

# Annual Report

**FY2017-2018**



Alliance Française

*Washington, DC*

French Language and Cultural Center

**Alliance Française of Washington, DC**

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## **Board of Directors FY2017-2018**

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H.E. Maguy Maccario Doyle, the Ambassador of Monaco  
H. E. Princess Lalla Joumala Alaoui, the Ambassador of Morocco  
H.E. Martin Dahinden, the Ambassador of Switzerland

## **Mission, Vision and Value Statements**

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### Mission

- To build connections through French language and culture

### Vision

- To become the French heartbeat in the nation's capital

### Values

- **Inclusiveness:** Celebrating Diversity of Students and Global Communities
- **Integration:** Blending the Best Educational and Cultural Experiences
- **Innovation:** Pioneering New Learning Tools and Cultural Approaches

## Executive Summary

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Dear Friends of Alliance Française of Washington, DC,

Alliance Française is moving ahead. Our last academic year a net progress over preceding years:

- We have seen an increase in registrations in adult classes since early 2017 in general group; language workshops and private classes. Corporate classes are also on the rise.
- We have been constantly adding new youth programs since 2007 and since 2013 the department has grown in its diversity of offerings, registrations, staff and faculty.
- Our summer camps “Summer in French” started in 2010 and have seen an increase in attendance and thematic offerings since then.
- The AFDC is qualified to administer French language proficiency exams for adults, teenagers and children since 2012.
- Our new Outreach Program started with Elsie W. Stokes Freedom Community Public Charter School which offers the only full French language immersion program in Washington DC. We were able to offer spots in our summer camps to young students whose native language is not French.

Despite a constricted cultural budget, the Alliance Française of Washington, DC is still able to produce a variety of cultural events that give an appreciation of French culture. Our major event, the annual fashion show, “Beyond the Little Black Dress”, attracts local and international designers and is now a recognized event on the Washington, DC scene.

We are proud that the Alliance Française Library has the largest open lending collection of French books, periodicals, DVDs and CDs in the Mid-Atlantic region and offers a digital library accessible to all full members called “Culturethèque.”

A vital concern is to recruit qualified teachers. This has become increasingly difficult in the Washington, DC area. A second issue is space: we wish we could have a larger home so we could accommodate additional class offerings and a space dedicated to showcase our events and welcome you. We have decided that the option to move to a larger space is prohibitive in the short term, but we are hopeful that it happens in the future if we are successful in raising the necessary funds. So far, our annual gala at the Residence of the French Ambassador in the spring is our major fundraising event. Although we have increased substantially our Gala profits over the last 3 years, it remains insufficient to offset our operational costs and increase our reserves. It is the Board's duty and responsibility to find ways in raising funds. With a completed 3-year audit, this annual report and a realistic strategic plan ready in early 2018, we will have the tools to move ahead and hopefully meet our development goals.

Despite our issues, our progress and development are encouraging. We count our blessings to work with the most dedicated, enthusiastic and competent team of 7 full staff and 25 teachers. They are the strength of the Alliance Française of Washington, DC, and our pride. If you want to volunteer to assist us at events, join us on social media or make a donation, please let us know or visit our website: [www.francedc.org](http://www.francedc.org). We need your help to continue develop and remain 'the French heartbeat in the nation's capital'.

## **Mot du Président et du Directeur**

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« There is never a dull moment at the Alliance Française. » This sentence can be heard many times per week at Alliance Française of Washington DC, spoken by staff, faculty, as well as students and members.

Indeed, there is always something simmering at our organization: new faculty, new members and students signing up for new classes or getting their first taste of France and the francophone world in the library or at a cultural event; and new youth programs. Further, the staff works with passionate dedication to guarantee that in the near future everyone in the nation's capital will know that Alliance Française of Washington DC is the premier center for French language and culture as well as the window into a world bigger than France, that of all the French-speaking countries making up "La Francophonie."

Alliance Française of Washington DC (AFDC) is the gateway to a world in which French is spoken on five continents; a world in which French, in the words of president Emmanuel Macron himself, aims to become again the 2<sup>nd</sup> international language used in business, academia and research. French has been on the list of critical languages of the State Department for many years as its sphere of influence is growing in Africa, an emerging French-speaking market for American firms. Learning French should become tomorrow's leaders' main goal.

