



University of Maryland Global Campus Fiscal Year 2023 Operating Budget Testimony

President Gregory W. Fowler, PhD

Maryland House Appropriations Education and Economic Development Subcommittee

> **Benjamin S. Barnes, Chair** Wednesday, March 2, 2022

Maryland Senate Budget and Taxation Subcommittee on Education, Business and Administration

> Nancy J. King, Chair Friday, March 4, 2022

Statement of University of Maryland Global Campus

I am Greg Fowler, president of University of Maryland Global Campus, and I thank you for the opportunity to speak to you today.

For those unfamiliar with University of Maryland Global Campus (UMGC), the institution was founded 75 years ago, in 1947, to serve the needs of adult students in the workforce and the U.S. military for whom a traditional classroom experience was impractical or impossible.

In 1949, at the request of the U.S. Department of Defense, the university sent faculty overseas to teach American troops stationed in postwar Europe, to Asia beginning in 1956, and to the Middle East in 2005.

UMGC's mission remains unchanged to this day. Currently, the institution serves some **90,000 students each year** in **Maryland**, **across the country**, and **around the world**, offering open admissions, affordable coursework backed by the reputation of the University System of Maryland (USM), and access online and at locations worldwide.

While UMGC's operations are funded primarily by tuition revenue, the university offers the second-lowest tuition and fees of any Maryland public institution, and our undergraduates owe an average of \$22,504 after completing a degree, well below the national average of \$37,000. In FY2021, the university received approximately **\$44.3 million** from state appropriations, accounting for less than **11 percent** of its unrestricted operating budget.

Serving Maryland

About **90,000 UMGC alumni** live in Maryland, more than **34,000 Marylanders** attended UMGC in FY21, with some **5,600 Marylanders** earning UMGC degrees last year alone.

UMGC enrolls more Maryland community college transfer students than any other institution in the state, and through its Maryland Completion Scholarship, allows eligible community college graduates to complete a UMGC bachelor's degree **for \$12,000 or less**! More than UMGC IN MARYLAND 90,000 alumni 34,000 attended UMGC in FY21 5,600 earned a degree in FY21

12,500 scholarships have been awarded since the program began in 2014—including **4,179**, valued at almost **\$7.8 million**, in FY2021 alone—and more than **5,100** recipients have already completed a UMGC credential.

The **PG3D Scholarship Program**, launched in 2017, allows eligible, high-performing Prince George's County Public Schools (PGCPS) students to earn dual credit toward their high school diploma and associate degree from Prince George's Community College (PGCC), and subsequently their bachelor's degree from UMGC, all for \$10,000 or less. For some students who qualify financially, the college degrees could be free.

This year, the first three graduates of the program are expected to earn their UMGC degrees. Two were able to complete all requirements for the associate degree while still in high school. Today, 184 students are

enrolled in the program.

In January 2022, *U.S. News and World Report* cited UMGC as enrolling the largest number of transfer students in the nation in 2020–a total of 9,513, almost 30 percent more than the second-place school, California State University, Northridge.

Serving the Military

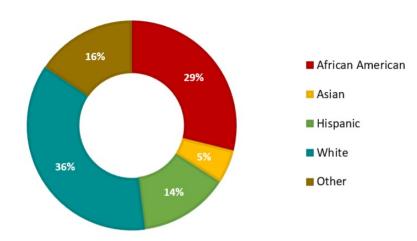
Since 1949, UMGC has had a contractual relationship with the U.S. Department of Defense to teach American troops stationed overseas, including in war zones in Vietnam, Kosovo, Iraq, and Afghanistan.

In FY21, UMGC enrolled more than **52,000** military-affiliated students—either active duty, veterans, reservists, or dependents—with operations in some **20 countries** and more than **180 locations** in the United States, Europe, Asia, the Middle East, and North Africa.

Serving Underserved Populations

UMGC serves a highly diverse student population. Student surveys reveal that **66 percent** of undergraduates are first-generation college students, and some **44 percent** of UMGC students have dependent children. In FY2020, its enrollment comprised:

- 28.4 percent African American students
- 5.1 percent Asian students
- 13.7 percent Hispanic students
- 35.8 percent white students
- and 15.3 percent who identified as Native American, Hawaiian or Pacific Islander, multiracial, or other



Opportunities and Challenges

UMGC's enrollment demographics and sources of revenue present opportunities and challenges in the near term and going forward.

