






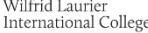


## Response to Three Quotes from the Provost on March 31, 2023

1. "The programs feature similar tuition rates to those of direct-entry international students..."

Look no further than the websites of the four Canadian universities who have deals with Navitas:

 	 																																																																								
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Conclusion: Tuition plus all of Navitas' fees extracts more than twice the regular international tuition fee from Navitas students.

The Continuing Education Students' Association of X University (CESAX), now TMU, produced the table to the right.

Their conclusion is that a Navitas student in the business program at TMU will pay \$100K more to obtain their degree than a regular international student, who pays \$100K more than a domestic student.

Is the Provost's statement that Navitas students pay "similar tuition rates" to regular international students a purposeful game of semantics, ignoring the incredible additional fees?

Instead, the Provost should openly report not just the exorbitant cost to students of the Navitas program, but also the level of concern that ethical members of university communities have expressed about it. Many critics have described this model as "pay to play."

	RUIC/NAVITAS FEES <sup>6</sup>	INTERNATIONAL FEES <sup>7</sup>	DOMESTIC FEES <sup>8</sup>
UTP Stage I (2 terms)	\$22,906	N/A	N/A
UTP Stage II (3 terms)	\$29,140	N/A	N/A
Additional support programs (1 term)	\$5,828	N/A	N/A
Ancillary fees (1 term for both accounts)	\$272.91	\$699.21	\$699.21 <sup>9</sup>
Medical Insurance (1 year)	\$735.00	\$756.00	N/A
Degree Program Year 1	N/A if going straight to second year	\$31,856 - \$34,955	\$9,470.98
Year 2	\$31,856 - \$34,955	\$31,856 - \$34,955	\$9,470.98
Year 3	\$31,856 - \$34,955	\$31,856 - \$34,955	\$9,470.98
Year 4	\$31,856 - \$34,955	\$31,856 - \$34,955	\$9,470.98
Estimated Total Cost	<b>\$247,767.46</b>	<b>\$148,437.68</b>	<b>\$43,293.54</b>

2. *"This potential partnership offers a significant opportunity to enhance our global impact and reputation, foster an environment of cultural inclusion" and she earlier mentions the commitment to equity, diversity, and inclusion.*

The reality is that a deal with Navitas **undermines** the University's commitment to EDI because any diversity and inclusion it might generate is determined by the students' ability to pay the exorbitant fees of a mercenary corporation. It is also a construction that further increases inequity. The Provost virtue signals about a "global campus" while ignoring this reality.

The [Letter from the Support Network for Academics of Colour Plus \(SNAC+\) on Navitas proposal](#) (at Lethbridge, where faculty, employee groups, and students have been fighting their Administration's intention to make a deal with Navitas) is a remarkable read and contains many quotes that apply directly to Guelph. Here are two:

"At this moment, when the university has strongly committed to addressing structural racism on campus and in society more broadly, should this proposal come to pass, it risks undermining the University[...]’s stated commitments to equity and inclusion."

"Navitas is a private company that recruits students on the basis of their ability to pay, not on their academic achievement or possible contributions. By recruiting from one particular type of international student body, it risks reducing the value and contribution of international students to monetary value only."

As far as "enhancing [U of G's] reputation," it is very much worth noting that every institution in the world that is broadly recognized as elite does **not** have a relationship with Navitas. If the Administration aspires to elevate U of G in the global reputation arena, signing a deal with Navitas is exactly the wrong thing to do.

3. "To help achieve our goals of increasing international student enrollment, the University is currently exploring the possibility of a partnership with Navitas, a leading global organization specializing in the internationalization of university campuses."

While the final clause in the Provost's statement is how Navitas describes itself, lifted directly from their website, an ethical thinker will hopefully recognize that this promotional language masks the perversion of this corporate profit-driven brand of "internationalization," as described in item 2 above.

International student enrolment can be increased in an ethical and non-exploitative way. That's not a pipe dream, but a realized outcome. The state of international student enrolments in Ontario up to 2021 depended in no way on Navitas or other corporate mercenaries. For the years 2016-2021, the percentage by institution of undergraduate enrolments at Ontario universities that are international students is given in the following table (source: [CUDO](#)).

