

MARYLAND STATE FACT SHEET

Each year, Maryland businesses host international college students and graduates participating in the Department of State's J-1 visa Summer Work Travel, Intern, Trainee, Au Pair, and Camp Counselor programs. This collaboration offers myriad diplomacy and national security benefits to our country, and significant economic benefits – including vital tax revenue – to communities across Maryland.

Economic Impact of Summer Work Travel Participants:

\$29.5 million

*Source: *Summer Work Travel (SWT) Program Review* by EurekaFacts, August 2018

Economic Impact of Intern and Trainee Participants:

\$6.5 million

*Source: *Intern and Trainee Exchange Program Review* by EurekaFacts, June 2017

Prominent Host Communities:

Baltimore, Gaithersburg, Ocean City, Rockville, Silver Spring

Prominent Host Employers:

AquaSafe Pool Management
Dolle's Candyland
Fenwick Inn
Holiday Inn Oceanfront (Ocean City)
Marshall Hotels & Resorts
Six Flags Entertainment Corp.

International Students in the State:

19,671

*Number of international students enrolled at colleges/universities in the state. Source: *Open Doors 2018*

American Students Abroad:

4,910

*Total number of U.S. Study Abroad Students enrolled through institutions in the state, 2016/2017. Source: *Open Doors 2018*

Total Number of Participants:

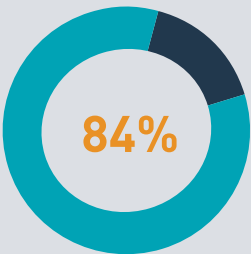
- **Au Pair**
1169
- **Camp Counselor**
717
- **Intern**
255
- **Summer Work Travel**
5557
- **Trainee**
111

*Source: *U.S. Department of State, 2018*



The Camp Counselor Program, a category within the U.S. Department of State's Exchange Visitor Program (EVP), offers international participants a way to interact directly with American youth campers by overseeing and leading group activities at camp during the U.S. summer season. The Alliance for International Exchange partnered with EurekaFacts, an independent research firm that specializes in social science and policy research, to conduct a thorough review and evaluation of the Camp Counselor Exchange Visitor Program. EurekaFacts surveyed 2,561 participant alumni and 376 host camps to determine the impact of the program. Highlights of the results are presented below.

Camp Counselor Programs Enhance Positive Opinions of the U.S.



of participant alumni report a more positive opinion about the United States and American culture after their experience at American camps



The total estimated contribution of Camp Counselor exchange visitor participants to the U.S. economy in 2018

Camp Counselor Programs Support U.S. National Security

Camp Counselor Programs are Excellent Public Diplomacy Tools in Fostering Positive Attitudes Towards the U.S.



98% of participants made connections with Americans

91% of participants still keep in touch with Americans after leaving the U.S.

76% of participants have more positive views of American people

71% of participants have more positive views of American culture

Building personal skills and experiencing a different culture are top drivers of participation for Camp Counselors

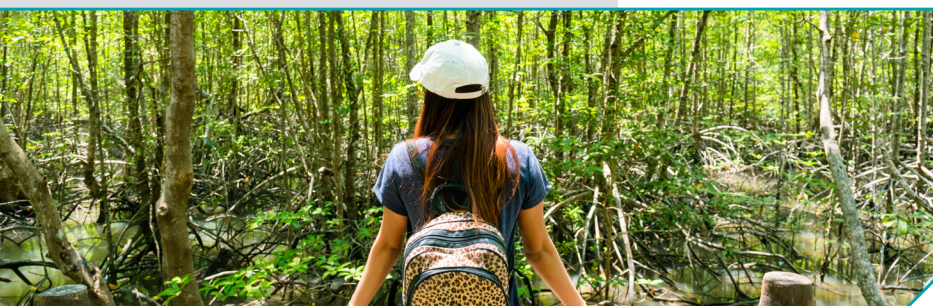


97% of participants feel that their program will help them in their futures

95% chose to participate to gain new or to improve their personal skills

94% of participants chose to participate to experience living in a different culture

87% of participants cited learning how to interact with people from other cultures as a top driver for participation in the program



** Earning money is the least important motivator when deciding to participate in comparison to other motivating factors indicated*

Camp Counselor Programs Support the U.S. Economy

- International camp counselors contributed over \$59 million in total expenditures during their 30-day travel period in 2018
- On average, camp counselor participants spend \$2,373 per month. Most money is spent on lodging such as hotels (\$12.3 million) and entertainment such as dining out or going to the movies (\$11.5 million)
- Camp counselors spend more than \$4 million in NY, PA and ME. 12 of the remaining 47 states had camp counselors' expenditures between \$1 million and \$4 million.



