

National Report for FELCA AGM Online – 2020

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? **29 (-1 vs 2018)**

Markets

Please estimate the following:

	By your association	Total from your country
▪ total number of language students in 2019	40,072	230,000
▪ total no. language student weeks in 2019	124,223	
▪ total number of high school students and university students		
▪ did the overall market grown or decline from 2018? (+ or - % please)		

Top 5 Language destinations for your members in 2019 and % of the market, and visa refusals of each

	<u>Destination</u>	<u>% of your students</u>	<u>Visa refusal rates%</u>
1	UK	62% (+2%)	
2	Ireland	14% (-2%)	
3	Spain	10% (+4%)	
4	Malta	9% (+2%)	
5	Canada	5% (0%)	

Top 5 High School destinations for your members in 2019 and % of the market, and visa refusals of each

	<u>Destination</u>	<u>% of your students</u>	<u>Visa refusal rates%</u>
1	Canada		
2	USA		
3	UK		
4	Irlanda		
5	Australia		

Top 5 Higher Education destinations for your members in 2019 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	Nederland		
3	Germany		
4	Spain		
5	Malta		

Trends in student numbers explained

In 2019 there were no substantial changes in the ranking among the top destinations. But Canada performed better than the USA and Spain reached the third position, replacing Malta. The good performance of Spain is mostly due to an increased number of Italian school groups choosing Spain as destination for the winter mini-stays.

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?

lalca organized its first Language Fair in Italy open to the students (**Salone delle Lingue – 8 November 2019 – Rome**), with 30 foreign schools, 10 sponsors and 30 lalca agents. More than 1,500 students attended during the one day event.

In October 2019, for the second time in a row a small group of lalca agents has been invited to participate to the **Aseproce B2B Fair** in Madrid, continuing the collaboration between the two associations.

lalca's collaboration with the Italian Ministry of Education goes on. 3 lalca's representatives will regularly meet 3 representatives from the Ministry to discuss relevant issues about language travel industry.

Since may 2019 **lalca 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 will be beneficial for both parties. lalca will profit of the deep expertise and structured organization of Fiavet (legal help, insurances, travel, just to name a few). And lalca 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, fairs in Italy. Direct contacts with Italian and foreign institutions.

When is your AGM?

lalca has two main meetings during the year, one early spring and one in autumn. Next AGM will in November 2020.

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