

Update: INTO OSU

Faculty Senate

October 12th 2017

Bob Gilmour, Executive Director

INTO OSU



Oregon State
University

Update: INTO OSU 2008 - 2018

1. Origins, Programs & Changing Landscape
2. Enrollments
3. Student Success
4. Financial

Origins: Why? The agreement between INTO and OSU brought together two partners with complimentary strengths



- **Market Knowledge:** thought leading, proprietary market intelligence
- **Global Reach:** INTO's global sales and marketing infrastructure based throughout the world
- **Expertise:** INTO's student-centric focus and leading proposition; expertise in pathway programs
- **Investment in Physical Infrastructure:** expertise in design and development of state-of-the-art teaching and residential facilities and the options for financing
- **Global Alliance of Like-Minded Universities:** A network of high quality and internationally focused institutions facilitating cross-institutional collaborations
- **Top-Ranked:** A leading research-intensive university brand
- **Track Record:** 40 plus year track record of English language training for international students
- **Low level of International Enrollments:** Overall International enrollments below 4% and declining
- **Finance and investment:** Access to low-cost finance for investment in the development of world-class teaching and residential facilities
- **Campus Environment and Amenities:** Spacious campus with room for growth

INTO OSU Mission and Vision

- **Mission**

We empower our students to succeed in and contribute to a global community.

- **Vision**

Our vision at OSU is to create an inclusive and vibrant international university environment.

Programs: INTO OSU Summary of Programs with Direct Entry Comparison

IBT/IELTS*	Academic English	Undergraduate Pathway	Graduate Pathway	Direct Entry
-	Foundation Prep	-	-	-
32/3.5	Level 1	-	-	-
38/4.0	Level 2	-	-	-
45/4.5	Level 3	-	-	-
50/5.0	Level 4	Term 1	-	-
60/5.5	Level 5	Term 2 Term 1	-	-
70/6.0	Level 6	Term 3 Term 2	Term 1	-
80/6.5	Enter Degree Program	Term 4 Term 3	Term 2	Enter Degree Program
-	-	Enter UG Sophomore	Term 3	-
-	-	-	Enter Graduate Degree Program	-
Total Enrollment Fall 2017	298 Enrolled	372 Enrolled	225 Enrolled	2930 Enrolled (to be confirmed)

Changing Landscape: Pathway Sector - 2009

INTO »



2 Northeastern - Boston, MA

1 OSU - Corvallis, OR



Changing Landscape: Pathway Sector - 2016

INTO



- 2 Northeastern - Boston, MA
- 4 U of Utah - Salt Lake City, UT Partnership Ended 11/2014
- 14 Pace - New York, NY



- 4 WKU - Bowling Green, KY Partnership Ended 12/2015
- 5 U Mass - Boston, MA
- 6 U Mass - Dartmouth, MA
- 7 U Mass - Lowell, MA
- 8 UNH - Durham, NH
- 31 Florida Atlantic U - Ft. Lauderdale, FL