At AFDC, we want to conquer the nation's capital in order to conquer the world. After all, we are "The French Heart Beat in Washington DC," a city designed by a Frenchman, the architect, Pierre L'Enfant.



Annie Seys  
President of the Board of Directors



Sarah Diligenti  
Executive Director



## **Learn French: French Language Education**

*At the Alliance Française of Washington, DC (AFDC), you not only learn to speak French, you also learn to interact in French, think in French, dream in French and breathe French. With its proven full immersion linguistic method for both non-native and heritage speakers, highly-qualified French-speaking teachers and technology in and out of the classroom, AFDC offers top language instruction to both adults and children.*

### **Adult / Higher Education**

Our courses are designed for all levels of French and include general French language classes as well as thematic workshops. We follow the recommendations of the CEFRL (Common European Framework of References for Languages) since 2006; this track-proven methodology is a full immersion task-oriented approach to language: the students learn in action to communicate and to live in the language. **AFDC has seen an increase in registrations in its adult classes since early 2017 both in general group classes and language workshops.**

With a streamlined Placement Test procedure, new feedback surveys –twice throughout a session- and more continuing education and training for faculty, AFDC aims at maintaining and surpassing its standards of excellence in teaching French as a Foreign Language.

**AFDC is proud to have been at the avant-garde of the use of technology in the French language classroom since the first Smart Board was installed in 2007 and is constantly training its faculty to integrate Internet, TV5Monde and newer language software.** AFDC wants to bring the francophone world into the classroom with the first class of the first level onwards.

### **Accomplishments in FY2017-2018:**

In 2017-2018, thanks to the expertise and creativity of the Academic Director, AFDC launched **new one-day thematic programs, called Immersion Days, per levels, that include lunch.**

These have been very popular since their inception with many returning students eager to spend up to 8 consecutive hours speaking only French.

Faculty attending a **2-day long training with CLE-International on e-learning**. AFDC is still exploring the possibility of creating hybrid classes requiring only 30% of in-class time and 70% online.

AFDC has also **expanded its partnership with Georgetown University Department of French**: 2 conferences by two high-profile professors open to the general public and a training on phonology and phonetics for AFDC faculty have increased AFDC's credibility and visibility. **For the 15<sup>th</sup> year in a row, AFDC bestowed the AF Award at the Georgetown University's Faculty of Language and Linguistics Honors Ceremony, to the Best Student of French Language.**

- **Group Classes**: we offer three formats to fit the hectic schedule of many Washingtonians:

1. Standard Pace: 4 hours per week on 8 weeks (either twice a week or once a week);
2. Fast Track: 6.5 hours per week on 4 weeks (twice a week)
3. Intensive: 15 hours per week on 2 weeks

**FY 2016-2017: 37, 632 hours sold; 1, 176 registrations**

**FY 2017-2018: 43, 764 hours sold; 1,349 registrations**

- **Language Workshops**: thematic language classes make a difference in student's learning and allow for the inclusion of culture. Connections between language and culture are essential for a better understanding of how people think. Cinema, Art History – with visits to museums included in the syllabus and taught by a genuine artist-, Literature, Africa First, the Middle East, Conversation, News in French, Business French, Preparation to Mission, and more give a better appreciation of all things French and francophone.

