



MARKS THE SPOT

*Uncovering Buried Treasure
to Maximize Your Education
Abroad Funding Potential*

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AGENDA

1. Quick Poll
2. Learning Objectives
3. Purpose & Rationale
4. Survey Results
5. Mini Breakout Discussion
6. Resource Share & Wrap-up
7. Q&A





QUICK POLL



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LEARNING OBJECTIVES

Upon completion, you should be able to ...

- Identify key barriers and untapped opportunities for funding through internal and external collaborations;
- Walk away with resources that can be used as soon as you're back in the office; and
- Evaluate how DEI interplays with fund management at your respective institutions.

PURPOSE & RATIONALE

- Why we're here... DEI!
- Holistic view of funding education abroad
- What this session is and isn't
- Centering *this* conversation on funding
 - Gap in connecting funding models to student funding
 - Identifying priorities
 - Examining creative solutions

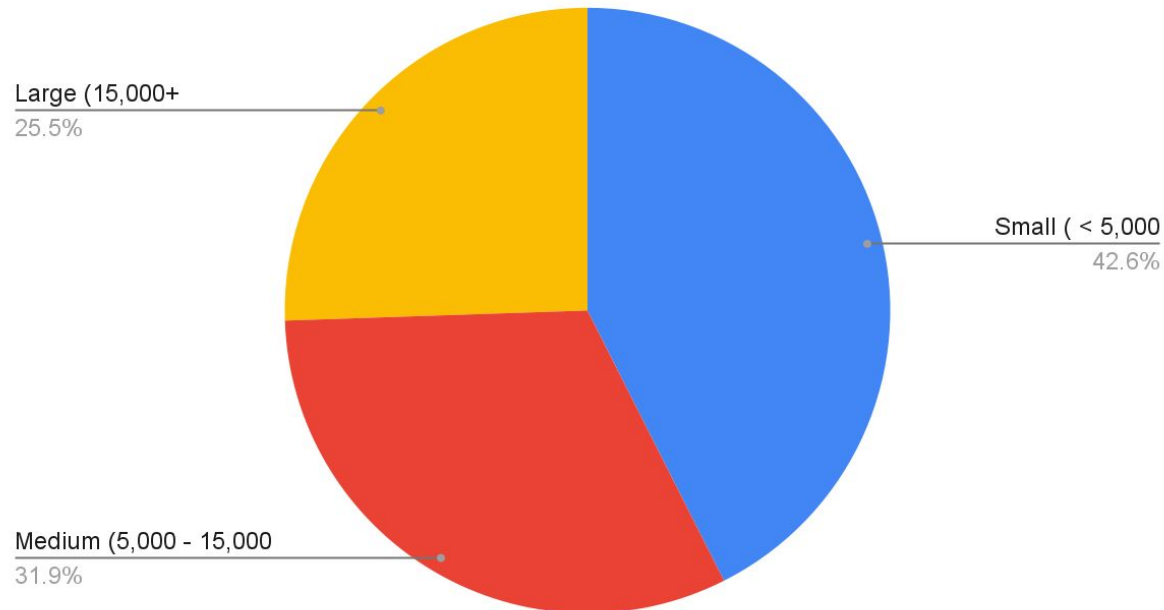
SURVEY RESULTS



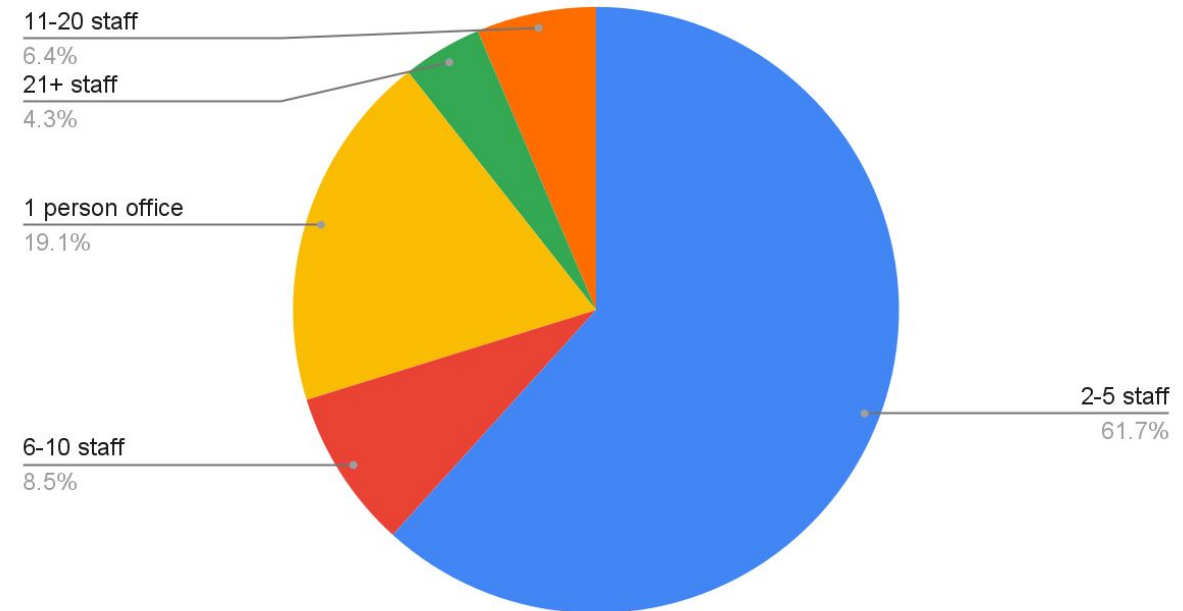
DATA SUMMARY

Responding Institutions: 47

How large is your institution/organization?



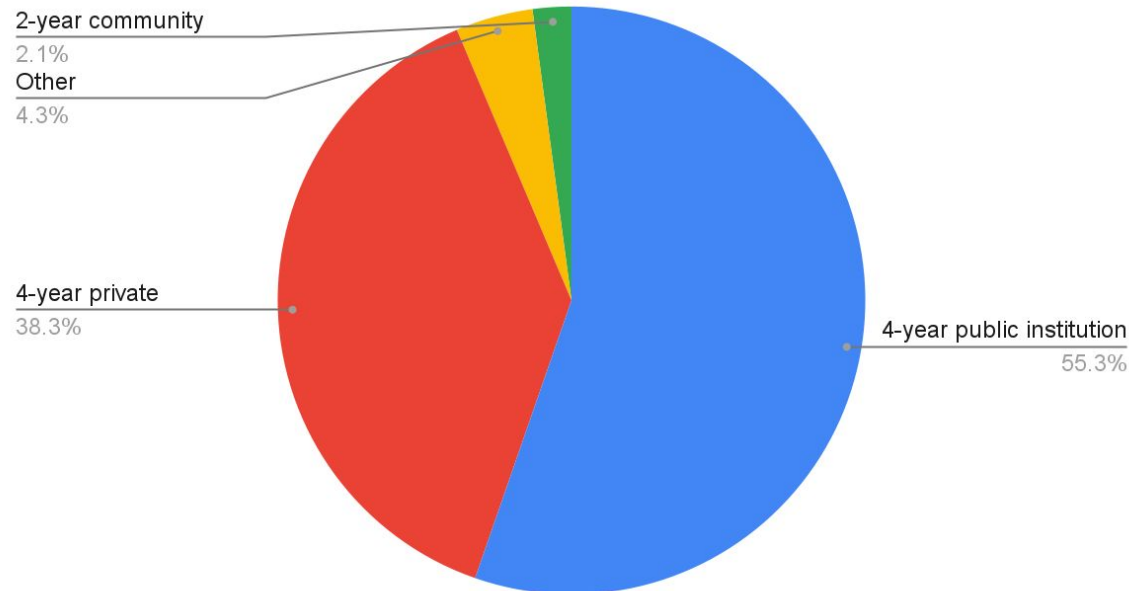
How large is your study abroad office/team?



