

Rollins College

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10-17-2022

### Minutes, Global Initiatives Committee Meeting, Monday, October 17, 2022

Rollins College Global Initiatives Committee

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Global Initiatives Meeting Minutes  
10-17-2022

In attendance: AJ Althuis, Ed Bustos, Giselda Beaudin, Allie Evangelista, Daniel Flick, Yudit Greenberg, Juan Guevara Pinto, Natasha Hutchinson, Jim Johnson, Rebecca Powell, Mari Robertson, Jenifer Ruby, Cristina Sheridan, Keith Whittingham, Jie Yu

- Approval of September meeting minutes
  - Keith motioned to approve and Juan seconded
  - Passed unanimously
- International student enrollment updates (CLA, Holt, and Crummer) and discussion
  - CLA Report from Ed Bustos, Director of International Admission
    - Largest number of applicants in Rollins history
    - International student applications were also higher than the prior year (does not include US citizens abroad)
    - Targets for international student enrollment were met – though percentage was lower because of such a high number of students overall in the incoming class
    - Percentage this year is 7.5%
    - Goal for 2023 is 9%
    - Reach goal over the next five years is 14% - increasing each year
    - Back to international recruitment travel:
      - A lot of schools are not traveling for recruitment
      - Rollins is taking a hybrid approach to recruitment
    - On track for international applications at this time of year for 2023
    - Target countries:
      - No more travel to Asia except for India
      - India
      - Brazil
      - Latin-America
      - Starting to look at Africa too – Brandy Fransen will be doing an exploratory recruitment trip
      - China has not been historically good for FL generally
    - Any other targets?
      - Partnership with Athletics – men’s and women’s soccer, tennis, golf, water ski
    - Challenges with our price-point, especially since students need to demonstrate ability to cover costs for the visa
  - Crummer Report from Rebecca Powell
    - 5 EAMBA in the fall enrollment – just about 10% of the EAMBA cohort
    - 2 in the Doctoral program for fall enrollment
    - New program: flex MBA program is part of the Professional MBA. However, it’s part-time so students cannot participate in the visa
    - No changes in the application process for international students
    - Target is to maintain around 10%
    - Not doing any recruitment travel – has not been part of Crummer strategy
  - Holt Report from Brian Barilone
    - The goals and approach the Holt School takes to recruit international students has not changed from last year. This is a primarily organic process as we do not

travel internationally to recruit students. We do however focus the following ways on these types of students.

- Marketing – Our cost of attendance for international students is lower than the out of state costs for UCF so we approach them with a message of affordability.
- Recruitment – We partner with the International Programs Offices at both Valencia & Seminole to education students on Rollins as an option. This means attending their international student organization meetings and participating in a career/education fair held annual for international students.
- Admission – We do not require standardized test scores (SAT/ACT/GRE/GMAT) which eliminates barriers for our international students.
- Jenifer Ruby report, Director of International Student and Scholar Services
  - CLA Non-immigrant CLA: 269
  - CLA US citizens from abroad 64
  - Holt Non-immigrant:
  - Crummer non-immigrant: 31
  - Crummer US citizens from abroad: 2
  - Total UG non-immigrant: 233
  - Total UG US citizens from abroad: 36
  - New students:
    - 59 CLA (includes 6 exchange students)
    - 12 Holt
    - 6 Crummer
  - 73 countries of citizenship, highest number in Jenifer’s tenure at Rollins
    - Brazil
    - Germany
    - UK
    - India
    - Spain
    - China
    - Mexico
    - Venezuela
    - Bahamas
    - Canada
    - Colombia
    - Japan (includes a few exchange students)
- Broader discussion:
  - Germany has increased despite closing the Germany dual-degree
  - What drives enrollments up and down in different countries?
    - There are many factors and can be difficult to anticipate
    - Rollins tries to take a very diverse approach to recruitment and not to focus overly on one country or one region
  - Question about whether Crummer should at some point consider doing some international recruitment travel, even if just in Latin-America. Crummer is a program that is marketable abroad.
  - What can the committee do to support international recruitment?
    - It can be helpful when faculty and staff have connections abroad
    - AJ Althuis mentioned his background in the Netherlands and Belgium

- Holt has started a new program where they provide peer mentors for international students. It has been well-received.
      - CLA has an International Peer Advisor program that has been in place for many years where students support new international students during orientation and more informally into the year
    - The International Student and Scholar Services Office is still down a staff position from pre-pandemic:
      - Do have a part-time graduate assistant this year but is not equivalent to a full-time staff member
      - Numbers have rebounded
      - Will be a significant issue if we do increase to 14% at some point
      - Could faculty serve as mentors? – would require staffing to support this type of program. Faculty in CLA also already have full advising loads. Certainly this happens informally as well.
  - Quick debrief on the RIG workshop
    - Catered for 17
    - Had almost that many in attendance – including several Global Initiatives Committee members
    - The format worked well because there was time to actually advise people individually in depth at different stations
    - Attended by both faculty and staff
    - May be good to have one in the spring as well
  - Notification of International Programs Fee changes
    - What happens if revenue is higher?
      - Additional funds go to support student scholarships for short-term study abroad
    - Why not \$50 instead of \$30?
      - Wanted to keep fees as low as possible
    - Is this really sustainable?
      - Yes—have modeled out for at least next five years

**Addendum**

CLA Historical Data & 2023 Goal

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023 YDT</u>	
<u>Total Apps</u>	<u>5462</u>	<u>6166</u>	<u>6078</u>	<u>8422</u>	<u>9722</u>	<u>1796</u>	
<u>Total Accepts</u>	<u>3640</u>	<u>3577</u>	<u>3963</u>	<u>4092</u>	<u>4510</u>		
<u>Gross Deposit</u>	<u>651</u>	<u>643</u>	<u>619</u>	<u>632</u>	<u>714</u>		
<u>Net Deposit</u>	<u>569</u>	<u>559</u>	<u>503</u>	<u>555</u>	<u>638</u>		
	-	-	-	-	-		

<u>International Apps</u>	<u>703</u>	<u>747</u>	<u>878</u>	<u>1237</u>	<u>1895</u>	<u>111</u>	
<u>Total Accepts</u>	<u>308</u>	<u>278</u>	<u>327</u>	<u>360</u>	<u>359</u>		
<u>Gross</u>	<u>61</u>	<u>66</u>	<u>52</u>	<u>60</u>	<u>67</u>		
<u>Enrolling</u>	<u>37</u>	<u>56</u>	<u>30</u>	<u>43</u>	<u>48</u>		
<u>International Percentage</u>	<u>6.50%</u>	<u>10.00%</u>	<u>6%</u>	<u>7.70%</u>	<u>7.50%</u>	<u>9%</u>	<u>Goal</u>