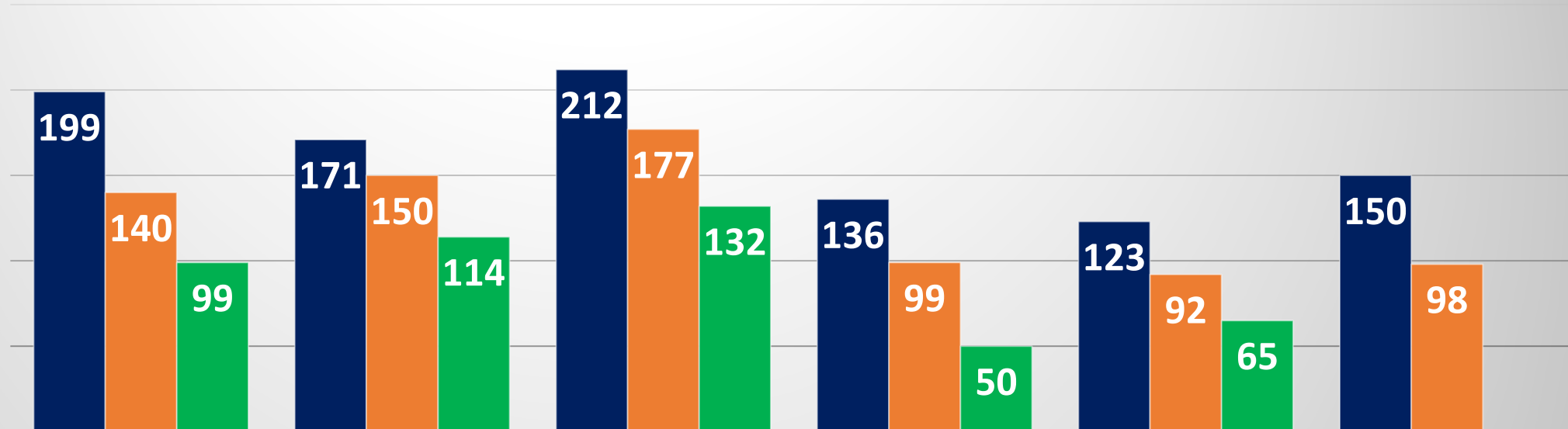
	Summer 2017	Summer 2018	Summer 2019	Summer 2020	Summer 2021	Summer 2022
■ Applications Received	86	53	71	48	29	56
■ Admitted	64	44	53	30	16	37
■ Enrolled	47	26	35	12	10	15

Summer Admission Yield (%)



FALL ADMISSIONS DATA

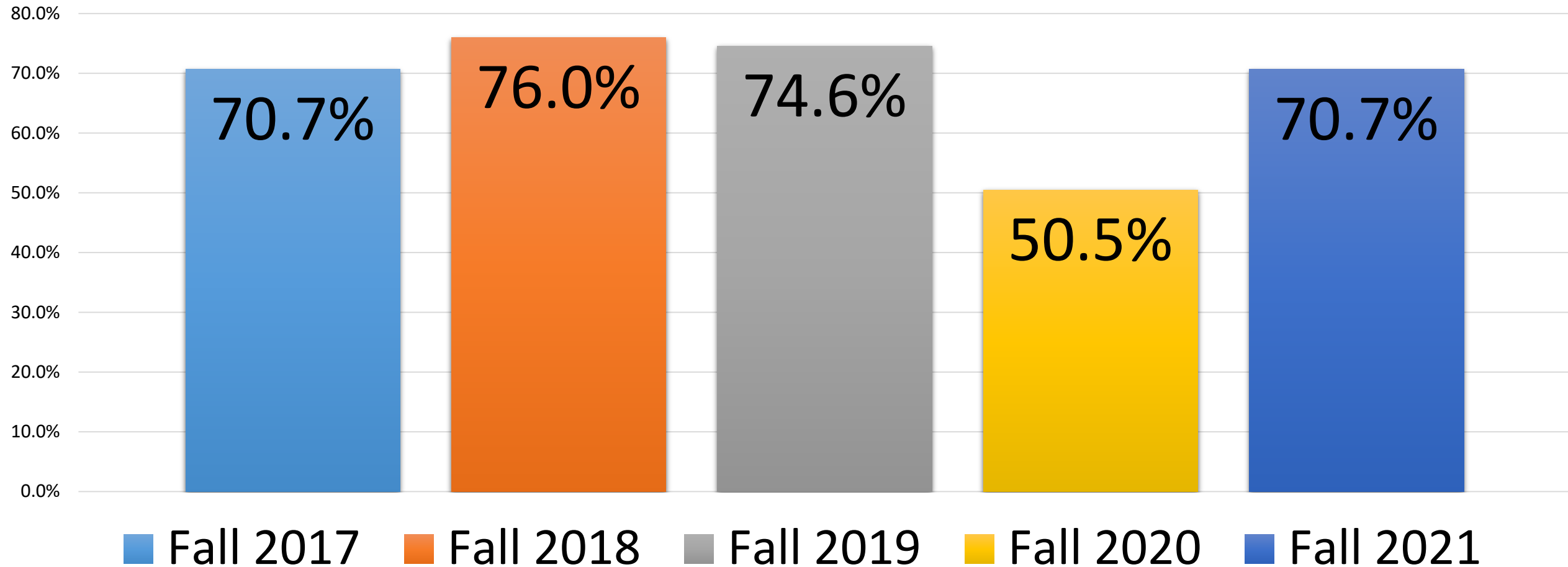
Applications Received, Admitted, & Enrolled