	2016	2017	2018	2019	2020	2021
<i>Brock University</i>	6.01%	6.41%	7.35%	8.80%	9.61%	9.15%
<i>Carleton University</i>	11.25%	11.49%	11.74%	12.00%	11.80%	11.64%
<i>University of Guelph</i>	3.35%	3.88%	4.08%	4.58%	4.92%	5.24%
<i>Lakehead University</i>	5.45%	7.12%	8.52%	10.55%	10.37%	10.29%
<i>Laurentian University</i>	6.07%	6.50%	4.42%	5.20%	5.31%	5.49%
<i>McMaster University</i>	7.56%	9.36%	10.79%	13.15%	14.57%	15.59%
<i>Nipissing University</i>	0.81%	0.67%	0.78%	0.79%	0.70%	1.31%
<i>OCAD University</i>	13.06%	15.33%	20.12%	24.01%	26.88%	27.60%
<i>University of Ottawa</i>	9.68%	11.27%	12.98%	15.56%	17.65%	19.11%
<i>Ottawa » Saint Paul University</i>	18.58%	19.41%	18.41%	16.53%	18.11%	20.22%
<i>Ontario Tech University</i>	5.75%	5.38%	4.87%	5.83%	6.30%	7.92%
<i>Queen's University</i>	5.07%	6.82%	8.43%	11.50%	10.88%	10.71%
<i>Toronto Metropolitan University</i>	3.90%	4.91%	6.34%	7.76%	8.82%	10.05%
<i>Toronto » All Campuses</i>	20.18%	22.50%	24.33%	26.50%	28.55%	30.11%
<i>Trent University</i>	6.57%	6.34%	7.01%	8.52%	10.08%	10.69%
<i>University of Waterloo</i>	15.48%	17.33%	18.69%	19.54%	20.05%	18.99%
<i>Western » Main Campus</i>	9.41%	9.85%	11.26%	11.48%	11.27%	10.54%
<i>Western » Brescia University College</i>	11.29%	12.50%	15.14%	16.35%	13.64%	12.09%
<i>Western » Huron University College</i>	10.60%	12.24%	18.57%	23.14%	25.37%	22.35%
<i>Western » King's University College</i>	14.93%	14.85%	18.12%	20.82%	24.16%	22.72%
<i>Wilfrid Laurier University</i>	5.12%	5.62%	6.10%	6.79%	6.55%	6.27%
<i>University of Windsor</i>	7.63%	7.34%	6.74%	6.95%	6.50%	6.67%
<i>York University</i>	12.31%	13.47%	15.50%	18.66%	19.35%	19.14%

At many institutions, the administration's focus on international enrolments led to significant growth in the regular international student cohort, with no questionable corporate assistance needed, but, despite the expressed similar focus at U of G, growth results are negligible. It also seems that the results in the table cannot be explained solely by proximity to a metropolitan centre.

The most obvious explanation is that our Administration failed in their efforts to increase such enrolments. Perhaps they happily enjoyed the \$41M to \$92M yearly surpluses through to fiscal year 2019 with reduced focus on such recruiting, could not do much recruitment during the pandemic, and are now regretting their past inaction.

Recalling an earlier communication, it is worth reiterating that increased reliance on international enrolments, or, from the Administration's financial viewpoint, the international tuition revenue stream, brings with it an increase in risk exposure. Indeed, just this weekend, CTV's [W5 aired a segment](#) illustrating one type of tragedy arising from over-reliance on international student enrolments:



### Cash Cows: Foreign student recruitment crisis at Canadian universities | W5 INVESTIGATION

CTV W5 investigates claims that Canadian post-secondary institutions, like Cape Breton University, are cashing in on the over-enrolment of international students. Subscribe to W5 to watch more videos:

<https://www.youtube.com/channel/UCPTDmZEOOrQKHT-6AM7aTTTA> Connect with W5: For the latest investigations visit: <http://www.ctvnews.ca/w5/> For a ...

[www.youtube.com](http://www.youtube.com)

## Closing

Whatever the explanation, the system evidence, also beyond Ontario and beyond Canada, is that administrations can grow international enrolments in an ethical and sustainable way, avoid exploitation and mercenary constructions, and claim a strong sense of purity and sincere virtue in their commitment to internationalization and EDI.

We expect at least this much from our Administration.

If you would some selected additional reading on Navitas, here are some links. It is good to keep in mind the Provost's rosy language about the reputation and values of Navitas and the nature of their programs as you read these articles.

- ["All students are tuition dollars", The Meliorist](#)
- [Faculty, students fight to hold post-secondary privatization at bay, The Independent](#)
- [Selling out the Public University? Administrative Sensemaking Strategies for Internationalization via Private Pathway Colleges in Canadian Higher Education, SAGE](#)

Sincerely,

Herb Kunze, UGFA President