The university's commitment to military populations remains steadfast, and the institution benefits from enhanced brand awareness and the advantages presented by its more than 180 physical locations worldwide. At the same time, its contractual obligations render it vulnerable to political and military developments that affect troop deployments and the ability of personnel to pursue higher education. (For instance, UMGC saw immediate and significant enrollment fluctuations when U.S. troops were withdrawn from Afghanistan, when the Navy changed eligibility requirements for tuition assistance, and when the Army experienced ongoing technical challenges around the rollout of its new education portal.)

At the same, UMGC is a leader in workforce development in Maryland, assists "near completers" in earning credentials or degrees and is committed to supporting underserved populations. These objectives require that the university maintain a cutting-edge and workforce-relevant curriculum, resting on a foundation of service and support that is informed by data analytics, scalable, and readily accessible 24/7 across multiple platforms.

Priorities and Objectives

Given these realities, the university's priorities and objectives in service of the state center around strengthening its core operations, broadening its reach, establishing and expanding its partnerships, and investing in its people.

With this in mind, UMGC

- Has launched a new Student Affairs unit, revised learning and support platforms, and updated analytics to better track student performance and support needs.
- Is developing rapid, scalable ways to award credit for prior learning; investing in new technologies to support operations and service; and leveraging a corporate partnership to dramatically reduce callback times.
- Is partnering with companies like Amazon, Wiley Education Services, Uber, and ManTech. Our recently announced agreement with GUILD Education brings new partners into our portfolio who pay tuition directly for Maryland and other U.S. citizens working for Fortune 1000 companies including JPMorgan Chase, Discover, Target, Chipotle, Five Guys, and Taco Bell.
- Has adopted a new Diversity Strategic Plan to ensure that diversity, equity, and inclusion are woven into the very fabric of the university; and has developed a comprehensive "Future of Work" plan to guide a post-pandemic transition to a hybrid work environment.

UMGC's Request

As we continue to fulfill our mission, we ask that you:

- Continue support for both our operating and facility needs, which center around the digital infrastructure—the equivalent of brick-and-mortar facilities at traditional institutions—that are necessary to effectively upskill adult learners.
- Support our ongoing efforts to build robust partnerships with state and corporate entities that will allow us to serve students who left college without earning a degree as they return and complete their studies. We are particularly proud of our partnership with Amazon, which positions UMGC as the sole Career Choice institution in Maryland, offering tuition to more than 15,000 in-state employees.
- Support our ongoing efforts to partner with more state entities and businesses to rapidly develop the right learning experiences for various workforce sectors, securing funding for the most underserved and vulnerable populations, and allowing them to earn shorter-term credentials without assuming additional debt.
- Understand UMGC's unique role within the USM and the state of Maryland and support requests for additional flexibility that will allow the university to continue to evolve and grow within the competitive and ever-changing landscape of adult and nontraditional education.

Thank you again for this opportunity and for the support you have provided to the University System of Maryland and to UMGC. And now I am pleased to answer your questions.

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Comment Requested

The President should comment on how the institution is planning to return to an operational structure in fiscal 2023 without the assistance of federal emergency relief funding should pandemic-related expenditures/impacts continue into the 2022-2023 academic year.

More than half of the federal emergency relief funding that UMGC received went directly to needy students via emergency financial aid grants. The remaining funds were used for UMGC's institutional expenditures and impacts related to the COVID-19 emergency and its effects on the institution. Should institutional pandemic-related expenditures and impacts continue into FY23, UMGC will impose organizational expense controls and budget reallocation to manage the institutional effects. More importantly, although the student aid portion of the federal emergency relief funding will not be available in FY23, UMGC has established an emergency relief fund for needy students, funded exclusively by charitable donations. Students in need of emergency aid can apply for a Student Aid Fund for Emergency Relief (SAFER) grant at UMGC.