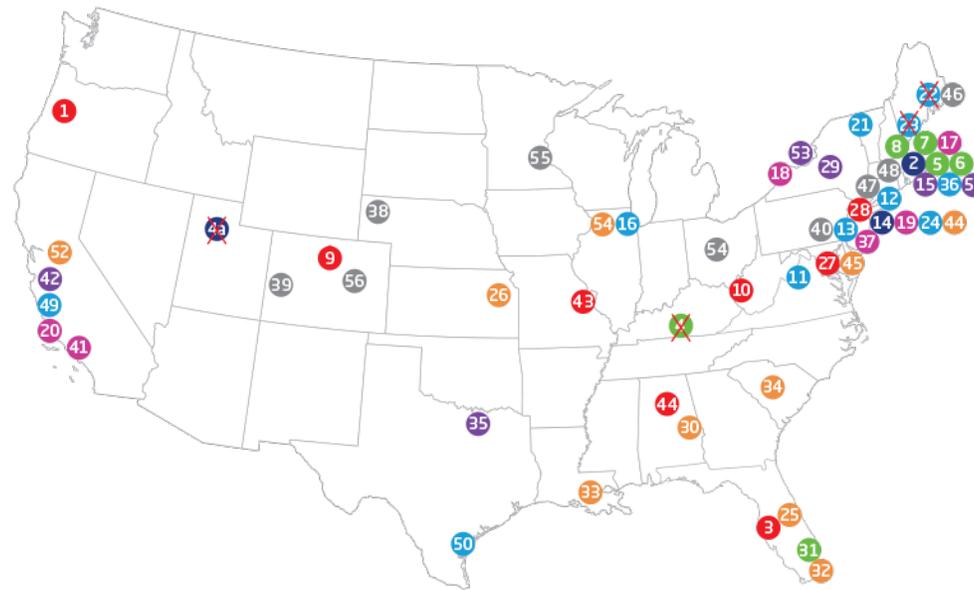


- 11 James Madison - Harrisonburg, VA
- 12 Long Island U - Long Island, NY
- 13 Widener - Chester, PA
- 16 Roosevelt U - Chicago, IL
- 21 U of Vermont - Burlington, VT
- 23 U of Maine - Orono, ME Partnership ended 7/2016
- 23 U of Southern Maine - Portland, ME Partnership Ended 7/2016
- 24 Long Island U - Brooklyn, NY
- 36 Merrimack College - North Andover, MA
- 49 California Polytechnic State U - San Luis Obispo, CA*
- 50 Texas A&M University-Corpus Christ - Corpus Christi, TX



- 39 Chadron State College - Chadron, NE
- 39 Colorado Mesa U - Grand Junction, CO
- 40 Philadelphia U - Philadelphia, PA
- 46 Husson U, Bangor - ME
- 47 Manhattanville College - Purchase, NY
- 48 Western New England U - Springfield, MA
- 54 Capital University - Columbus, OH
- 55 Concordia University Saint Paul - St. Paul, MN
- 56 Metropolitan State University of Denver - Denver, CO

- 1 OSU - Corvallis, OR
- 3 USF - Tampa, FL
- 9 CSU - Fort Collins, CO
- 10 Marshall - Huntington, WV
- 27 George Mason - Fairfax, VA
- 28 Drew - Madison, NJ
- 43 SLU - St. Louis, MO
- 44 UAB - Birmingham, AL



- 15 Wheelock - Boston, MA
- 29 Morrisville State College - Morrisville, NY
- 35 U of North Texas - Denton, TX
- 42 CAL State Monterey Bay - Monterey Bay, CA
- 51 U of Rhode Island - Kingston, RI*
- 53 U of Rochester - Rochester, NY*



- 25 UCF - Orlando, FL
- 26 U of Kansas - Lawrence, KS
- 30 Auburn U - Auburn, AL
- 32 Florida International U - Miami, FL
- 33 Louisiana State U - Baton Rouge, LA
- 34 U of South Carolina - Columbia, SC
- 44 Adelphi U - Garden City, NY
- 45 American U - Washington, DC
- 52 University of the Pacific - Stockton, CA
- 54 University of Illinois at Chicago - Chicago, IL