DATA SUMMARY

Responding Institutions: 47

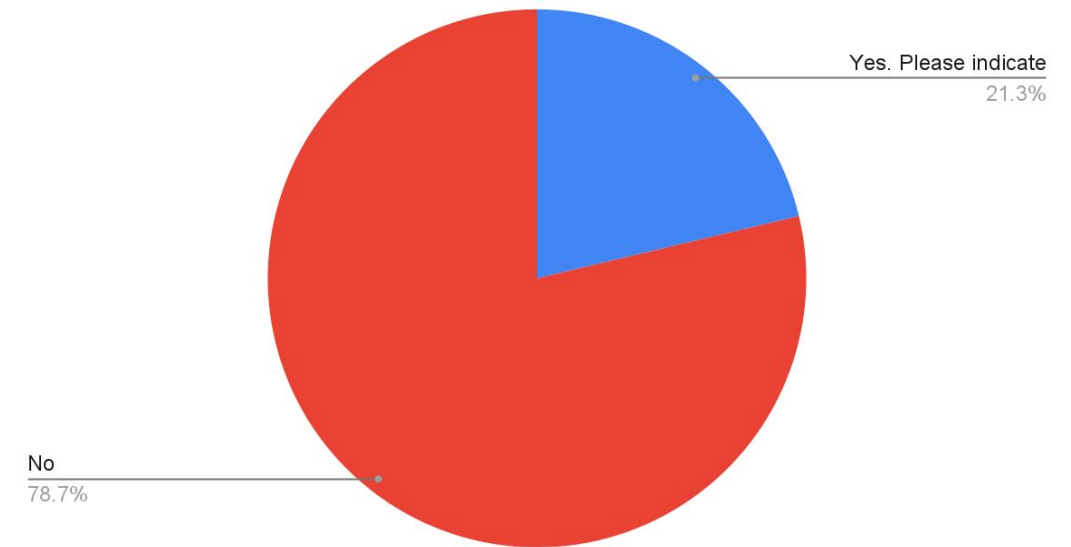
What is your institution/organization type?



"Other" Responses:

- 4-year public with some program provider capabilities
- FIT is technically a community college, but we offer 2 and 4-year degrees, as well as graduate programs.

Are you a Minority Serving Institution?

