



Increasing Revenue Through International Education

To: Finance, Budget and Enrolment Committee

Date: 23 November, 2022

Report No.: 11-22-4435

Strategic Directions

- Transform Student Learning
- Allocate Human and Financial Resources Strategically to Support Student Needs
- Provide Equity of Access to Learning Opportunities for All Students

Recommendation

It is recommended that the report be received.

Context

The COVID-19 global pandemic has had a significant impact on the number of international students registered in the TDSB and in school boards across the country.

The information presented in the chart below summarizes the number of International Students enrolled in TDSB schools between the years of 2017- 18 to 2022-23.

While this number appears to be increasing as travel restrictions into Canada have eased there are currently approximately half as many International Students in TDSB than before the pandemic.

School Year	Elementary	Secondary	TOTAL
2017-18	296	1775	2071
2018-19	566	2016	2582
2019-20 (March 31, 2020)	403	1705	2108

School Year	Elementary	Secondary	TOTAL
2020-2021	218	1117	1335
2021-2022	237	964	1201
2022-2023	290	932	1227

As we move forward with efforts to achieve pre-Covid levels of international student enrollment, it is important for TDSB to maintain a competitive advantage with respect to student admissions and retention. To do so, the Board's fee structure must be in line with that of other surrounding Boards.

The chart below summarizes the current fee schedule for TDSB International Student Programs in relation to other school boards in the GTA and surrounding areas.

Board	TDSB	TCDSB	YRDSB	HDSB	PDSB	OCDSB	HWDSB
App Fee	\$350	\$350	\$300	\$300	\$500	\$400	\$275
Tuition	\$16,000 per year (including insurance)	\$16,000 per year (including insurance)	New Elementary: \$16,120 Per year (including insurance) New Secondary student: \$ 16,870 per year (including insurance) Returning Elementary & Secondary: \$15,875	\$16,150 per year (including insurance)	Elementary: \$14860 (Including insurance) Secondary: \$15860 (including insurance)	\$15400 (including medical insurance)	\$15159 (including medical insurance)

Returning to pre pandemic enrollment numbers is highly dependent on eased travel restrictions staying in place as well as the difficult the current economic conditions both in Canada and within our target markets. Increasing tuition fees at this point in time would negatively impact new student recruitment efforts as well as the retention of current International Students.

The general consensus among GTA boards including the Toronto District School Board, has been to maintain the current fee schedules for International Students in school years 2022-23 and 2023-24.

Action Plan and Associated Timeline

In response to the Board motion of June 29, 2022 staff will include in the budget process an increase tuition fees by \$1500 per year for 2024/25 from \$16000.00 to \$17500.00 for both elementary and secondary students, and an increase to the non-refundable application fee from \$350 to \$400, for consideration and Board approval.

Based on feedback received from families, students and partners, Virtual School for International Students is not a feasible long-term option outside of the conditions that were in place during the COVID-19 global pandemic.

To ensure effective communication with current and potential International Students the proposed fee increase for the 2024-25 school year must be in place by June 2023.

Resource Implications

There are no additional resources required to initiate the proposed fee increase for the 2024-25 school year.

This fee increase will impact revenue based on the number of International Students registered for the 2024-25.

Communications Considerations

The proposed fee increase will be communicated through the channels and relationships that have already been established by the International Students Admissions Office.

Board Policy and Procedure Reference(s)

- PR518 - Admission Eligibility Requirements
- PR543 - Promotion, Transfer and Retention: Grade 8 to Grade 9
- P037 - Equity Policy
- P040 - Accountability for Student Achievement

Appendices

N/A

From

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