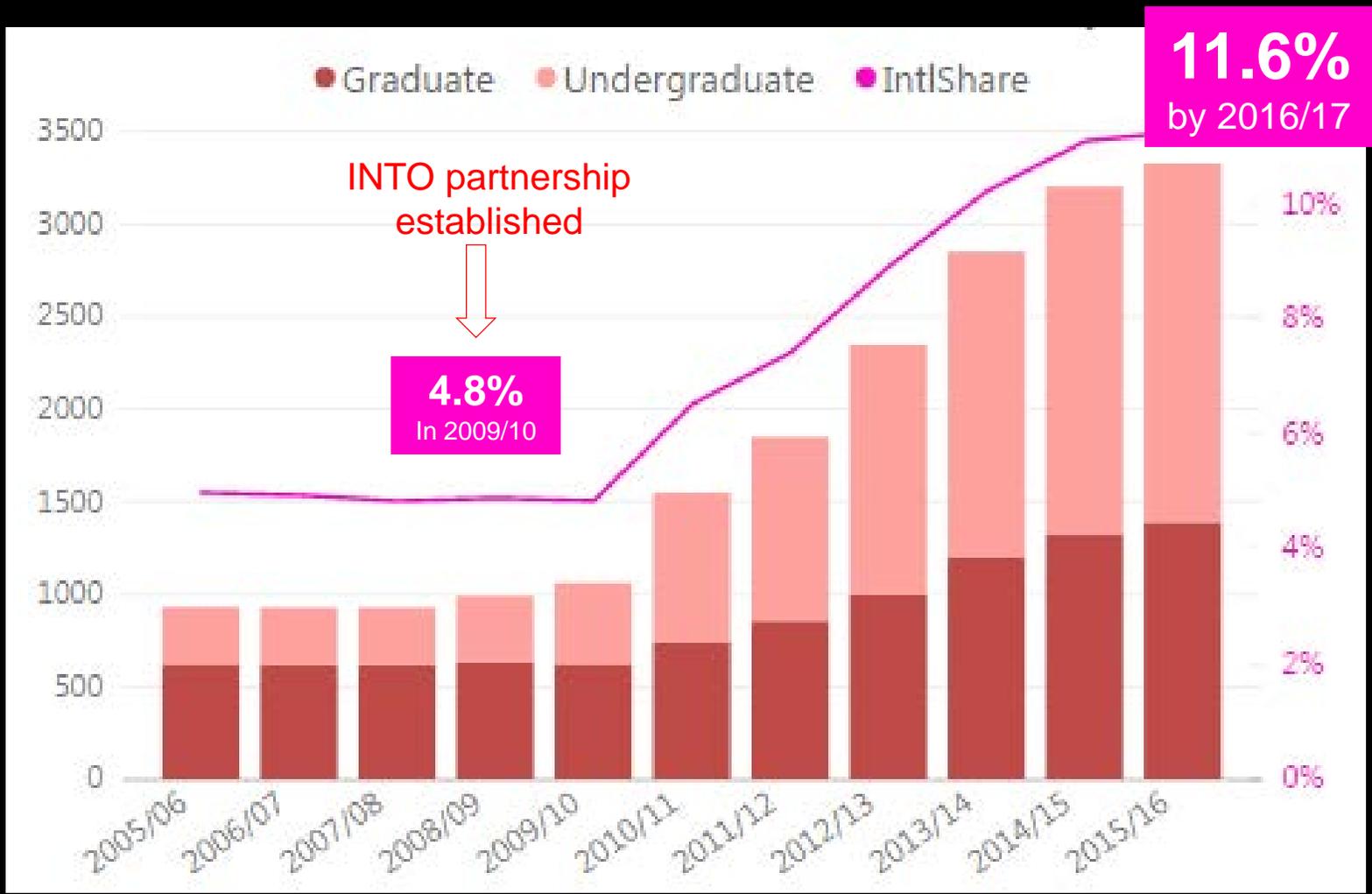


- 17 Pine Manor - Boston, MA
- 18 Canisius College - Buffalo, NY
- 19 Concordia College - Bronxville, NY
- 20 Maymount California U - Rancho Palos Verdes, CA
- 37 Rider U - Lawrenceville, NJ
- 41 Kings Los Angeles - Los Angeles, CA