	Fall 2017	Fall 2018	Fall 2019	Fall 2020	Fall 2021	Fall 2022
■ Applications Received	199	171	212	136	123	150
■ Admitted	140	150	177	99	92	98
■ Enrolled	99	114	132	50	65	

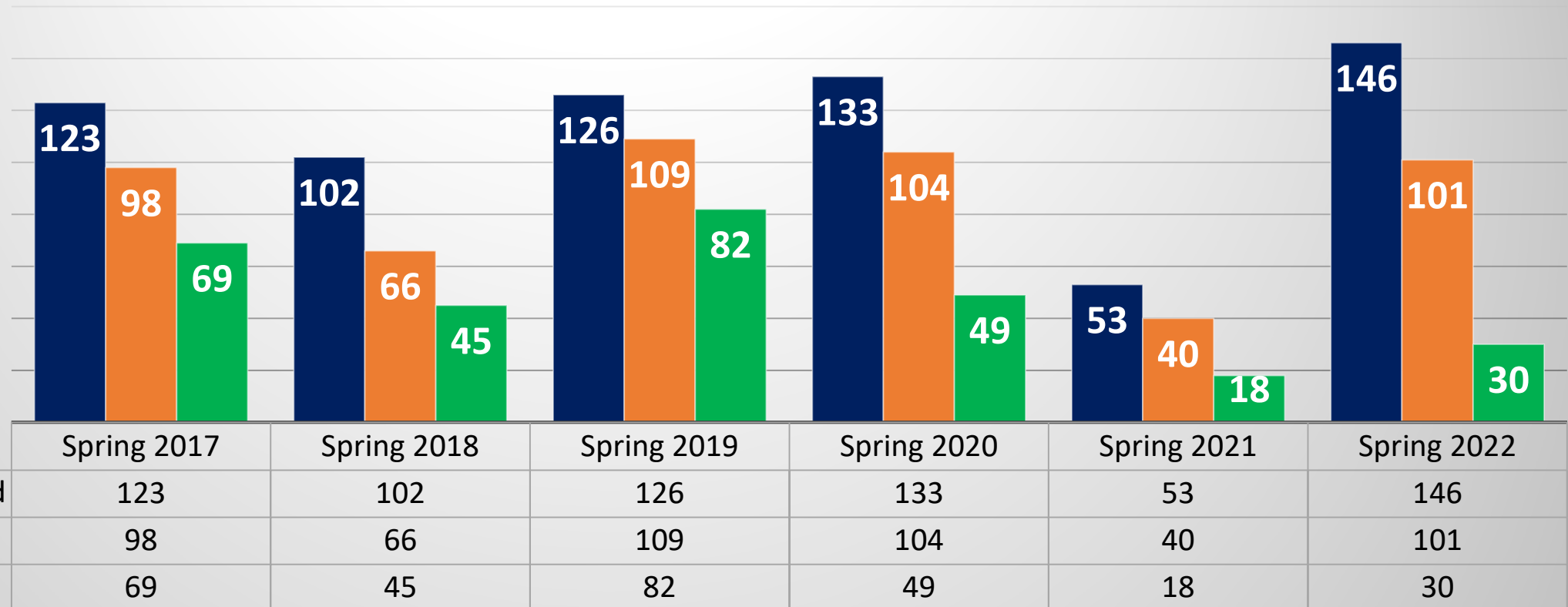
FALL ADMISSIONS DATA

Fall Admission Yield (%)



