

PRESIDENT'S REPORT TO THE FACULTY SENATE

April 20, 2021

NJIT

New Jersey Institute of Technology

1. Fall 2021 Semester Opening: A Return to “Normal”
2. Financial Outlook: FY 2022 & Beyond
3. Tatweer Misr & NJIT Agreement (Attachments)

Rationale for NJIT-Tatweer Egyptian Branch Campus

- Implementing 2025 Strategic Plan, “Building on a Strong Foundation, NJIT Global”
- Developing an International Reputation, Recognition and Prominence
- Accessing the Middle East and African Marketplace; 6.1M people within 1 hour of campus
- Generating Enrollment and Revenue, \$1.45M/yr. years 1-5; \$4.3M/yr. years 6-10; UG only
- Partnering with an Established Developer and a Country with Centuries of Higher Education
- Degree and Program Needs Identified by Ernst & Young; Enrollment and Business Plan Developed with Colliers

Tatweer-NJIT Agreement

Summary

Background:

Egypt passed Law No. 162/2018, IBC (International Branch Campus) statute inviting international universities to partner with development companies identified by the government to establish branch campuses in Egypt, particularly in the areas of the new City of Cairo and the Knowledge City. Following Decree No. 4200/2018 of the Minister of Higher Education, NJIT was invited to do so by a number of prospective Egyptian partners. In 2017, Provost Fadi Deek made the initial trip to Egypt. Upon his return, he recommended that NJIT consider the opportunity for a partnership with Tatweer Misr™, an investments and land reclamation Egyptian company for the development of a joint collaboration in Mostakbal City, the Bloomfield development. This location is in proximity to the desired new cities being developed by the Egyptian Government and exactly mid-way between Cairo and the new Administrative Capital currently under development. Simon Niinens and President Bloom made additional trips and representatives of TM have traveled to New Jersey on multiple occasions for working meetings. The Board of Trustees has been briefed starting in 2018, reviewed materials about TM and Bloomfields which will include residences, hospitality, cultural and athletics facilities as well as an academic campus, K-12 schools and higher education institutions. The video below shows some of the Bloomfields development.

<https://drive.google.com/open?id=1M58dyNxb48bRtj01uZm2uhUU9WEhPjfb>

The Minister of Higher Education has issued the necessary authorizations for NJIT and TMT to proceed with their joint partnership. Over the past two years, Fadi Deek, Ed Bishof, Andrew Christ, Holly Stern and their colleagues have been working with TMT and their consultants (Ernst & Young, and Colliers) to produce plans, budgets and draft agreements.

This Agreement is in concert with NJIT's strategic plan, "Building on a Strong Foundation, 2025" and it is part of the strategy of "Global NJIT." The strategy is being implemented to produce results for: enrollment and research growth, business development and revenue generation, increased visibility and international reputation.

The Agreement includes:

- Establishment of a new university institution (the "Campus") in Egypt, City of Mostakbal, Bloomfields to begin offering courses beginning possibly Fall 2022, but no later than Fall 2023. The length of the agreement is for 10 years through Fall 2031 with possible subsequent periods of ten year renewals.
- Draft Agreement pages 5-8 detail TMT and NJIT responsibilities, respectively:
 - NJIT will be hosted on the Campus and is responsible for the instructional degree programs including providing a list of qualified educators from NJIT to be appointed to teach the programs, as well as the approval of other faculty and staff to be hired by TMT. Instruction will be for eight undergraduate degree programs in disciplines of Engineering Technology, Information Technology, Management and Business, Architecture and Civil Engineering to be phased-in over three years. Instruction may begin predominantly in an online format with on-campus support in Egypt. Subsequent agreements may be developed for graduate and executive education, training and

business development.

- TMT will develop, build and operate the Campus providing the needed in-country TMT employees (subject to NJIT approval), instructional spaces, equipment, maintenance, security, marketing, student recruiting and record keeping, financial and legal services.
- Draft Agreement Financial Arrangements and the Draft Business Plan (1/21/2021) include:
 - Enrollment projections for Fall 2022 (340 enrollments in 3 degree programs) through Fall 2031 (3365 enrollments in 8 degree programs).
 - Projected Net revenues for NJIT, years 1-5 average, \$1.45M/year ; year 6-10 average, \$4.3M/year
 - Revenue is based on a % of Tuition, 5% years 1-5, 6% years 6-10.