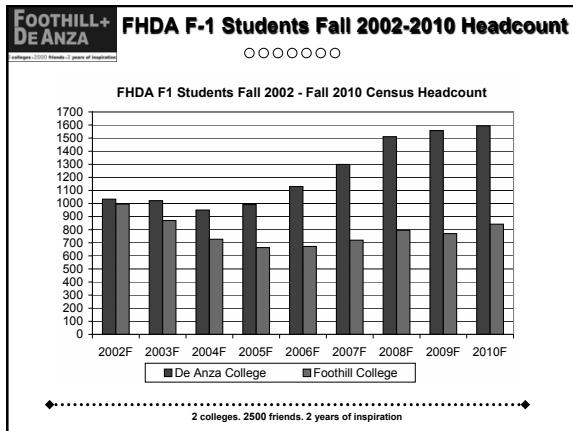


The image features the Foothill + De Anza Colleges logo at the top. Below the logo is a collage of five black and white photographs of diverse international students, each wearing a graduation cap and gown, smiling. The students represent various ethnicities and cultures.

Top 20 Countries of Origin for Intl Students
(All visa types)

Top 20 Countries of Origin for International Students
FHDA Fall 2010 (All Visa Types)

| Country | Number of Students |
|----------------|--------------------|
| China | 560 |
| Hong Kong | 410 |
| South Korea | 350 |
| Vietnam | 280 |
| India | 240 |
| Indonesia | 210 |
| Japan | 190 |
| Taiwan | 110 |
| Sweden | 60 |
| Philippines | 50 |
| Canada | 40 |
| Russia | 30 |
| United Kingdom | 25 |
| Macau | 20 |
| Mexico | 15 |
| Thailand | 10 |
| Iran | 10 |
| Malaysia | 10 |
| Portugal | 10 |
| Singapore | 10 |



| Foothill+ De Anza | | FHDA Sample Recruiting Tour Itinerary |
|--|------------------------------------|--|
| <small>College. Friends. 2 years of inspiration.</small> | | ○○○○○○○○ |
| Monday, September 27 (Hong Kong) | | Thur., September 30 (Shanghai) |
| 8 a.m. | Depart hotel | 11:00 a.m. – noon Shanghai |
| 9:30 a.m. – 10:30 a.m. Canadian International School | | Shanghai Singapore Int'l School |
| 10:45 a.m. – 11:30 a.m. Victoria Shanghai Academy | | 1:00 p.m. – 2:30 p.m. Shanghai International High School |
| 12:30 p.m. – 1:30 p.m. Yew Chung International School | | 8:05 p.m. Fly to Taipei |
| 2:45 p.m. – 3:15 p.m. American International School | | 1:00 a.m. Check into Sheraton Taipei Hotel |
| 6:00 p.m. | Train to Guangzhou | |
| 9:00 p.m. | Check into Westin Hotel | |
| Tuesday, September 28 (Guangzhou) | | |
| 9:30 a.m. | Depart hotel | |
| 11:00 a.m. – noon | American International School | |
| 1:00 p.m. – 2:00 p.m. | Utahoy International School | |
| 6:00 p.m. – 9:00 p.m. | Fair, Westin Hotel Ballroom | |
| Wednesday, September 29 (Shanghai) | | |
| 6:00 a.m. | Depart hotel for airport | |
| 8:30 a.m. | Fly to Shanghai | |
| Noon | Check into Jianguo Hotel | |
| Afternoon | Educational advising partner visit | |
| 7:00 p.m. – 10 p.m. | Fair, Jianguo Hotel Ballroom | |