SPRING ADMISSIONS DATA

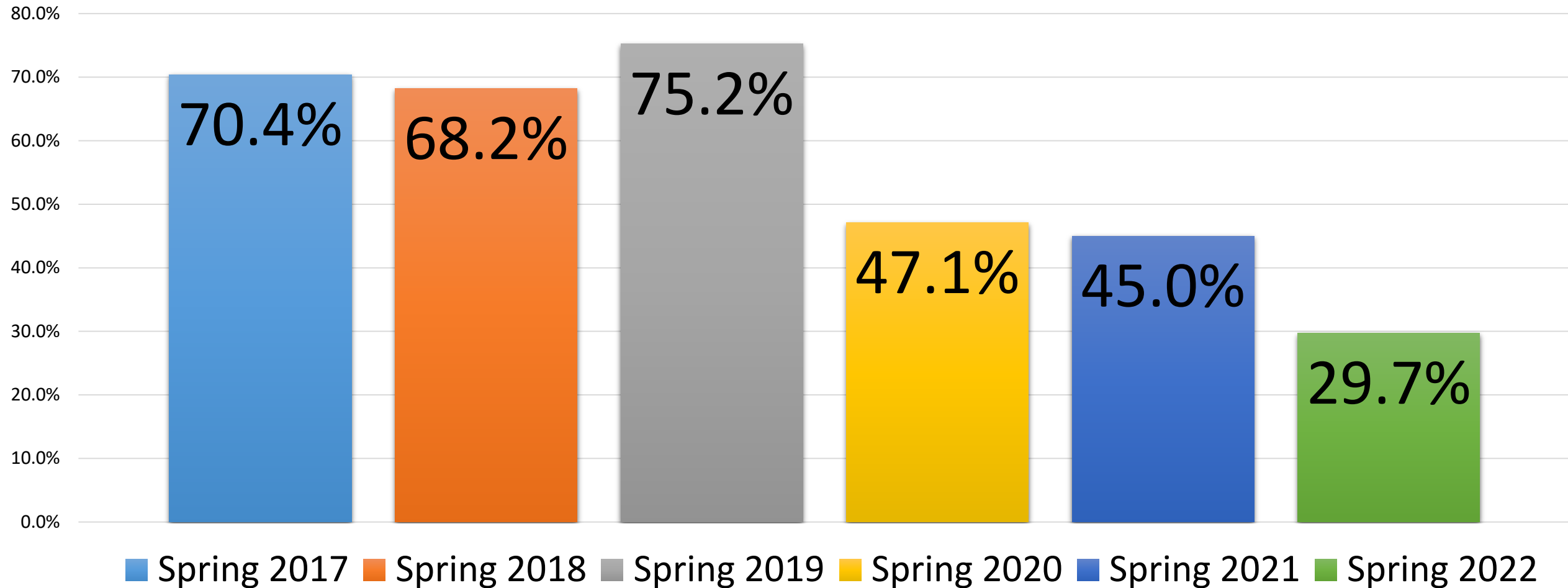
Applications Received, Admitted, & Enrolled