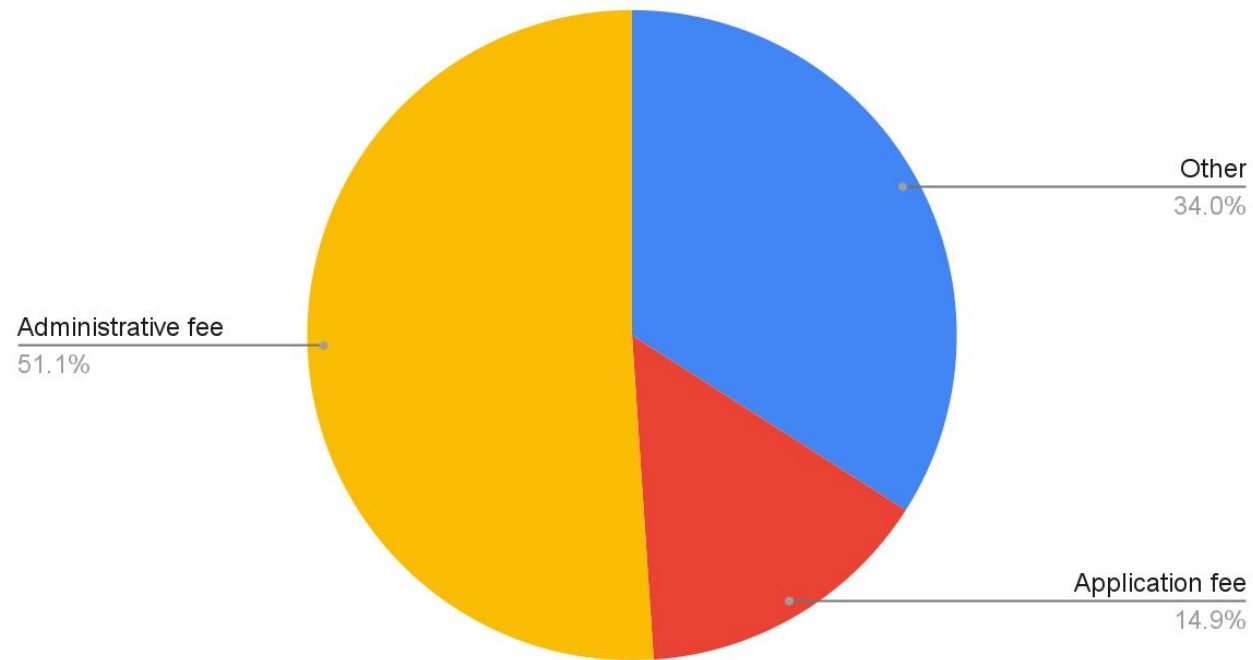


- 6 HSI's
- 3 MSI's
- 1 AANAPSI

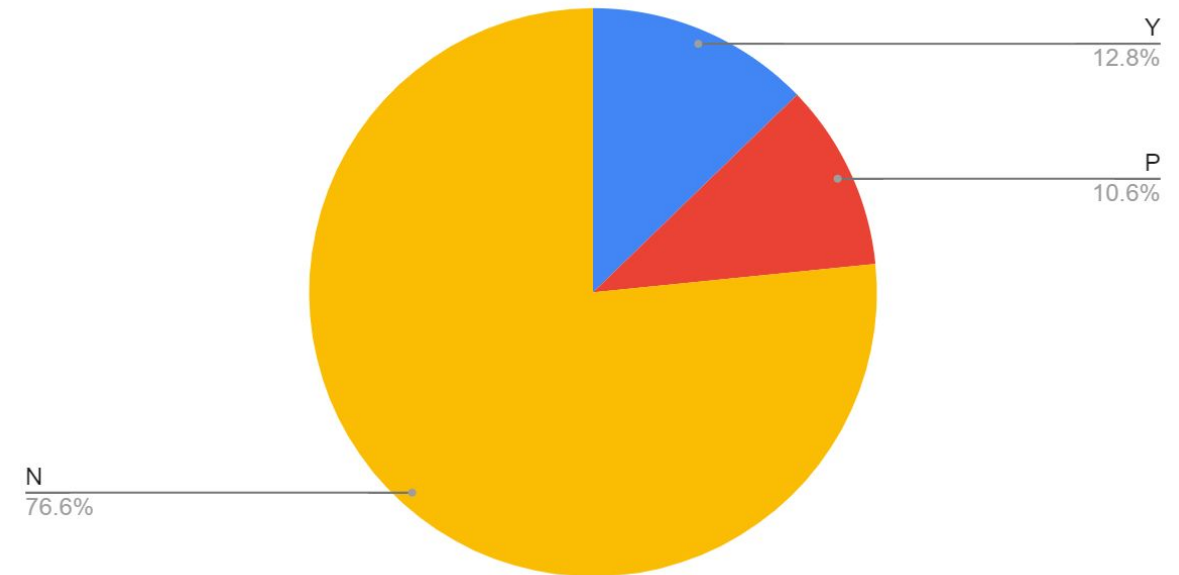
DATA SUMMARY

Responding Institutions: 47

What kinds of fees does your office/organization charge?



Do you have a financial analyst, i.e. someone whose sole job is to manage funds, bookkeeping, etc.?

