

**ILLINOIS STATE
UNIVERSITY**

**BOARD OF
TRUSTEES**

**Resolution No. 2018.01/01
Partnership for
International Student Success**

Resolution

Whereas, Illinois State University seeks to enhance diversity, extend global learning, and further develop a global campus environment, and

Whereas a University goal to increase the international enrollment was originally announced in 2014 and later defined as 10% of the total enrollment being international students within 10 years, and

Whereas, current efforts at recruiting international students are not sufficient to reach the goal for increasing international student enrollment, and

Whereas, the University issued a Request for Information to identify a partner to assist the University fulfill its international goals and identified INTO University Partnerships (“INTO”) as its prospective partner based on INTO meeting the University’s criteria for a partner, INTO’s successful track record, and their sincere commitment to success in the partnership:

Therefore, be it resolved that the Board of Trustees endorses the University’s goal of strengthening the value of diversity through international partnerships and entering into an agreement for a 10 year partnership with INTO University Partnerships to market Illinois State University internationally, recruit international students for admission to Illinois State University, and partner with the University in providing Academic English and pathway programs for international students.

Board Action on: _____
Motion by: _____
Second by: _____
Vote: Yeas: _____ Nays: _____

Postpone: _____
Amend: _____
Disapprove: _____
Approve: _____

ATTEST: Board Action, January 27, 2018

Secretary/Chairperson

**Board of Trustees
Illinois State University
Partnership for International Student Success**

Illinois State University is seeking to enhance diversity, extend global learning, and develop a global campus environment through a partnership with INTO University Partnerships. The University believes that it is imperative to prepare Illinois State University students to live and work in a global society. By increasing the number of international students with whom our domestic students will interact in the classroom, in the residence halls, and in activities outside class, our students will gain a global perspective that better prepares them to live and work in a global society.

The University set a goal to increase international enrollment from the current 2% of overall enrollment to 10% of overall enrollment in 10 years. Although efforts at recruiting international students are ongoing through the regular admissions processes, they are not sufficient to reach the goal for increasing international student enrollment. Forming a partnership with an experienced entity that has a wide international recruiting network, infrastructure, proven business plan, and track record of results will enable the University to strengthen its international student preparation programs, extend global marketing efforts, and deliver an exceptional international student experience at Illinois State University.

INTO University Partnerships (INTO) has the largest, most geographically dispersed, and most thoroughly trained and managed international recruitment team in the world with 30 regional offices covering more than 75 countries. INTO has a strong track record of successful partnerships at universities in the United Kingdom and the United States including Colorado State University, Drew University, George Mason University, Marshall University, Oregon State University, St. Louis University, University of Alabama at Birmingham, University of South Florida, and Washington State University. The leadership team at INTO is an experienced group that has worked with these universities in implementing successful strategies to increase international enrollment through direct admission and pathway programs. INTO is committed to working with the faculty, staff, and administration of Illinois State University to recruit, enroll and graduate international students.

The partnership will engage in recruitment activities, provide English language instruction, and offer English-language preparation with academic coursework applicable toward graduation (pathway). The University will have authority over all academic matters related to the program including admissions decisions, appointment of faculty, determination of course content, standards for academic progress, and awarding of credit. Qualified high school graduates from Illinois will not be displaced by international students. The partnership with INTO will assist the University in addressing the declining number of high school graduates in Illinois and the Midwest and provide a modest increase in enrollment over time.

**ILLINOIS STATE
UNIVERSITY**

**BOARD OF
TRUSTEES**

Resolution No. 2018.01/02
INTO Illinois State University LLC and
Illinois State University Global LLC

Resolution

Whereas, the University issued a Request for Information to identify a partner to assist the University in fulfilling its goal to increase international enrollment and identified INTO University Partnerships (“INTO”) as its prospective partner based on INTO’s successful track record and demonstration of its sincere commitment to success in the partnership, and

Whereas, to facilitate both compliance with applicable taxation and accounting requirements, the University has the authority to establish a University-Related Organization (URO) under Legislative Audit Commission (LAC) University Guidelines 1982, as amended 1997, and

Whereas, it is the intent of the University to create a URO, “Illinois State University Global LLC,” as a not-for-profit wholly-owned subsidiary of the University, and

Whereas, INTO’s partnership model involves creating a jointly-owned venture for INTO and the University to operate an international student center at the University. The international student center provides Academic English instruction and pathway programs that facilitate the development of English language skills by academically qualified international students so that they can complete undergraduate and graduate degrees at the University, and

Whereas, INTO and the University plan to become equal partners in a for profit limited liability company, “INTO Illinois State University LLC”, to operate a new international student center at the University:

Therefore, be it resolved that the Board of Trustees approves the creation and operation of two LLC’s: INTO Illinois State University LLC and Illinois State University Global LLC.

Board Action on: _____	Postpone: _____
Motion by: _____	Amend: _____
Second by: _____	Disapprove: _____
Vote: Yeas: _____ Nays: _____	Approve: _____

ATTEST: Board Action, January 27, 2018

Secretary/Chairperson

Board of Trustees
Illinois State University
INTO Illinois State University LLC
and Illinois State University Global LLC

Illinois State University is seeking to enhance diversity, global learning, and a global campus environment through a partnership. The University has identified INTO University Partnerships to partner with the University to strengthen international student preparation programs, extend global marketing efforts, and deliver an exceptional international student experience.

INTO's model calls for its partners to work with INTO in a joint venture LLC. The joint venture LLC (INTO Illinois State University) will operate as a for profit entity with a six member LLC board – three from INTO and three from the University. As equal partners, INTO and the University will share in the costs, the profits and the risks. The joint venture LLC (INTO Illinois State University) will operate the international student center at the University and engage in recruitment and support activities for students in the Academic English and pathway programs. The University will have authority over all academic matters related to the center including admissions decisions, appointment and supervision of faculty, determination of course content, standards for academic progress, and awarding of credit. Under the LLC Operating Agreement, the University is not liable for deficits in operation of the LLC, should they exist. Standard dissolution, liquidation, and termination language and other corporate protections exist in the LLC agreement.

Because the joint venture LLC (INTO Illinois State University) will be a for profit entity, the University will create a second LLC, Illinois State University Global, to operate as a not for profit entity and account for certain accounting and taxation requirements that apply to the University. The University's share of the profits from the joint venture will be run through this intermediate LLC (Illinois State University Global). You can think of this second LLC (Illinois State University Global) as being similar to the ISU Foundation in that it will maintain a separate corporate entity and will operate as an affiliate of the University (a "University Related Organization" or "URO"). Funds are received on behalf of the University and distributed to the University. However unlike the Foundation, the Illinois State University Global LLC board members will be the ISU vice presidents and a presidential appointment.