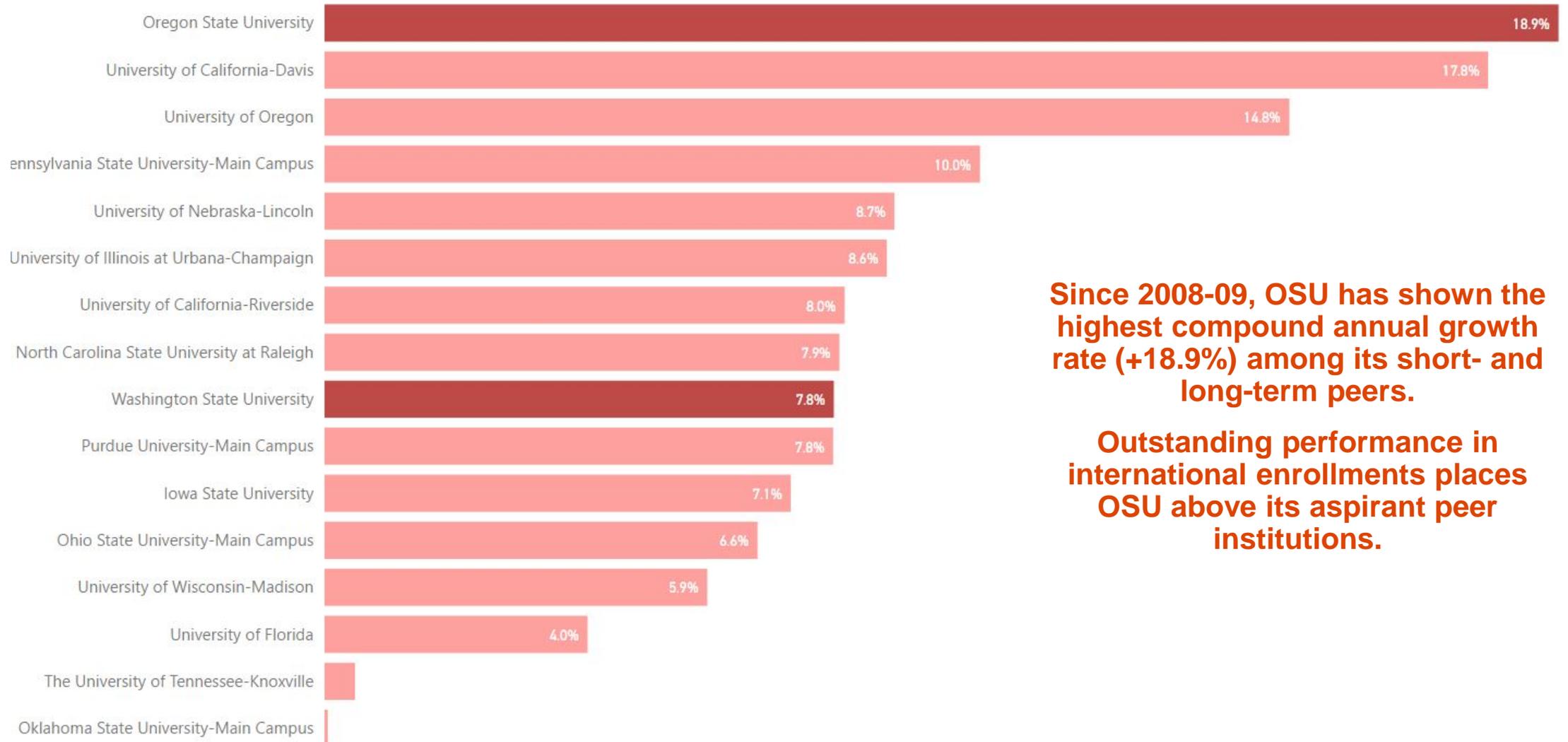
*partnership has been announced

Enrollment: INTO OSU has driven growth in international student numbers at OSU

Fall enrollments by international students at OSU and share of total student body



Enrollment: OSU leads in international enrollment growth



Since 2008-09, OSU has shown the highest compound annual growth rate (+18.9%) among its short- and long-term peers.

Outstanding performance in international enrollments places OSU above its aspirant peer institutions.

Student Success: Undergraduate

- After winter term 2017, 79% of the 15/16 UGPW cohort had progressed to OSU
- 84% were at OSU
- 89% were at OSU or another U.S. institution

- 2009-2010 Pathway 6-year graduation rate = 68% (61/90)*
- 2009-2010 direct international 6-year graduation rate = 61% (73/119)*

- Pathway progressors graduating 2015-16 = 3.11 average GPA
- Direct International graduating 2015-16 = 3.27 average GPA

- 60% of UG international students matriculated from an INTO OSU program

Student Success: Graduate MBA & MEng

- After winter term 2017, 69% of the 15/16 GPW cohort had progressed to OSU
- 71% were at OSU
- 82% were at OSU or another U.S. institution

- 2012-2013 Pathway Progressor 3-year graduation rate = 92% (90/98)
- 2012-2013 direct international 3-year graduation rate = 83% (15/18)

- Pathway progressors graduating 2014-15 = 3.41 average GPA
- Direct International graduating 2014-15 = 3.50 average GPA

- 56% of Grad international students matriculated from an INTO OSU program
- 55 former Pathway students are currently enrolled in a Doctorate program

Student Success: International Student Barometer 2017

42% response rate (385 of 897 students)

- 79% of students expressed overall satisfaction
- 83% said the university experience lived up to their expectations
- 84% were satisfied or very satisfied with the learning experience
- 77% said the program of study was worth the financial investment
- 74% of students would encourage or actively encourage people to apply
- 92% said there was a friendly attitude towards international students at OSU