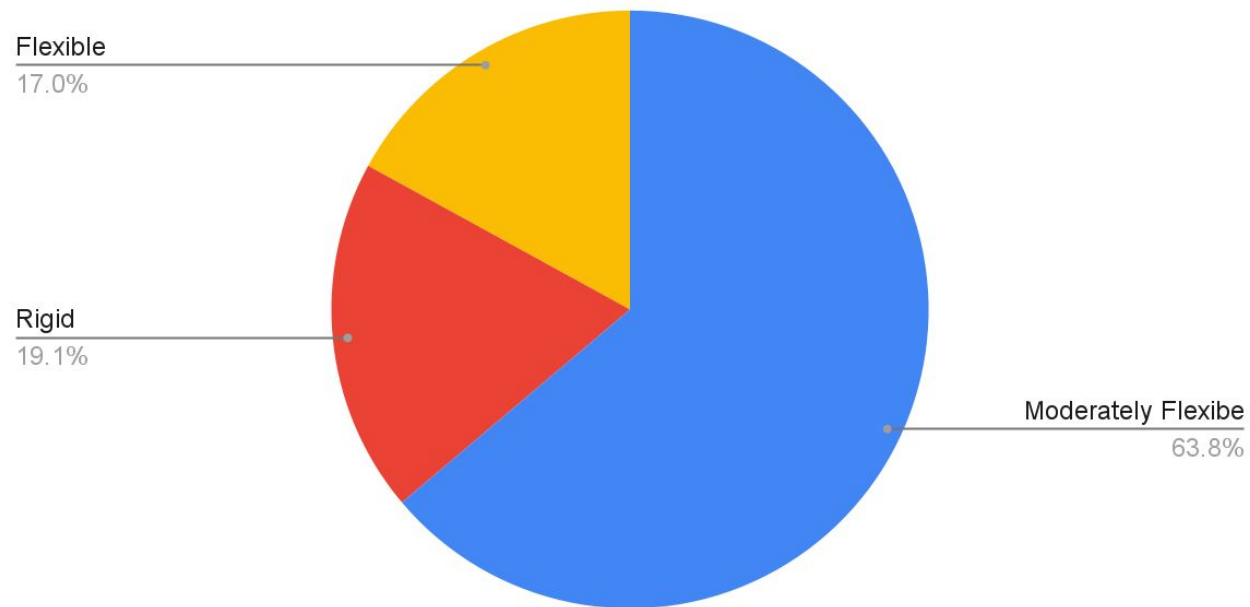


Y = Yes
N = No
P = Partial

DATA SUMMARY

Responding Institutions: 47

How would you rank the flexibility or rigidity of your financial procedures and process?



- Rigid - Very strict financial processes and procedure
- Moderately Flexible - Mix of some flexible and some rigid guidelines
- Flexible - Good amount of flexibility and freedom

DATA SUMMARY: Qualitative

Administrative Barriers

- Institutional practices are problematic
- Archaic/outdated procedures
- Misunderstanding by upper admin of what study abroad offices need
- Time and staffing constraints

Barriers to Developing Funding Stream

- Revenue & costs – hardly enough money to run the office
- Securing donations/endowments

Barriers to Sustaining Funding

- Finding additional funding/self-replenishing funds
- Staff/time constraints in both study abroad and development offices
- Relationships with development offices can be challenging
- Rising cost of programs

POSSIBLE SOLUTIONS

Fight for dedicated, replenishable annual scholarship funds at the institutional level

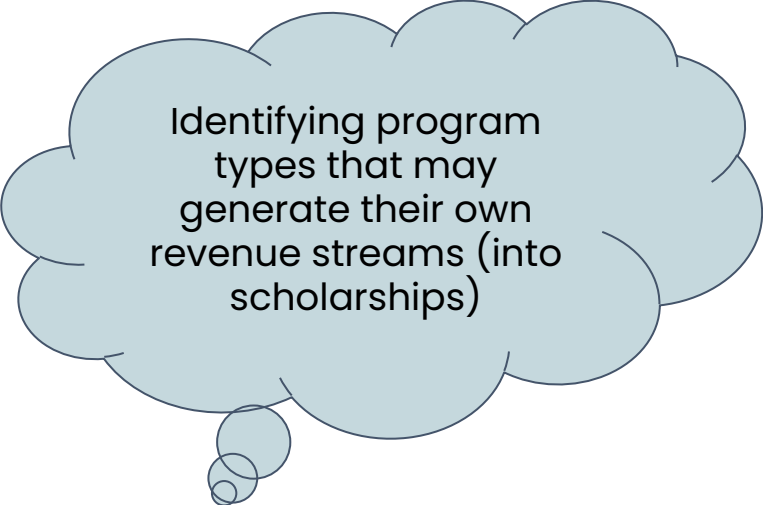
Advocate for a dedicated business staff member

Focus on efficiency and leverage technology

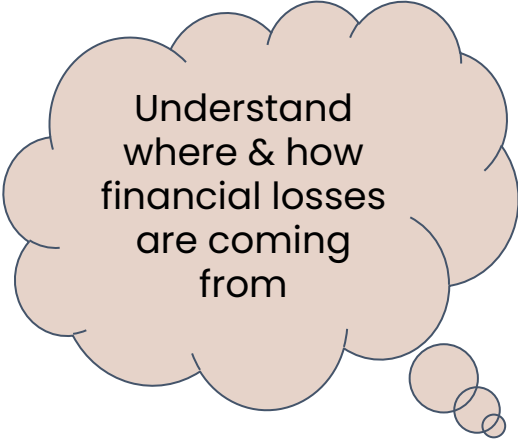
Make a staff member the point person for Gilman, Fulbright, etc.