Alliance for International Exchange

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Washington, DC 20036

Phone: 202-293-6141

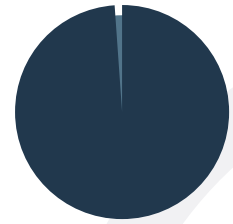
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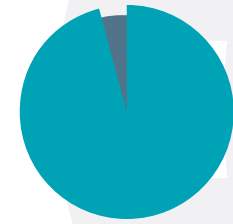


Camp Counselor programs are important for American businesses

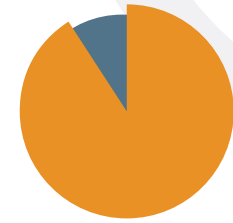
99% of host camps offer equivalent chances regarding job opportunities for Americans in the U.S. Roughly the same amount of host camps offer equally available opportunities for training and development to Americans as for international counselors in the U.S.



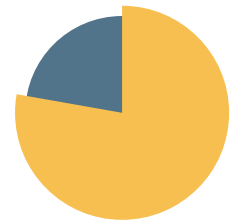
96% of host camps said that exposing American campers and counselors to international culture is a top motivator for participating in the program



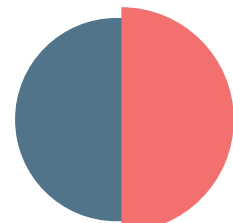
91% of host camps believe their organization would be negatively impacted if the Camp Counselor program ceased to exist



78% of host camps indicated that camp services or activities would be reduced in the absence of international camp counselors



50% of host camps report the absence of the Camp Counselor program would result in the inability to operate during the season and would decrease revenues.



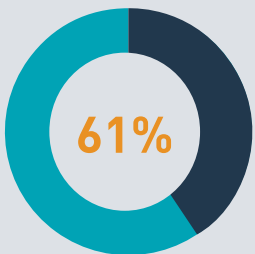
The Summer Work Travel (SWT) Program

is the largest U.S. Department of State regulated student exchange program. Every year, more than 94,983 university students from over 100 countries come to the United States to learn about American culture through temporary work and travel opportunities. Participants live, work, and travel in the U.S. (many in tourist areas) for a maximum of four months during their home university summer breaks. EurekaFacts surveyed 2,800 SWT alumni and 460 U.S. businesses participating in the program to determine the impact on local communities. Highlights of the results are presented below.

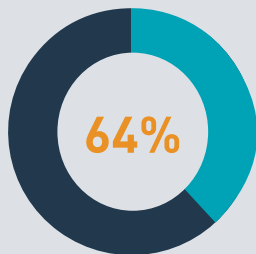
The total estimated contribution of SWT exchange visitor participants to the U.S. economy in 2016 was about \$509MM. That roughly equals \$5300 per participant.



SWT Supports Future Partners for U.S. Businesses



of participants report higher regard for American companies.

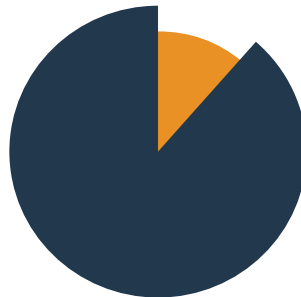


of participants have higher opinion of the way Americans do business.

SWT Supports U.S. National Security



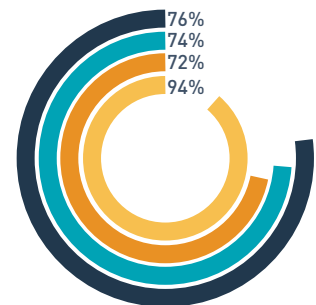
SWT Participants Specifically Choose to Learn About And Experience Life in The U.S.



91% of SWT participants report cultural exchange as their top reason for participating in the program. In contrast, very few participants said that learning specific work skills, gaining experience for a degree program, or earning money were their top reasons for participation.

It is in the United States' national security interests to facilitate opportunities for Americans to connect with people from all over the world, specifically with students from countries critical to U.S. foreign policy.

The SWT Program is an Excellent Public Diplomacy Tool — Fostering Positive Attitudes Toward the U.S.



