

National Report for FELCA AGM – 2018

YOUR ASSOCIATION NAME: **IALCA**

COUNTRY: **ITALY**

AGENTS numbers in your country

Approximately, what is the total number of agents operating in your country? **350 approx.**

How many of these agencies are members of your association? **26 (+7 agencies compared 2016)**

Markets

Please estimate the following:

	By your association	Total from your country
▪ total number of language students in 2017	45.212	
▪ total no. language student weeks in 2017	140.220	
▪ total number of high school students and university students	2.800	7.500
▪ did the overall market grown or decline from 2016? +2,5% (estimate)		

Top 5 destinations for your members in 2017 and % of the market of each

	Destination	% of your students	Visa refusal rates%
1	UK	63% (+9%)	
2	Ireland	18% (-1%)	
3	Malta	8% (+2%)	
4	USA	5% (-2%)	
5	Canada	1% (0,5%)	

Trends in student numbers explained

The UK is still the first destination by far. The weakness of the pound against the euro made the British school very competitive (+9%). Still Brexit has had little negative impact till now, but the difficult negotiation between the UK and the EU worries all the agents.

Malta growing (+2%). USA down by 2%. Spanish in 2017 has been the second most popular language, with Spain dominant destination (96%). Study German in Germany is growing (+7%). Speaking German is now, again, considered very useful to find a job.

Visa regime – any new developments?

Italy does not need visas for short term courses in most of the countries.

The agents in Italy are carefully monitoring what could happen in the UK after Brexit for long term and University students.

Initiatives/Developments for your association?

In February 2018 Ialca held the elections of the new board. The new president, in charge for the next three years, is Pina Foti.

Two the most important targets for the new board.

1. A tight collaboration with the Italian Ministry of Education in order to draw a framework of guidelines for the several scholarships granted in Italy (PON, Insieme and Itaca).
2. Protecting the Italian market from the illegal and unfair direct contact between foreign school and Italian school in order to organize groups for mini-stays. In Italy only travel agents or tour operators are allowed to organize group language trips.

What benefits do you offer your members?

Sharing information, meetings with schools, fam trips abroad.
Direct contacts with Italian and foreign institutions.

When is your AGM?

Ialca has two main meetings during the year, one early spring and one in autumn.
Next AGM: October 2018.

Which consulates do you have close ties with? (web addresses)

Felca Agency Accreditation Code

Please confirm that your members' brochures/websites have now been checked against the Felca Accreditation Code. **YES**

The Felca logo needs to be distributed to all your agency members and included on their brochures, business cards and websites. Has this been done? **YES**