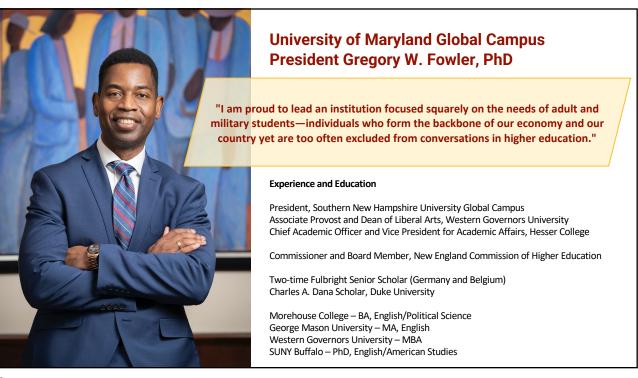


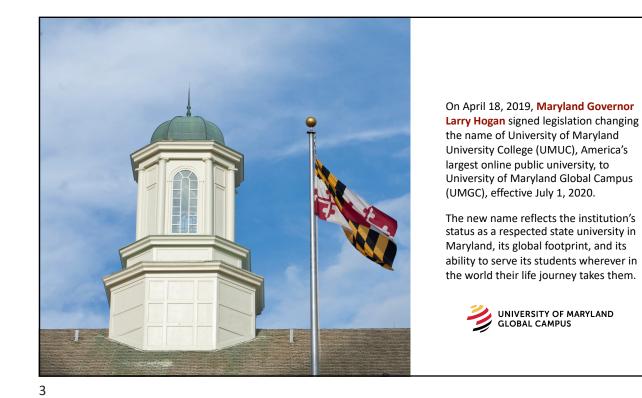
Overview

University of Maryland Global Campus (UMGC)

Dr. Gregory W. Fowler, President February 2022







Mission The mission of University of Maryland Global Campus (UMGC) is improving the lives of adult learners. We will accomplish this by: UMGC • Operating as Maryland's open university, serving adult students in the workforce and the U.S. military, as well as veterans, in Maryland, across the United States, and around the world; Providing our students with affordable, open access to ٠ valued, quality higher education; and Serving as a recognized leader in career-relevant ٠ **TRANSFORMING LIVES** education, embracing innovation and change aligned with our purpose, and sharing our perspectives and expertise. UNIVERSITY OF MARYLAND 4

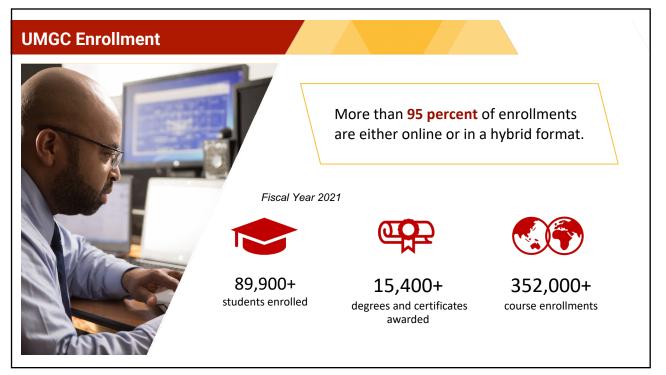
UMGC History





- Founded in 1947, UMGC has maintained a singular focus on the needs of adult and military students for whom a traditional education is impractical or impossible
- In 1949, UMGC answered the U.S. Department of Defense (DoD) call to teach American troops stationed in post-WWII Europe; in 1956, in Asia; in 2005, in the Middle East
- UMGC has taught on all seven continents and in war zones including Vietnam, Kosovo, Iraq, and Afghanistan
- Today, UMGC operates on U.S. military installations across the United States and in more than 20 countries under three DoD contracts: Europe, Asia, and Middle East
- In 1970, UMGC became independently accredited
- UMGC was among the first universities in the world to develop and offer degrees fully online
- Today, UMGC is America's largest online public university