76% of SWT participants have a higher overall regard for the U.S. after the program.

74% of participants said that their opinions of Americans became more positive.

72% have more positive views of American culture.

94% made friendships with Americans during their stay, and of those, 88% reported that they keep in touch with their new American friends.

SWT Strengthens U.S. Economy

SWT Help U.S. Businesses Meet Seasonal Labor Shortages

- According to published reports, summer work participation among American students has been declining since 1990, a trend due to shifting priorities toward education and other summer activities.
- 96% of employers report seasonal labor shortages. In fact, 51% of employers surveyed said labor shortages were their most important reason for participating in the SWT program.
- SWT students do not displace local workers.
- Predictive models show that the number of SWT placements in a community is related to labor shortages. For instance, the number of SWT placements is higher in areas where there is greater workforce participation, a lower proportion of non-seasonal workforce involved in tourist-related industries, and fewer college students are available for seasonal jobs.

Without SWT, American Businesses Would Suffer Leading to Loss of American Jobs

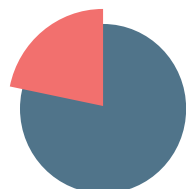
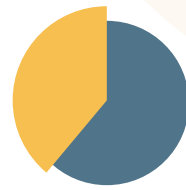
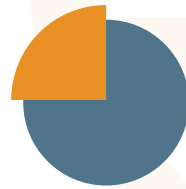
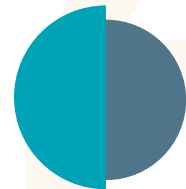
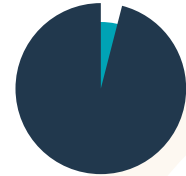
97% of employers report having more seasonal jobs available than workers to fill them.

50% of employers state that the absence of SWT participants would have a negative impact on their revenues.

25% of employers report that it is likely or very likely that without SWT participation they would not be able to stay open during the summer season.

39% of employers say that it is likely or very likely that they would have to reduce hours of operation.

22% of employers report that it is likely or very likely that they would have to lay off permanent American staff members after the season.



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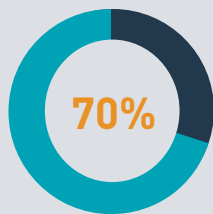


The Intern and Trainee programs, part of the Department of State Exchange Visitor Program, offer international candidates the opportunity to temporarily live in the United States, participate in professional training with host organizations, and experience American culture and society. The Alliance for International Exchange commissioned an independent research firm, EurekaFacts, to conduct a thorough review of the Intern and Trainee programs.

Intern and Trainee Programs Support U.S. National Security



The total contribution of Intern and Trainee exchange visitors to the U.S. economy in 2017



of participants report a more positive opinion about the American way of doing business and about American companies

Intern and Trainee Programs Support the U.S. Economy

- During their stay, Interns and Trainees contribute an estimated **\$662.6 million** to the U.S. economy
- Intern and Trainee participants spend approximately **\$2,000** per month in their local communities on items such as housing, food, entertainment, and travel

Intern and Trainee Programs are Valuable Public Diplomacy Tools in Fostering Positive Attitudes Towards the U.S.

95%

of participants said they had a good or very good experience in the U.S.

75%

of participants developed a more positive opinion of American people after their experience

73%

of participants state they developed a more positive opinion of the U.S. in general after their program experience

70%

of participants developed a more positive opinion of American culture

Building professional skills and learning about U.S. culture are top drivers of participation for Interns and Trainees



79% choose to participate in the program to learn about U.S. culture, and **85%** participate to gain job related experience. In contrast, earning money is the least important reason Interns and Trainees participate.

The benefits to future career aspirations outweigh any cost associated with participating in the program. **95%** feel their program provided them with practical skills and expertise, and **96%** agree that their program experience will help them in the future.



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Intern and Trainee programs add value to American businesses

85% of host organizations consider the programs important to their business

75% of host organizations stated that participants broaden perspectives of current staff through exposure to different cultures

71% of host organizations state that the program helps current staff develop intercultural communication skills

71% of host organizations offer equivalent intern or trainee program opportunities for Americans in the U.S. and reported that these positions are equally or more available to Americans than international participants

70% of host organizations participate to bring a unique cultural dimension to the workplace

60% of host organizations cite that Interns and Trainees bring a unique work ethic that positively contributes to the organization

60% of host organizations would experience a negative impact if the Intern and Trainee programs were no longer available

