

SUPPORT

Senate Bill 927 - Institutions of Higher Education – Prohibition Against Incentive Payments – Foreign Student Exemption

I, Joan Carter Conway, offer written testimony in support of **Senate Bill 927 - Institutions of Higher Education – Prohibition Against Incentive Payments – Foreign Student Exemption.**

SB927 exempts the recruitment of international students who reside in a foreign country and who are not eligible to receive federal student assistance from the prohibition against paying a commission, bonus, or any other incentive based on success in securing enrollment. This bill financially benefits historically black institutions of higher education. Resulting in reduced cost of air fare, housing and food accommodations.

It financially benefits historically black institutions because, by removing the prohibition under current law, it allows for the institutions not to have to incur the financial burden of funding sources for recruitment of international students, by not having to send a personal representative abroad. All higher education institutions should be afforded the opportunity to have the same international representation.

To date, there are approximately 16,000 commissioned international recruitment agents working around the world. AIRC, a standards Development Organization, which is recognized by the U.S. Department of Justice, offers HBCUs an opportunity to compete with other institutions for recruitment. The Department permits commissioned agents to represent U.S. institutions at its student recruitment events abroad.

I wholeheartedly support SB927, which will provide HBCU's to have access to an important recruiting tool necessary for recruiting international students abroad through commissioned agents.