

National Report for FELCA AGM – 2019

YOUR ASSOCIATION NAME: IALCA

COUNTRY: ITALY

AGENTS numbers in your country

Approximately, what is the total number of agencies operating in your country? 300

How many of these agencies are members of your association? 30

Markets

Please estimate the following:

	By your association	Total from your country
▪ total number of language students in 2018	42,448	
▪ total no. language student weeks in 2018	148,575	
▪ total number of high school students and university students		
▪ did the overall market grown or decline from 2017?	(+2%)	

Top 5 Language destinations for your members in 2018 and % of the market, and visa refusals of each

	<u>Destination</u>	<u>% of your students</u>	<u>Visa refusal rates%</u>
1	UK	60% (+3%)	
2	Ireland	16% (-2%)	
3	Malta	7% (+1%)	
4	USA	5% (+1%)	
5	Spain	5% (+1%)	

Top 5 High School destinations for your members in 2018 and % of the market, and visa refusals of each

	<u>Destination</u>	<u>% of your students</u>	<u>Visa refusal rates%</u>
1	UK		
2	USA		
3	CANADA		
4	IRELAND		
5	EUROPE		

Top 5 Higher Education destinations for your members in 2018 and % of the market, and visa refusals of each

	<u>Destination</u>	<u>% of your students</u>	<u>Visa refusal rates%</u>
1			
2			
3			
4			
5			

Trends in student numbers explained

Concerns about Brexit did not affect negatively the trend towards UK. On the contrary, the lower value of the pound against the euro has somehow increased the number of students choosing the UK schools. As a result Ireland performed a little bit worse than in 2017. Among European countries “German in Germany” goes on growing slowly but steadily.

Visa regime – any new developments?

Italy does not need visas for short term courses in most of the target destinations. 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?

Many new exciting things for Ialca in 2018. At the AGM in Nov 2018 Ialca decided to organize its first Language Fair in Italy (**Salone delle Lingue – 8 November 2019 – Rome**), where 30 foreign schools and 30 Ialca agents will meet Italian students and teachers.

In October 2018 a group of Ialca agents has been invited to participate to the **Aseproce Fair** in Madrid, giving the start to tighter collaboration between the two associations.

While **Ialca’s collaboration with the Italian Ministry of Education** continues, a MoU has been officially signed with the Ministry Regional Department of Lazio (the region of Rome). 3 Ialca’s representatives will regularly meet 3 representatives from the Ministry to discuss relevant issues about language travel industry.

And, cherry on the cake, **Ialca is now associate member of Fiavet, the Italian Federation of Associations of Travel and Tourism Companies.**

Fiavet counts with some 1,500 member agencies in Italy.

This collaboration, officially signed in May 2019, will be beneficial for both parties. Ialca will profit of the deep expertise and structured organization of Fiavet (legal help, insurances, travel, just to name a few). And Ialca is keen to share with Fiavet members its expertise in the specific field of educational travel.

What benefits do you offer your members?

Sharing information, meetings with schools, fam trips abroad.

Direct contacts with Italian and foreign institutions.

And from 2019, our new initiative, the Salone delle Lingue Fair (Rome, 8 Nov 2019).

When is your AGM?

Ialca has two main meetings during the year, one early spring and one in autumn.

Next AGM will in November 2019.

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

Felca Agency Accreditation Code

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

And that the other checks your association does of your members have been carried out; such as office visits and financial checks. 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