Ensuring a Successful Transition to the United States

University of Houston ISSS Lunch & Learn
March 13, 2015
Proposed Agenda

- Overview / Our Understanding
- Finding Suitable Housing & Furnishings with Convenience
- Accelerate Assimilation Process
- CORT Solutions and Examples
- Perspectives & Expectations
- Next Steps
Organizational Overview

About CORT

- A Berkshire Hathaway Company
- Decades of experience working with universities and students
- Leading provider of transition services
- Strong property management relationships across the nation
- Leader in housing solutions, individual and corporate relocations
- Over 35 years of furniture management program experience
- Consultative solutions to individuals, companies and schools

Nationwide Distribution
- Over 60 locations across the US
What We Know…

• Founded in 1927, becoming the University of Houston in 1934

• The University of Houston System is a group of ten public institutions of higher learning in the Houston area
  • The UH System comprises four universities and six multi-institution regional campuses that offer degrees in partnership with the universities
    • University of Houston (main), UH-Clear Lake, UH-Downtown and UH-Victoria
  • UH serves more than 39,800 students

• Almost 5,000 students are international (Open Doors 2014 report)
In 2013/14

886,052

International students studied in U.S.

4% of the total U.S. higher ed. population

The number of international students in the U.S. grew by 7% over the prior year, a record high. More than 8% in 2013-14.
China 29%

India 12%

South Korea 9%

Vietnam 2%

Turkey 1%

Canada 3%

Taiwan 3%

Mexico 2%

Japan 2%

Other Places of Origin 32%
In 2012/13 international students contributed more than $24 billion dollars to the U.S. economy.
Industry Knowledge

- Many international students -- despite becoming a larger presence on campuses every year -- would welcome more enhanced student services that would help them make the **transition** to the cultural and educational systems of the United States. *(Inside Higher Education)*

- The way in which an institution supports its international students through culture shock can make a real difference in how these students form their **first impressions of**, and lasting associations with, an institution. *(ICEF Monitor)*

- While educator recognition of transition challenges is increasing, **support could be enhanced**

- International students want destination area **information early in the transition process**

- Successful student transitions drive **more referrals**
WHAT DOES THIS MEAN TO YOU AND HOW CAN CORT HELP?
Objective – Seamless Transition

- **Home Finding Assistance** Present housing options that meet your preferences and lifestyle needs. You'll find the right place in the right community
  - Properties CORT has relationships with on bus line
  - Apartment Search [www.apartmentsearch.com](http://www.apartmentsearch.com)

- **Furniture Rental** Provide a broad array of furniture rental selections and prices that adds up to an excellent value

- **Houseware Needs** Provide necessities for a quick and seamless adjustment to your new home for smoother assimilation

- Setting up home seamlessly
  - Bundled Solutions
Proximity to UH Properties

- CORT has existing relationships with properties that cater to your students
- Short and long term rental available
- Walking distance and/or on direct bus-lines
For International Students and Scholars:

www.cort.com/usanow

HELPING STUDENTS FEEL MORE AT HOME BEFORE THEY SET FOOT IN A CLASSROOM.

Helping international students make the transition to life as U.S. college students is what CORT is all about. While we’re known as a furniture rental provider, we offer many other benefits to help students acclimate to the U.S. faster.

AFFORDABLE RENTAL PACKAGES

Rental furniture and housewares from CORT are designed for college life. Students often are faced with the dilemma of an unfurnished apartment and empty cabinets. CORT packages include popular items including kitchenware, towels and linens and electronics.

WHAT INTERNATIONAL STUDENTS ARE SAYING ABOUT CORT:

“It was very easy to get it ordered, processed and delivered. I really appreciated that CORT delivered the furniture prior to me moving in.”

“The quality and style of the furniture is great. Also, the movers moved everything in easily and knew the best way to set everything up.”

RELAX, YOU’RE IN GOOD HANDS

CORT consultants are eager to welcome international students. They’re a friendly face upon arrival, a resource for area orientation and apartment finding, with local knowledge in more than 100 U.S. cities.

OFF TO A GREAT START

Making a successful transition is crucial to the international student. CORT can help you find a place to live and provide stylish furniture and everything else you need to fill your new place, so you can focus on what matters most—your studies.
Electronic Info in 9 different languages:

- English
- Chinese
- Japanese
- Korean
- Arabic
- Portuguese
- Spanish
- Russian
- Hindu
Bundled Solutions

Best Kept Secret in Student Housing

Paysmart Bundles & Provides Services such as:
- Electric
- Gas
- Water
- Trash
- Cable
- Internet
- Rental Furniture
- Housewares
- TV
- Washer/Dryer
- Renters Insurance
- Apartment Rent Payment

Simple:
- Split bill payment between roommates to eliminate stress and confusion monthly
- No credit check once students are approved through the apartment community
- One phone call to activate all utilities, rental furnishings and any services needed

Cost Effective:
- Average $300-500 less per month than typical housing solutions
- Only pay for utilities, services and furnishings selected

International students without a US Social Security number and 1 year valid credit history are required to enroll in our automatic credit card pay plan. Your first charge will include the first month prorated, last month, and one-time installation fee before move-in.
CORT FURNITURE EXAMPLES

samples shown based on availability
CORT HOUSEWARES EXAMPLES

- **Kitchen**
  - Dishes/glasses
  - Pots/Pans
  - Cookware
  - Utensils

- **Bedroom & Bathroom**
  - Bedspread or Comforter
  - Sheet set with pillow case
  - Pillow
  - Towels
  - Other bath essentials

- **Appliances**
Perspectives & Expectations from University of Houston

Next Steps

- Participant feedback
- Collaboration
- Next steps how CORT can help
- Develop a customized solution-based transition program for University of Houston system international students and visiting scholars
Apartment Communities Near University of Houston

Main Campus:
2. 7100 Almeda-713.581.1668-www.7100almeda.com
3. Harvest Hill Apartments-713.799.9046-www.harvesthillapartments.com
4. Scotland Yard Apartments-713.799.9460-www.scotlandyardapts.com
5. Wilcox Apartment Homes-855.559.0846-www.liveatthewilcox.com
6. Meyer Park Apartments-713.721.8030-www.meyerparkapts.com
7. Meyer Park Lakeside-713.721.7005-www.meyerparkapts.com

Clear Lake Campus
1. University Green-281.486.0137
3. Arium at Edgewater-281.577.8180-www.ariumedgewater.com

Downtown Campus
1. Sky House Houston-713.654.1625-www.simpsonhousing.com
2. Richmont Square-713.522.1035-www.richmontsquare.com
3. Midtown Arbor Place-713.874.1313-www.midtownarborplace.com

Victoria Campus
* Our Corpus Christi location can deliver to this campus