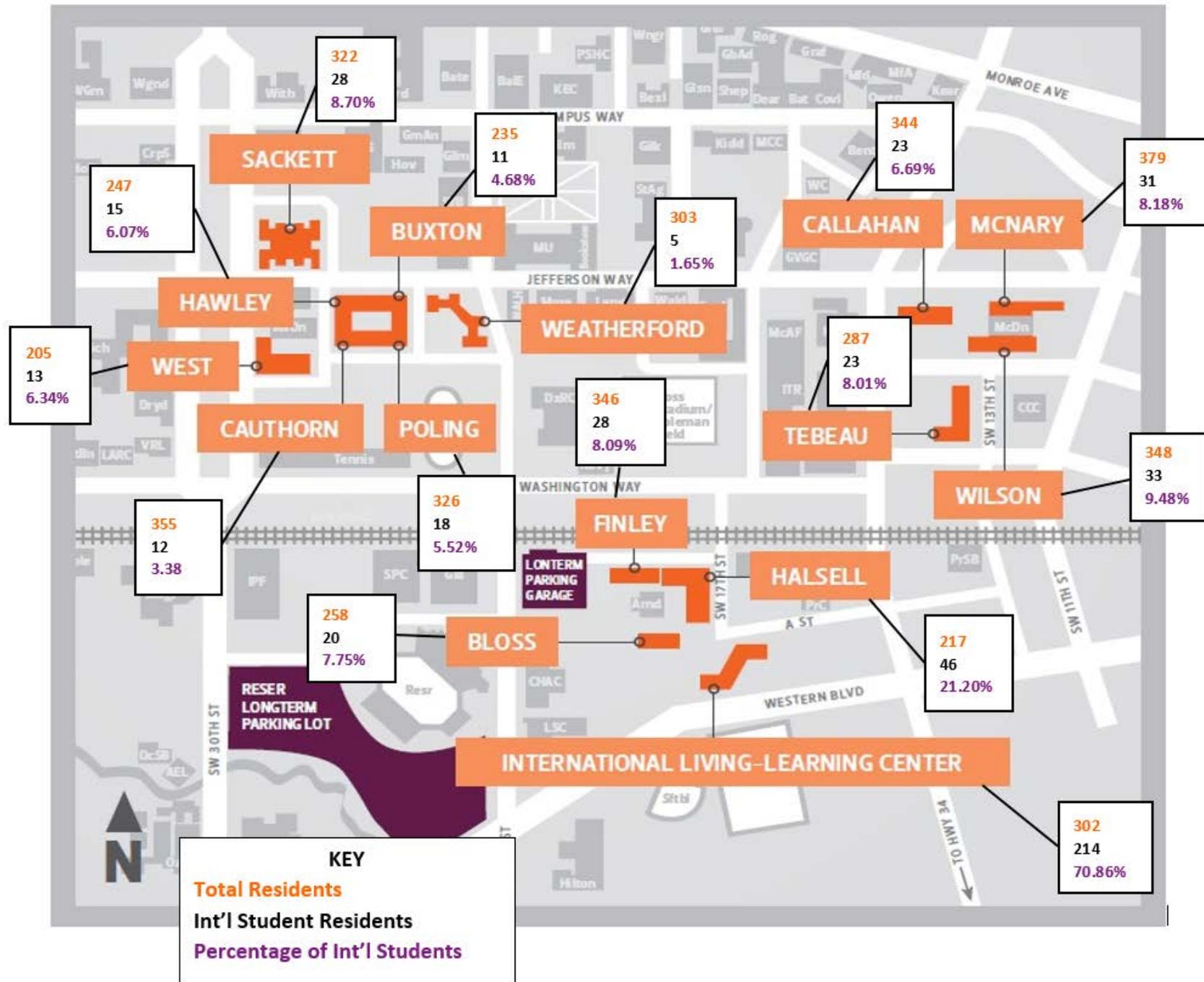
Financial

- Zero cost to OSU
- Since FY11, PW progressors generated \$118.3m in gross tuition (\$81.7m net after fees, allocations to financial aid and budget for graduate remissions)
- Of the \$81.7m net, \$53m went to academic colleges and departments and \$28.7m to support units

Thank you for your help and support!