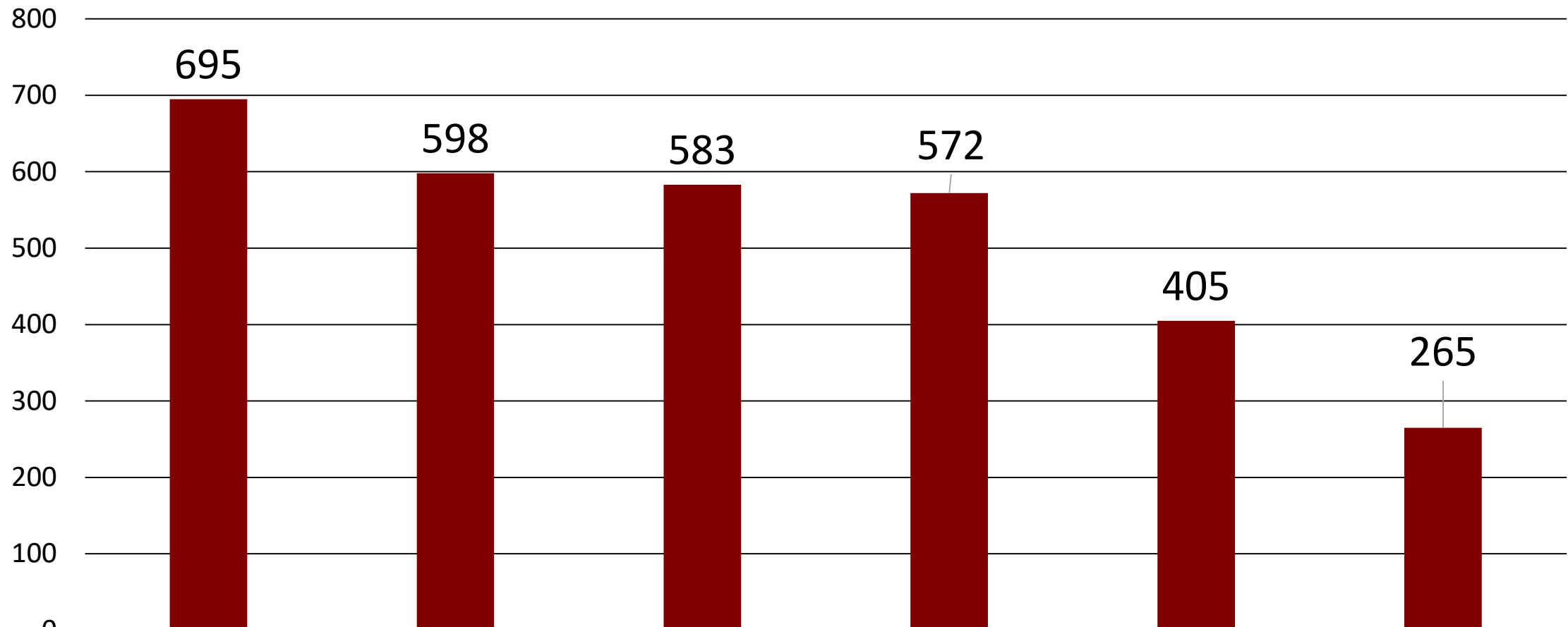
■ Applications Received	123	102	126	133	53	146
■ Admitted	98	66	109	104	40	101
■ Enrolled	69	45	82	49	18	30

