MEMORANDUM FOR RECORD

To: Faculty Senate, Gary Insch, Linda Rouillard, Terry Bigioni, President Gregory Postel,

Provost Risa Dickson, Diane Miller, Victor Finch, Lucy Duhon, Karen Hoblet

From: Dr. Deborah Coulter-Harris

Date: 25 April, 2023

Subject: Meeting with Victor Finch, Director of International Admissions

**Introduction**

On 11 April, 2023, from 11 a.m. to 12:20 p.m., Senator Lucy Duhon, Dr. Karen Hoblet, and Senator Deborah Coulter-Harris met with Victor Finch, Director of International Admissions, and members of his team, Xinren Yu, and Angela Roach. We had forwarded our last Memorandum and Executive summary to them regarding ISA issues, and our meeting on 11 April focused on 3 main issues: scholarships, orientation, and safety for international students.

1. **Information on Scholarships, Recruitment, and Retention**
2. Have active recruitment around the world. Have excellent data on student admission, retention, transfers.  Have utilized this data to increase the probability of retaining international students.  IS enrollment has doubled for fall 2023.
3. FSCSA members were very impressed by the level of scholarship offered to international students who come direct from high school. Victor stated that he also works with UT’s colleges, which may offer additional funds (year to year); donor scholarships different b/c FAFSA required. Important to let the donors know FAFSA is NOT required.
4. IS get admissions scholarships at time of admission based on GPA:
5. GPA of 3.0 - 3.49 -- $ 7,500.00 per year,
6. GPA of 3.5 - 4.0 -- $9,160.00 per year.
7. An additional $50,000.00 is available to award to students who do not meet this GPA criteria. Awarded $5,000.00 to 11 students with a 2.90, 2.92, – 2.97 GPA.
8. 50% of scholarships do not require FAFSA.
9. Large portion of international students admitted to UT transfer to schools/universities that offer more scholarship $$ after their first semester.  Retention in this group is critical.  Very few IS stay at UT without scholarships
10. Victor stated that during Fall 2022, Team started tracking 11 students, 100% retention. Makes for a really good revenue stream. Might go to $5k for 2.5 to 2.99 GPA. Colleges get add’l $1k – $2k
11. 100% transfer out after 1 semester if they don’t get a scholarship. Might lose them to BG where they get a transfer scholarship
12. Many Nepalese transfer out, e.g., UT lost to Dallas CC (66 out of 70)
13. Can post-date scholarships. A deal for both domestic and IS
14. Want only under age 19 students (the older ones leave)
15. Non-STEM: 100% transfer out. Biology students (e.g.) have a better chance for visa than Nursing (harder to get into cohorts)
16. Trying to get students into summer co-op (e.g. Engineering). This gets them some $ to help them stay
17. Students from Nepal: Dr. Hoblet stated that it was hard to get IS past the first 2 years; get them gainfully employed – in nursing or medical assisting, get hired at UTMC, get financial stipend. Victor replied that this would be a “win-win for everyone.” The Nepalese – have very high SAT scores but they are poor.
18. Higher scores to get them extra $$.
19. Only 10% visa approval rates for the Nepalese. Send top Nepalese students to India first, to Thapar Institute, then transfer to UToledo. 100% visa approval. By law need 2 semesters before co-op
20. UT only accepts pre-med international students; only 50 universities in US accept IS.
21. We recruit from int’l schools abroad: (wealthy families) not public schools (b/c we can’t give full rides). Many of these students already have degrees, think it will hurt their visa chances, so they don’t mention them. They’re right: U.S. doesn’t want students to come for second same degree
22. some of their credits will transfer to UToledo, could save 1-2 years of educational cost
23. Recruiting in the EU and other countries: We don’t recruit much in Europe b/c Germany has free higher ed, but do travel to London every year.
24. Bio and Chem relationship at Salford University.
25. Going to Dublin to look at Engineering degree (Trinity College).
26. Omani government provides its students with $20,000 per year for 15 students.
27. Hoping to get back to China this fall.
28. Expecting 300 new IS this fall, President Postel wants 700.
29. Most of our ME students are actually Indian b/c they go to the int’l schools.
30. When we lost SA students we lost $10 million in revenue
31. Xinren & Vic visiting DC to recruit more from SA, hoping to get back up to 400 (from 110), a number of them are going into Nursing. Trying for Oman also. Competing with Louisiana.

1. **Information on Orientation** ( For new program resources, **see Appendix 1)**
2. FSCSA members stated thatInternational students want “nuts & bolts” packet, e.g., banking (direct deposit), transportation, grocery, pharmacy, area maps, walking distance to UT, we should make information available for parents too; reinforcing this information in multiple ways to multiple people is best for higher retention. Students could use folder with brochures, medical/dental, banks, and transportation. Xinren Yu replied:
3. Have a 2-hour resource fair when students arrive, so they can meet representatives to support international students on their academic journey.
4. Orientation sessions begin in May and June. Have approximately 30-40 student in each session.
5. Videos have been created and posted so students who were unable to attend can access.
6. Also hold an International Student Welcome Week, which includes all the services that support academic success and navigation in a new country/culture, e.g. financial services, Rocket Central, Career Services, etc. There is a student website that has information about things international students need to know about banking, phone cards/services, housing, rental costs, etc.
7. Use of social media and email to send important information to IS! This group is also working on a new International Student Guidebook! (pdf) - will be putting online (due to budget cuts).
8. Victor stated: We go to key areas for pre-departure orientation (meant for both students and parents) – parents frequently have questions about payments and scholarships
9. **Safety Issues for International Students**
10. Have arranged a time when student can meet with the campus police department.
11. Should make sure IS receive information about Rave Guardian app.