Focus on accounting & money-management skills with students early on in the process

POSSIBLE SOLUTIONS CONT.



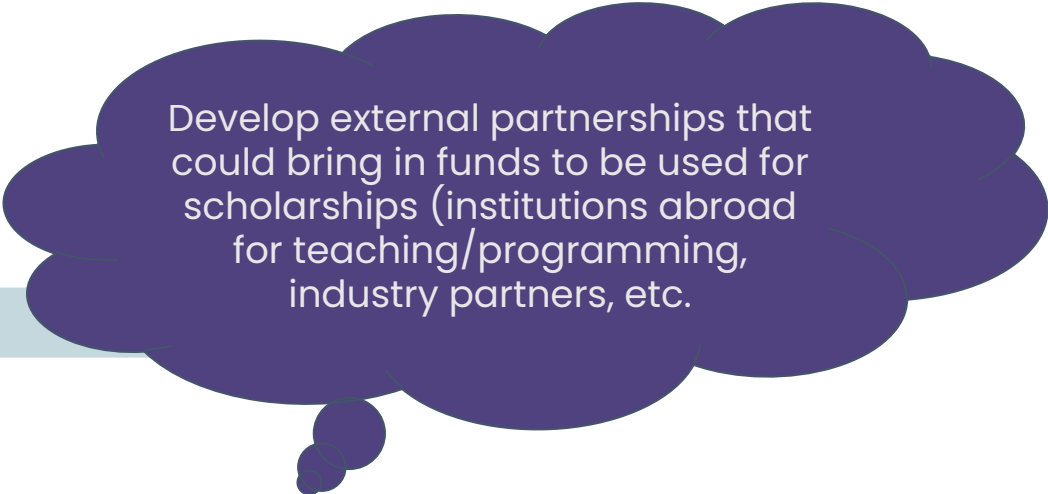
Identifying program types that may generate their own revenue streams (into scholarships)



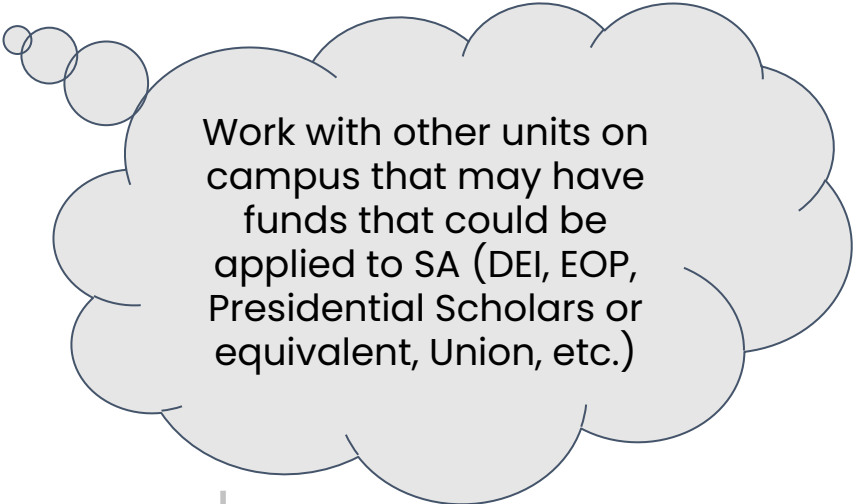
Understand where & how financial losses are coming from



Foster alumni community & tap them as a resource for scholarships



Develop external partnerships that could bring in funds to be used for scholarships (institutions abroad for teaching/programming, industry partners, etc.)



Work with other units on campus that may have funds that could be applied to SA (DEI, EOP, Presidential Scholars or equivalent, Union, etc.)



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QUICK DISCUSSION WITH NEIGHBOR

“Solving” real problems



RESOURCES & TOOL SHARE

- Join LinkedIn Group



- One-pager of insights gleaned from survey & possible solutions to explore
- Auto-calculating program cost comparison tool (incl. if one doesn't go abroad)
- Google Drive of articles/research relevant to this topic

WRAP-UP • Q & A

