INTERNATIONAL STUDENT REVENUE

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OVERVIEW

- Numbers
 - -Where the money comes from (revenue per unit / student)
 - How much of it there is and trends
- Larger context of international enrollment
 - Trends
 - Competition
- Current Priorities

WHERE DOESTHE MONEY COME FROM?

- Non-Resident / International tuition
 - 17-18 \$160 per unit / \$1920 quarter / \$5760 year
 - 18-19 \$163 per unit / \$1956 quarter / \$5868 year
 - 19-20 \$177 per unit / \$2124 quarter / \$6372 year

REVENUE SUMMARY

- Non-Res & International computed together & separately
- International team has hands in both
- Overall, holding almost steady
 - International and non-res show different trends
 - Foothill and De Anza show different trends

THE LARGER CONTEXT

Fewer students coming to the US (since 2016) Increased competition

- Abroad
- USInstitutions
- Local & Smilar Institutions

International student market is unpredictable

TRENDS & OVERVIEW OF THE MARKETPLACE

OVERVIEW & TIMELINE OF CURRENT PROJECTS