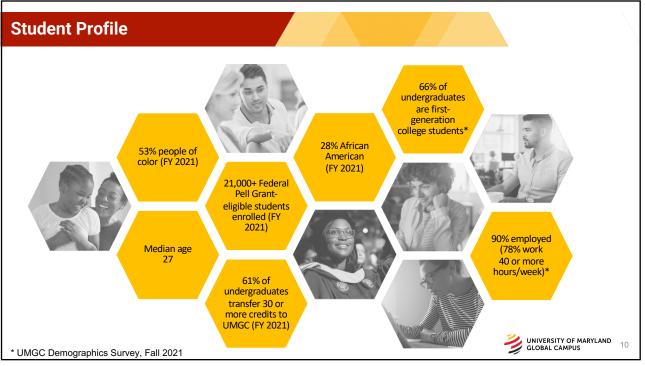




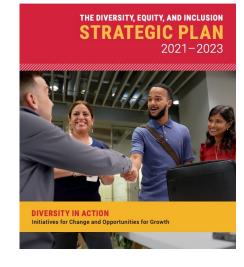


UMGC and the Military

- UMGC has held continuous contracts with the Department of Defense to provide face-to-face instruction to U.S. troops in Europe (since 1949), Asia (since 1956) and the Middle East (since 2005).
- Some 52,000 active-duty military servicemembers, reservists, veterans, and dependents are enrolled.
- UMGC was named the top public university in the *Military Times* 2020 "Best for Vets" ranking of online and nontraditional universities. This marks the sixth consecutive year UMGC has been ranked among the top 10 universities in this category. UMGC also ranks No. 1 among universities in the publication's 2021 survey of Best for Vets Employers.
- In 2016, UMGC opened a student veterans lounge and launched the General John W. Vessey Jr. Online Veterans Resource Center.
- UMGC was one of five institutions chosen to participate in a pilot program to gather data and inform the U.S. Naval Community College's development.
- UMGC is the largest provider of higher education services to U.S. military veterans in the world and the second-largest provider to active-duty personnel.

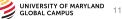


Diversity in Action

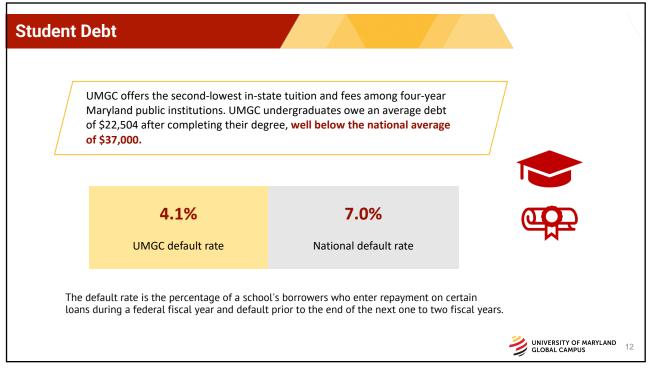


In 2021, UMGC launched a new, two-year Diversity, Equity, and Inclusion Strategic Plan that will position the university to:

- Become a leading advocate for improved learning environments for communities and cultures worldwide
- Adopt a vision that combines attention to previously underrepresented groups with aspirations to increase access to education for all
- Apply a comprehensive accountability system for diversity initiatives that offers transparency for individuals and groups
- Establish additional oversights and feedback channels by increasing engagement with students, faculty, and staff
- Expand guidelines and frameworks that ensure that all programs are intentional and include performance metrics
- Build the workforce of the future, focused on inclusive excellence and cultural intelligence



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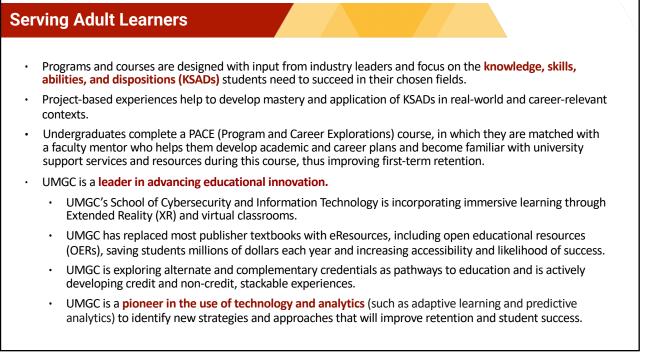
Success Coaches

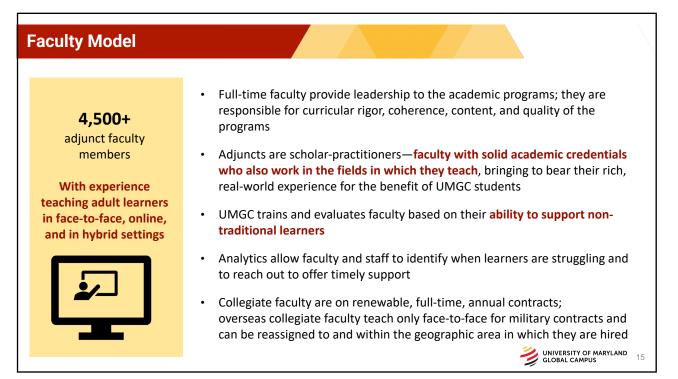
All UMGC students are assigned success coaches who work with them over the course of their academic journeys.



