

**Senate Bill 927**  
**Institutions of Higher Education – Prohibition Against Incentive Payments -**  
**Foreign Student Exemption**  
**Senate Education, Health, and Environmental Affairs Committee**  
**March 9, 2021**

**Letter of Support**

Chair Pinsky, Vice-Chair Kagan, and Members of the Committee,

Thank you for the opportunity to share our thoughts on Senate Bill 927. International students add an important richness to the campus community both inside and outside of the classroom. This richness is especially important as we prepare our students for an increasingly competitive and global economy. Providing incentives for the successful recruitment of international students who reside outside the United States has become a commonly accepted practice in the last decade. Outside of the United States, many families use agents, acting on behalf of institutions, for college counseling services. In order to increase the number of international students on their campuses, many institutions of higher education that do not have the resources to support internal off-shore international recruitment activities would benefit from the services provided by incentive-based organizations.

Thank you for your consideration and continued support of St. Mary's College of Maryland.



Tuajuanda C. Jordan, PhD  
President