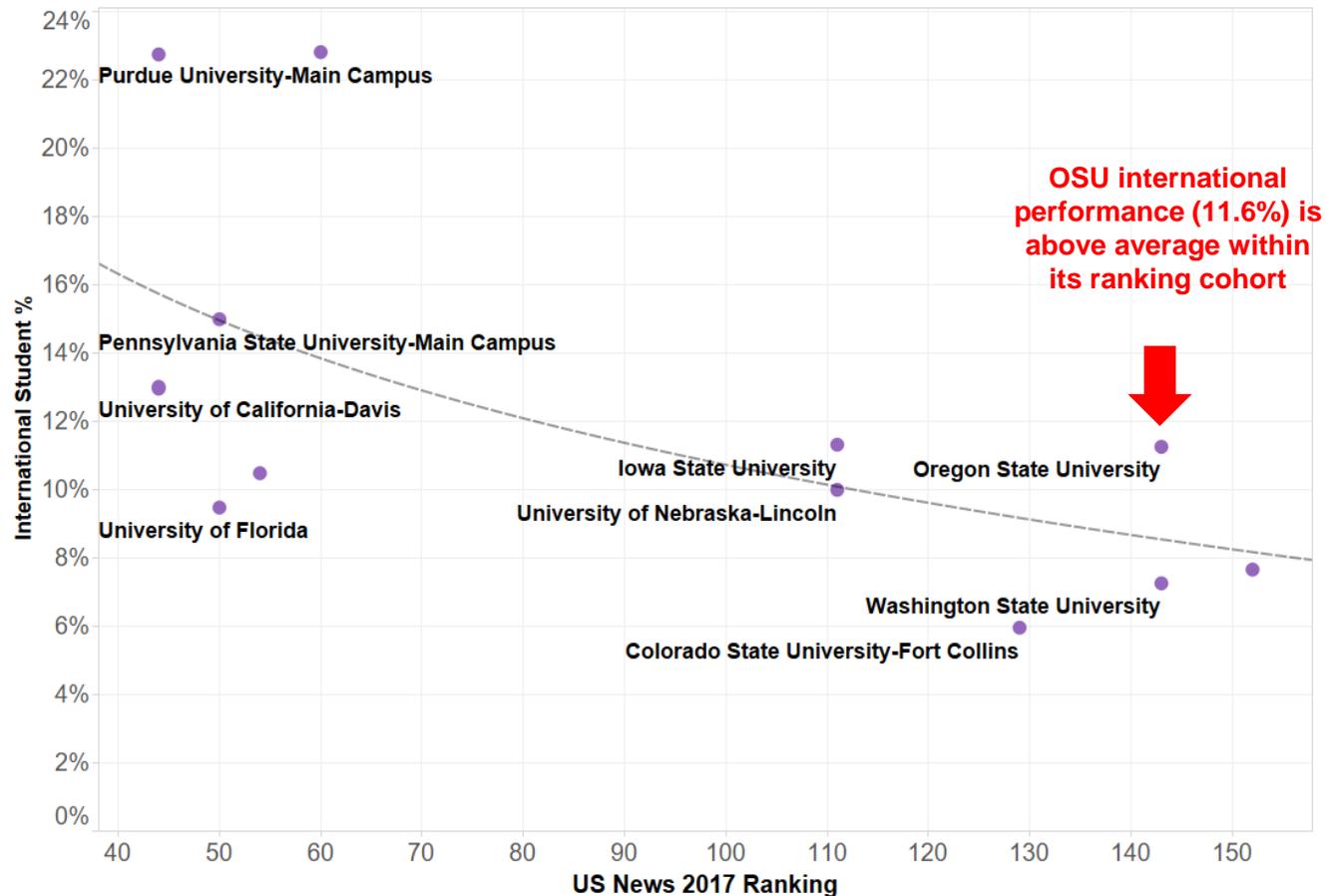


Additional Informational Slides

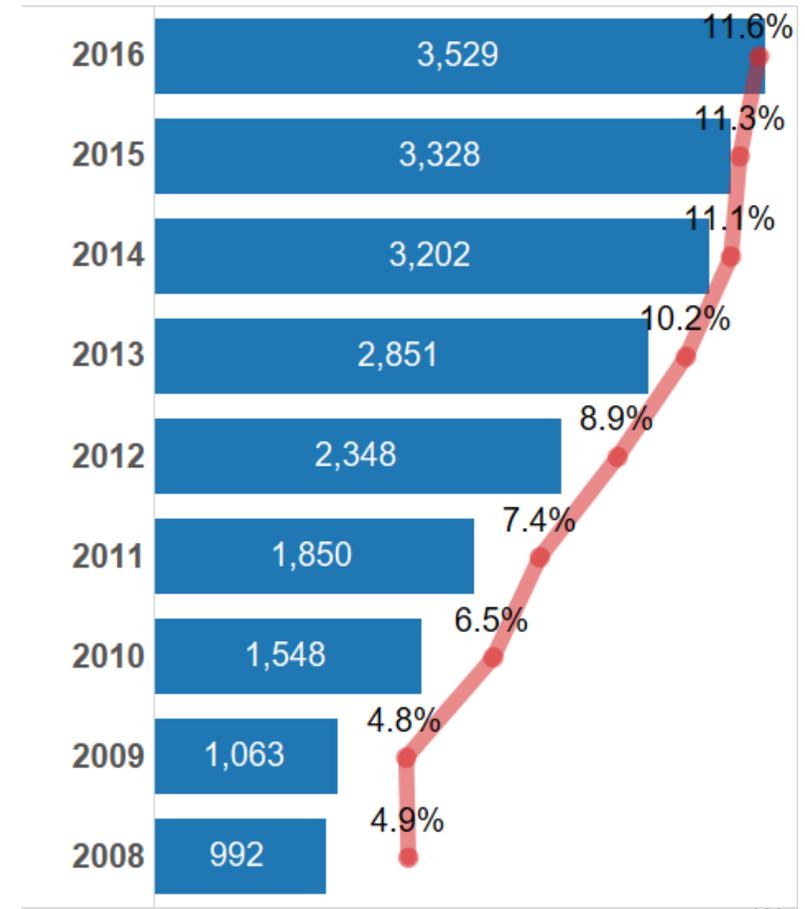


Enrollment: OSU is more international than similarly ranked peers

OSU has increased its international student population