



International Services 

What do you do?
Who are we?
How do we do it?
Why we excel....

Our Bold Initiative...

Bold Initiative

- ▶ Currently 9.8% International enrollment
- ▶ Fall 2017 expected to be 10.2% or about 625 students
- ▶ Further 1% are converted residents or recruited citizens.
- ▶ Two year ---five semester growth plan to 12% of the university, based on an enrollment of 6400...or 760 students
- ▶ Increase in STEM, TIER II, Grad

Where's the BEEF?

- ▶ Credit hour production increase from approximately 17,000 to 21,000
- ▶ Formula fund increase based on STEM and grad high yield programs of 18-20%
- ▶ Additional \$1.2-1.4 million dollars in tuition revenues
- ▶ Increase in fees to cover cost of one full time and one part time employee
- ▶ Additional 90-120 TIER II students at peak point—or over \$3-3.5 million in T-2 Tuition

What do we need?

- ▶ Understand and accept the reality intermediary assistance and compensate appropriately (increase agent fees).
- ▶ One other staff person full time to handle the additional processing and immigration requirements....or alternatively....
- ▶ Well exceeded the 400-1 ratio for SEVIS work.
- ▶ Increase in travel funds 25%
- ▶ Increase agent fees by 50%
- ▶ Change the Agent Payment scale for China

Salaries and Benefits

Three full time; two part time; three student assistants

DIRECTOR--88,800*
OUTREACH SPECIALIST—42,000*
IMMIGRATION SPECIALIST—37,800*
STUDENT WAGES—18,000
PART TIME STAFF WAGES---32000
M&O---- 10000
Utilities--- 1600

Scholarships



MSU RECRUITMENT SCHOLARSHIP

90000 (Requested)

FUNDS FROM CARIBBEAN GOVERNMENTS

20000

REVENUE CONTRIBUTIONS

- ▶ EVALUATION FEES CARRIED OVER = 14000
- ▶ PARTNER GOVERNMENTS CONTRIBUTIONS ALLOCATED TO TRAVEL = 40,000
- ▶ PARTNER GOVERNMENTS CONTRIBUTIONS ALLOCATED TO SCHOLARSHIPS = 20,000
- ▶ INTERNATIONAL ADVISING FEES = 60,000

▶ TOTAL REVENUE CONTRIBUTIONS = 134,000

▶

M&O + INTERNATIONAL TRAVEL

- ▶ M&O + UTILITIES -----10,000
- ▶ INTERNATIONAL TRAVEL----32,000 (covered)
- ▶ FEDEX AND SHIPPING-----5000 (covered)
- ▶ CONFERENCES-----3,000 (covered)
- ▶ IN-STATE TRAVEL -----1500 (covered)
- ▶ SUPPLIES AND MACHINES-----1000
- ▶ RECRUITING MATERIALS 2500 (covered)
- ▶ MEALS AND ENTERTAINMENT 1000 (covered)
- ▶ SUBSCRIPTIONS/NAFSA DUES 1000 (covered)
- ▶ TOTAL 57,000
- ▶ flat...

Dr Lamb's Recruiting Assignments