- Students have a dedicated support system to progress in their programs and achieve their goals.
- Coaches help identify the root causes of obstacles to a student's progress whether life factors or academic challenges—and identify solutions to those challenges before they become impediments.
- This model emphasizes proactive outreach to students based on key indicators and risk factors, such as their number of coursework submissions and how frequently they log in to the classroom.

UNIVERSITY OF MARYLAND GLOBAL CAMPUS











Academic & Corporate Alliances

UMGC works with many clients to serve their education needs. Our alliances span a full range of organizations, including major corporations, the federal government, and community colleges across the United States.

135 Corporate, Nonprofit, and Government Partners

including

- Amazon
- AWS
- Boeing
- Booz Allen Hamilton
- CSX
- GEICO
- Jiffy Lube
- Leidos
- Lockheed Martin
- Marriott International Maryland Transportation Authority (MDTA) Police
- Maryland State Police
- Papa John'sUber
- MedStar Health
- Smithsonian Institution
- Walgreens



92 Community College Alliances

including all Maryland community colleges and 76 out-of-state community colleges and systems

UNIVERSITY OF MARYLAND GLOBAL CAMPUS







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UMUC Ventures UMUC Ventures was established in 2016 as a not-for-profit supporting organization, identifying and developing enterprises with the potential to generate new revenue streams, the profits from which will help to hold down the cost of a UMGC education. Through UMUC Ventures, UMGC is creating a new way of fulfilling its public mission-bringing an affordable, accessible, quality education within reach for adult learners in Maryland and around the world Strengthen UMGC: Enable the university to innovate and provide its diverse learner populations with the best possible opportunities to succeed. STRATEGIC Innovation Hub for USM: Enhance the capabilities of the University System of Maryland PRIORITIES (USM) and offer new supports for Maryland students and institutions. Market Opportunities: Explore opportunities with broad market value with eventual revenues channeled toward lowering costs or increasing support for Maryland learners. UMUCVENTURES"

UMGC Accreditations

UMGC is accredited by the **Middle States Commission on Higher Education (MSCHE)**, the accrediting body that serves Maryland and surrounding states and accredits all University System of Maryland institutions.

UMGC holds Specialized Program Accreditations for five professional degrees including the Health Informatics Administration Master's Degree, Master of Arts in Teaching, Master of Business Administration, Master of Education in Instructional Technology, and Nursing for Registered Nurses Bachelor's Degree.

UMGC has been designated as a **National Center of Academic Excellence in Information Assurance and Cyber Defense Education** by the National Security Agency and the Department of Homeland Security and as a **National Center of Digital Forensics Academic Excellence** by the Defense Cyber Crime Center Academic Cyber Curriculum Alliance.





The Washington Post

Education

Online education leader to take over at University of Maryland Global Campus

Gregory Fowler was recently named president of University of Maryland Global Campus, starting on Jan. 4.



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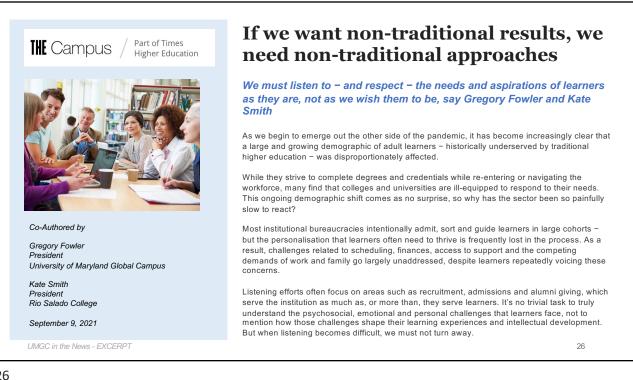
By Nick Anderson Jan. 3, 2021 at 6:15 p.m. EST

A veteran online education leader and English scholar who has pushed for workforce-oriented programs serving students at all stages of adult life is poised to take over Monday as president of the University of Maryland Global Campus.