from 4.9% to 11.6% between 2008 and 2016. As a result, OSU has become more international compared to similarly ranked peers



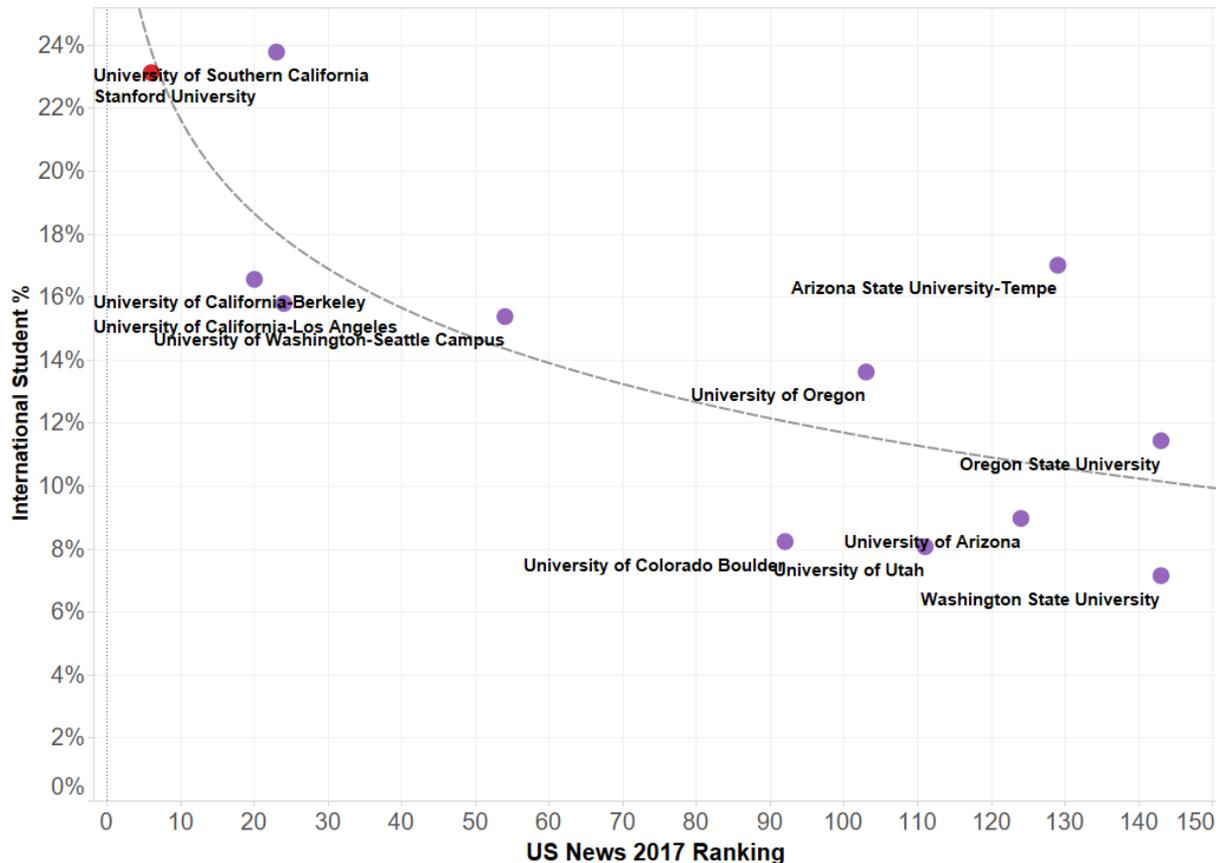
OSU's short- and long-term (aspirant) strategic peer group comparison