**FOOTHILL+
DE ANZA**

Colleges. 2500 Friends. 2 years of Inspiration

International Orientation

• Mandatory

• Starts 3-4 weeks before quarter starts

• English and math placement tests

• Introduction to College counseling class

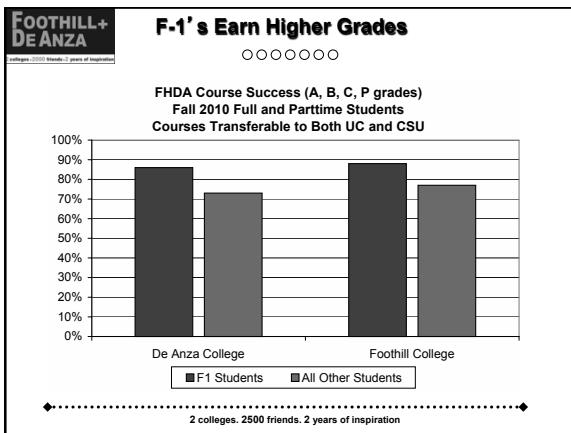
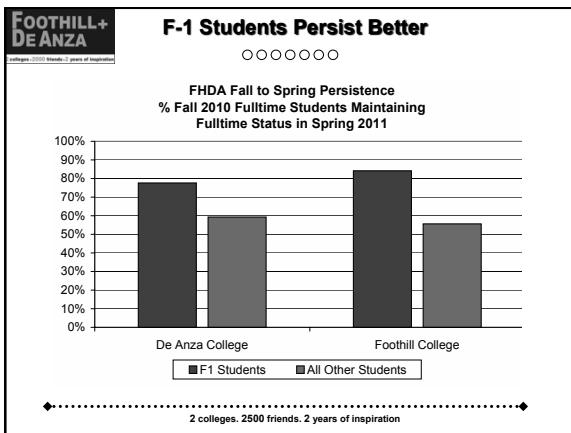
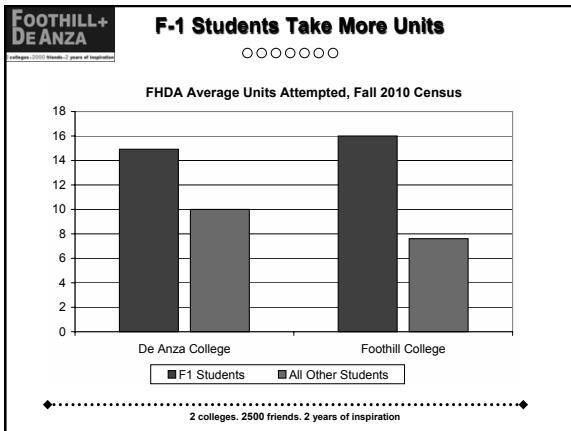
• Choose and register for classes

• Information about

- SEVIS
- Campus Services
- Educational Planning and Transfer
- Cultural Adjustment



Colleges. 2500 Friends. 2 years of Inspiration



Benefits to District

Scott Lankford, English faculty at Foothill:
The vibrant presence of international students is an indispensable part of Foothill's success as a world-class teaching and learning environments, and precisely mirrors the globalized economic and social realities of Silicon Valley.

Piper McNulty, Intercultural Communications faculty at De Anza:
...when partnered with local students who do not write as well or who don't have good strategies for test taking, international students become models and provide mentoring for their resident counterparts.

Brian Evans, Economics faculty at Foothill:
Being exposed to diversity opens one's eyes, destroys stereotypes and breeds tolerance. ...tolerance may be the MOST important lesson that Foothill offers!

F-1 Students Transfer More

○ ○ ○ ○ ○ ○ ○ ○

HFDA 2004-05 ARCC Cohort Tracked 6 Years
 % Tranferring, Transfer Directed, or Transfer Prepared

| College | F-1 Students | All Other Students |
|------------------|--------------|--------------------|
| De Anza College | ~85% | ~68% |
| Foothill College | ~74% | ~59% |

Legend: ■ F-1 Students ■ All Other Students

De Anza College Foothill College

2 colleges. 2500 friends. 2 years of inspiration

FOOTHILL+
DE ANZA

2 colleges. 2500 Friends. 2 years of inspiration

Financial Benefits to District

○ ○ ○ ○ ○ ○

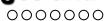
- Foreign tuition of \$135 per unit plus \$24 per unit enrollment fee = \$159 per unit
- Must enroll in at least 12 units per quarter
- \$5,724 per academic year minimum

- \$21.3M non-resident revenue in 2011-12
- \$19.2M attributed to international students
- (\$3.1M) program operating
- \$16.1M revenue available to General Fund

◆



Challenges and Opportunities



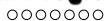
- Visa approvals
- SEVIS system implementation
- Competition
 - Other countries
 - Other schools in the U.S.
- Staffing to service growth



2 colleges. 2500 friends. 2 years of inspiration.



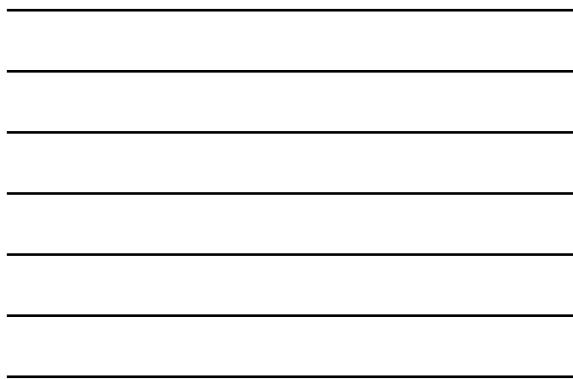
Overall Program Benefits



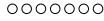
- Allows FHDA to internationalize colleges.
- Brings academically well-prepared students onto our campuses, provides strong role models for our local students, and connects them to the global community.
- Enhances our transfer record.
- Provides the District a significant Fund 14 revenue stream.



2 collagen, 2500 friends, 2 years of inaction



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