(Members of FSCSA suggest to our next FS Pres Linda Rouillard to invite Victor Finch, Xinren Yu and Angela Roach to present at next year’s Faculty Senate.)

Cc: Karen Green, Samir Hefzy, Berhane Teclehaimanot, Sally Harmych, Sarah Aldrich. Shery Milz, Paul Schaefer, Eric Chaffee, Yash Shingan, Colleen Palmer, Aliyah Kaled, Provost Lafleur Small, Vice Provost Scott Molitor, Xinren Yu, Angela Roach

**Appendix 1: Links to Programs and Resources Developed for UT International Students.**

* International Student Welcome Week Program: [https://www.utoledo.edu/cisp/international/welcome-week.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Finternational%2Fwelcome-week.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749715142%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=MtnXtxE8f%2F%2F4UzwrWG1L8XOMlAPvKhls69o%2BZ4%2BZC2U%3D&reserved=0)
* New International Student Step-by-Step Page: [https://www.utoledo.edu/cisp/international/new-students.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Finternational%2Fnew-students.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=Fqpg%2Fc40UyzP9QZTx9BpYlVB%2F1EhRBpd8MDe0gu5%2FrQ%3D&reserved=0)
* Financial Resources for International Students Page: [https://www.utoledo.edu/cisp/international/current/financial-resources.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Finternational%2Fcurrent%2Ffinancial-resources.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=My01AMpCVGIiNwWtJ4%2BHfmM9jzuuHoz7Q9a02ckoUXc%3D&reserved=0)
* How-to Videos: [https://www.utoledo.edu/cisp/howto.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Fhowto.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=9VkV9uUFaYCov%2FjhNYGj9YRMfIu6SKE5aLE%2BzI%2FQTzY%3D&reserved=0)
* Office Introductions: [https://www.utoledo.edu/cisp/utoffices/utoffice.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Futoffices%2Futoffice.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=lsV1XtjQx6HycWcyhPSwJyfqszVYAamJse%2FB0UTzC1Q%3D&reserved=0)
* UT Explorers Program: [https://www.utoledo.edu/cisp/utexplorers/](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Futexplorers%2F&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=zNCdgcM3o9BebD6dnW4uuIznmM3Px1eS2k2QdEvXoC4%3D&reserved=0)
* Thanksgiving Dinner Program: [https://www.utoledo.edu/cisp/thanksgiving/](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Fthanksgiving%2F&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=pfNeg%2FY%2FWyr5xpK8InsRFTHrz4fa0%2Bn99x2d4Eqd1lY%3D&reserved=0)
* Free household items Program: [https://www.utoledo.edu/cisp/international/IEP/GO\_UT/Household\_Items/hig.html](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Finternational%2FIEP%2FGO_UT%2FHousehold_Items%2Fhig.html&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=bci4cr1wuYsY9%2FWpF4WwH94YX68pQC2USeUeZKBEG1o%3D&reserved=0)
* Toledo International Hospitality Program (TIHP): [https://www.utoledo.edu/cisp/international/IEP/GO\_UT/Hospitality/](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Finternational%2FIEP%2FGO_UT%2FHospitality%2F&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=FUHkyo30kZM4hN3Wsv7rQ41egPlKGThfbwtBo06QmgE%3D&reserved=0)
* International Education Week: [https://www.utoledo.edu/cisp/iew/](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.utoledo.edu%2Fcisp%2Fiew%2F&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=C1tj2c8nMYrfbRoyNEKcp9IbijB8j8HDEJGsMdoK5Fw%3D&reserved=0)
* International Graduation: [https://www.facebook.com/media/set/?set=a.587245480077103&type=3](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.facebook.com%2Fmedia%2Fset%2F%3Fset%3Da.587245480077103%26type%3D3&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=KK7PaH7MA5r%2Bv5qTOsYrpf9Q4gewkkU08imFJfdqk7U%3D&reserved=0) (Photos)

\*\*\*IS newsletter list. You can check out the previous ones here [https://us6.campaign-archive.com/home/?u=4f054ae334e9cc3468d8ec036&id=57b578177fLet](https://nam04.safelinks.protection.outlook.com/?url=https%3A%2F%2Fus6.campaign-archive.com%2Fhome%2F%3Fu%3D4f054ae334e9cc3468d8ec036%26id%3D57b578177fLet&data=05%7C01%7CDeborah.Coulter-Harris%40UToledo.Edu%7C5216b00398d24ea1d77608db3b6af291%7C1d6b1707baa94a3da8f8deabfb3d467b%7C0%7C0%7C638169102749871366%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=5lij2%2FMFT%2B%2F2f3ndP%2Fj8EIJObXTKd3wqADLlk0gcq8I%3D&reserved=0)