OSU's international enrollments, Fall 2008 - Fall 2016

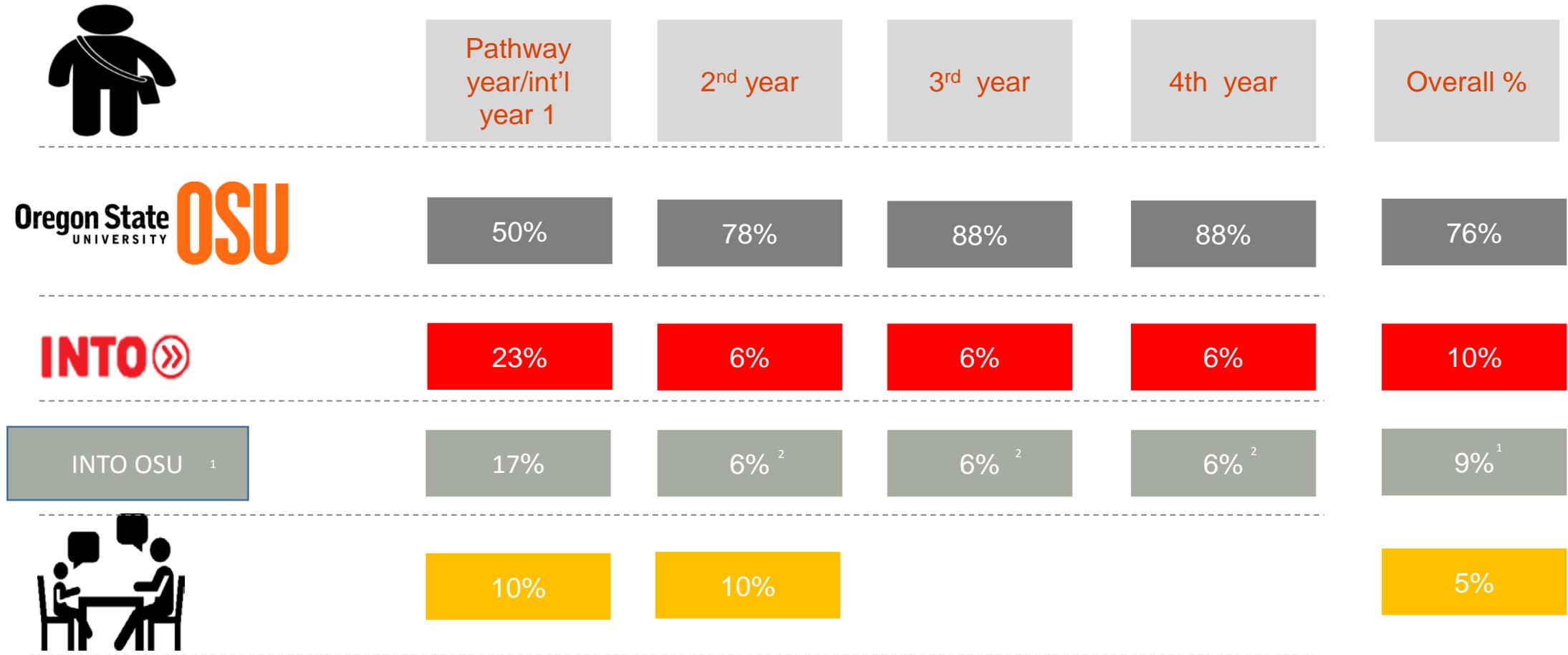
Enrollment: OSU now has international student body more comparable to PAC-12 peers

OSU's Pacific – 12 Conference peers international performance



Name	US News Rank	% International, Fall 2015	% Change since 2008-09
Oregon State University	143	11%	235%
University of Oregon	103	14%	162%
Arizona State University-Tempe	129	17%	154%
University of Washington-Seattle Campus	54	15%	143%
University of California-Los Angeles	24	16%	122%
University of California-Berkeley	20	17%	114%
University of Colorado Boulder	92	8%	111%
University of Southern California	23	24%	74%
Washington State University	143	7%	69%
University of Arizona	124	9%	63%
University of Utah	111	8%	54%
Stanford University	6	23%	-6%

Gross tuition at OSU over 4 years for a Pathway Student



- Profits split 50/50 OSU & INTO once working capital loan is paid off
- 100% of these 6% payments to the JV funds OSU international recruitment activity and scholarships.

Key

- % taken by university
- % taken by INTO
- % taken by JV
- % taken by agent

INTO & OSU provided upfront working capital for the partnership, which then reimburses both partners for costs incurred and splits profits 50/50