SPRING ADMISSIONS DATA

Spring 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

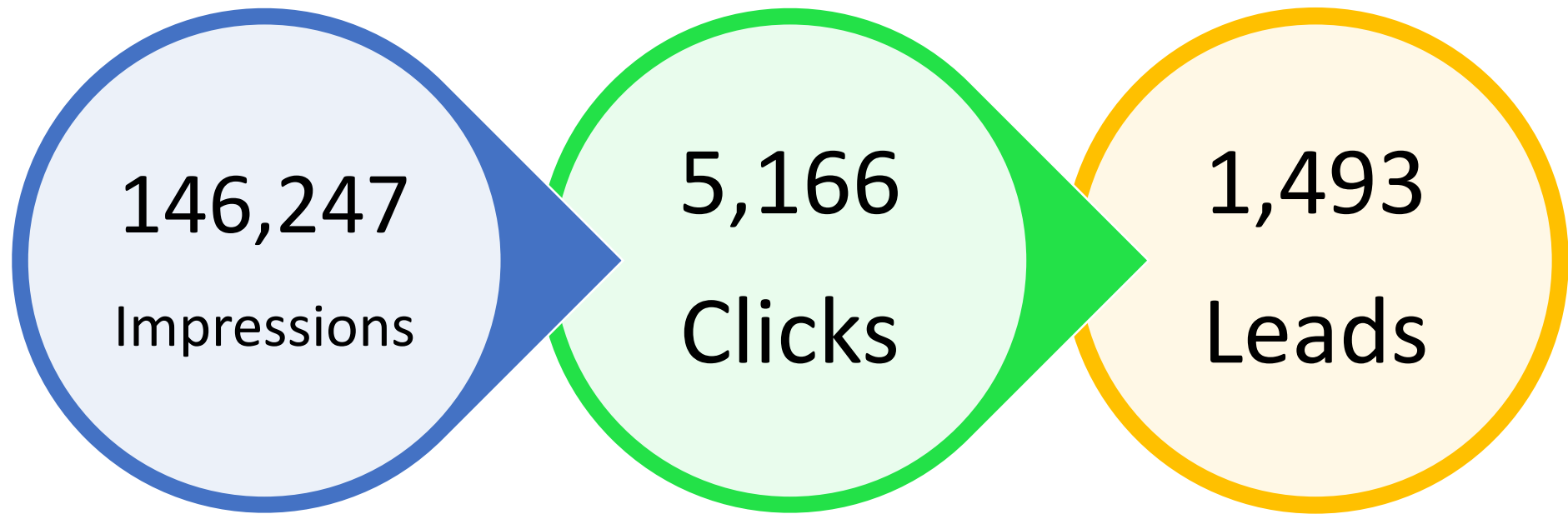
NOTABLE INTERNATIONAL EDUCATION EVENTS: 2022-2023 OUTLOOK

EVENT	Event Type	LOCATION	DATE(S)
NAFSA Region XII Conference	Conference	Sacramento, CA	Oct. 10-14
GSM Agency Retreat Fall 2022	Agent Fair	Phu Quoc, Vietnam	Nov. 2-5
ICEF San Diego	Agent Fair	San Diego, CA	Dec. 15-17
Community Colleges for International Development Annual Conference	Conference	Washington, D.C.	Feb. 10-13
Study and Go Abroad Fair	Student Fair	Vancouver/Montreal/Toronto	Mar. 2-5
BMI	Student Fair	Sao Paulo, Brazil	Oct. 15-16
Virtual Recruitment Fairs	Virtual Student/Agent Fair	Virtual	All-Year
EducationUSA Southeast Asia Fair Tour	Student Fair	Hanoi; Ho Chi Minh City; Manila; Surabaya; Indonesia	Oct - 13
BOSSA COSSA (China)	Agent Fairs	Virtual	TBD

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 – July 2022



Keystone Academic Solutions: Application and Connections Data

Summer 2022	Fall 2022
6: Applications Received	14: Applications Received
2: Accepted Students	9: Accepted Students
2: Enrolled (4 Deferred to Sum/Fall 22)	

Connections (via Calendly): September 2021 – July 2022

23 – Zoom

61 - WhatsApp

18 – 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.
- Contract renewed for 2022-23
- Exploring additional master agent options

- **Individual Agents and Agencies:**

- Pursuing individual agents as an option. Wire transfers remain critical to individual agent agreements

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
- **Collaboration with High School Outreach:**
 - ISP information distributed to local high schools via Mt. SAC HSO

Other Recruitment Updates

- **Recruitment and International Travel:**
 - Live international recruitment events resume Fall 2022
 - Virtual agent and student fairs will continue
 - Another source of lead-generation
 - Cost savings

Agreement Updates (Recruitment & Admissions)

Entity	Entity Type	Agreement Type	Purpose	Progress
American English College	Language School	MOU	English proficiency and collaborative promotional and recruitment efforts.	Committee Review
California Language Academy	Language School	MOU	English proficiency and collaborative promotional and recruitment efforts.	In Development
Cal Poly English Language Institute (CPELI)	Language School	MOU	English proficiency and collaborative promotional and recruitment efforts.	In Development
M Square Media (MSM)	Master Agent	Referral-Commission	Recruitment assistance	In Development
Study California	International Education Consortium	Annual Subscription	Promotion of the Mt. SAC ISP online	Renewal in Progress
TOEFL Essentials (ETS)	Standardized Testing Company	International Student Admissions	English proficiency for International Student admissions	In Development
iTEP	Standardized Testing Company	International Student Admissions	English proficiency for International Student admissions	In Development
The Gateway English Test	Standardized Testing Company	International Student Admissions	English proficiency for International Student admissions	In Development
LanguageCert International ESOL	Standardized Testing Company	International Student Admissions	English proficiency for International Student admissions	In Development
4Stay Housing Solution	Off-Campus Housing	Annual Subscription	Provide roomstay options for International students.	In Development



Notable ISP Events/Programs: Summer/Fall 2022

Event	Dates/Information
Fall 2022 Orientation (Virtual)	Week of July 11, 2022
Summer Institute	July 18 – August 4, 2022
Welcome Carnival	Late August/Early September
International Education Week	November 14-18, 2022
Global Pals	August – May 2022
Explorer Series	August – May 2022
Lunar New Year	February 2023