Gregory Fowler, 50, has been a senior official for nearly nine years at fast-growing Southern New Hampshire University. Enrollment at the private, nonprofit university, fueled by a booming online program, exceeded 113,000 students in fall 2019 and surged even higher in 2020.

Now Fowler will take the helm of the public, online-focused school based in Maryland known as UMGC. It had more than 58,000 students in the United States in 2019, federal data show, and served tens of thousands more at locations around the world. Much of UMGC's overseas enrollment comes from U.S. military service members and their families.

UMGC in the News - EXCERPT



The Daily Record's Power 30 Higher Education: Gregory W. Fowler, Ph.D. President, University of Maryland Global Campus



During his 25-year career in higher education, Gregory W. Fowler has held senior-level academic and administrative positions at a number of institutions, including Western Governors University in Salt Lake City and Southern New Hampshire University.

In January of this year, he took over as president of the University of Maryland Global Campus, the on- line-focused school that serves mostly adult students around the world.

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What makes you excited about your job?

UMGC has a 75-year history of serving adult and military learners beyond the boundaries of the traditional campus on all seven continents. I am excited to continue expanding on that mission and tradition. Our team is bringing new levels of deliberate design and transparency to learning experiences—credit and noncredit—that address the needs of new markets with high levels of support and accountability.

How have you been personally affected by the pandemic?

COVID-19 started shutting things down just as the Ahmaud Arbery and George Floyd cases hit the news. I grew up attending high school events not far from where Arbery was killed. That could have been me.

Isolation gave me a chance to reflect on what mattered, including my relationships with others and theirs with me, especially anytime someone close to me contracted COVID, and certainly when someone passed away. Both personally and professionally, I have a greater sense of self and purpose now and, to paraphrase Mandela, want even more to use education of the underserved to change the world.

10 Colleges That Enroll the Most

Transfer Students

Each of these schools enrolled more than 4,600 new transfer students in fall 2020, U.S. News data shows. By Ilana Kowarski | Jan. 25, 2022, at 9:30 a.m.

The U.S. News Short List, separate from our overall rankings, is a regular series that magnifies individual data points in hopes of providing students and parents a way to find which undergraduate or graduate programs excel or have room to grow in specific areas.

Students who are unhappy with their college experience may want to consider transferring to a school that is a better fit. While some colleges rarely admit transfer students, many routinely allow transfers and enroll a significant number.

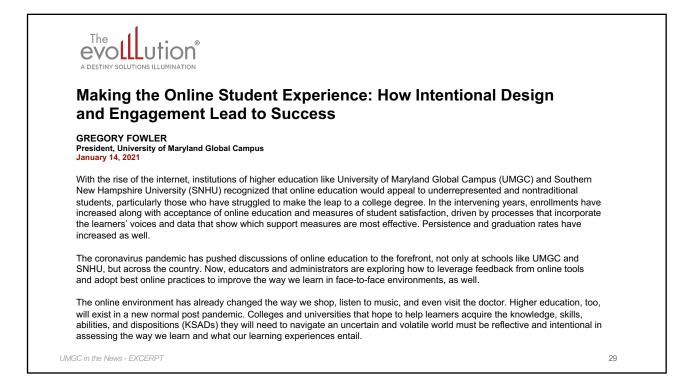
Among the 1,131 ranked colleges and universities that provided fall 2020 transfer statistics in an annual U.S. News survey, the average number of new transfer students was 476. The average transfer acceptance rate at these schools was 65%.

Meanwhile, the 10 colleges with the biggest transfer student populations each had more than 4,600 new transfer students. The average size of the transfer student body at these schools was large: 5,965 students. Transfer acceptance rates varied widely, ranging from a low of 30% at Liberty University in Virginia to a high of 100% at the University of Maryland Global Campus, which tops this list as it enrolled more than 9,500 new transfers in fall 2020.

UMGC in the News - EXCERPT



| SCHOOL (STATE) | NEW TRANSFER STUDENTS ENROLLED | NEW TRANSFER ACCEPTANCE RATE |
|---|-----------------------------------|---------------------------------|
| University of Maryland Global Campus | 9,513 | 100% |
| California State University—Northridge | 6,727 | 67% |
| Florida International University | 6,517 | 76% |
| University of Central Florida | 6,478 | 64% |
| Liberty University (VA) | 5,420 | 30% |



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