**FY 2016-2017: 9,144 hours sold; 587 registrations**

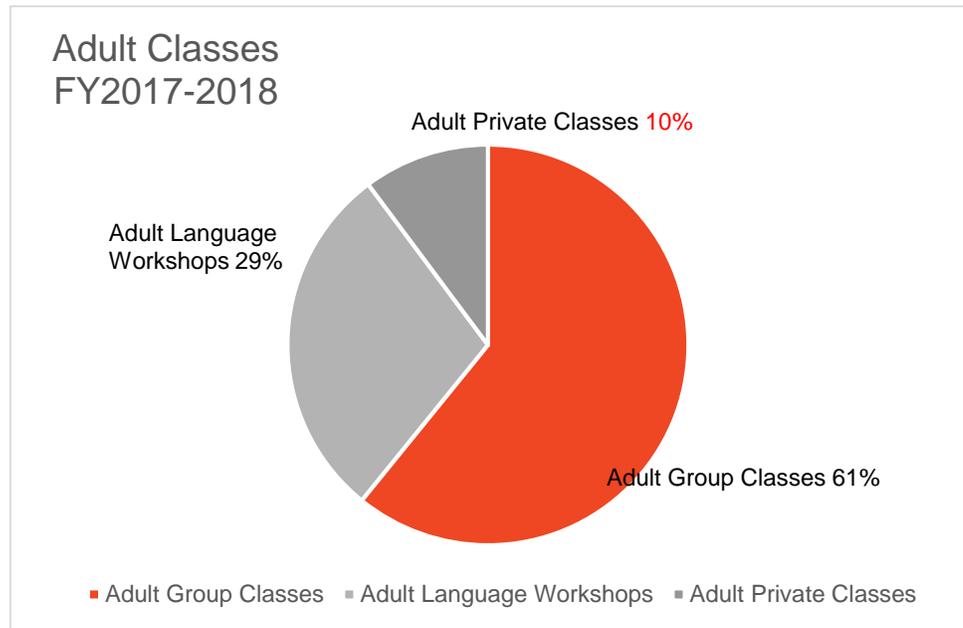
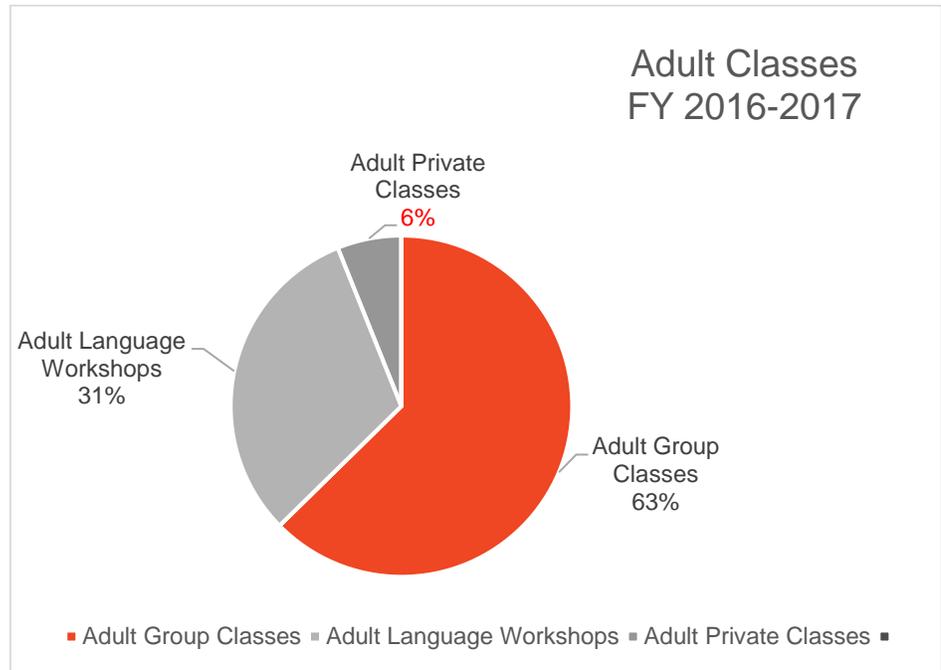
**FY 2017-2018: 10,587 hours sold; 642 registrations**

- **Private Classes:** private, one-on-one instruction has soared since FY2016-2017, and the AFDC has provided **74 % increase in revenue** compared to previous year. Skype classes enjoy steady and growing interest amongst students who do not always have time to come in person. AFDC has also provided personal and customized one-on-one training to high-placed federal employees from different government agencies as well as to diplomats.

**FY 2016-2017: 1,652 hours sold; 114 students**

**FY 2017-2018: 2,889 hours sold; 226 students**

- **Corporate Classes in FY2016-2017:** they remain a goal for AFDC. With the renewal of contracts with long-time clients like GAVI and MCC or the Embassy of Canada one-on-one instruction in preparation of rigorous exams, AFDC is aligned to conquer a volatile market. Many students decide to join group classes after taking classes at their office, because they can feel the difference in progress.



## **Children and Teens**

Launched in 2005 with 4 weekday classes for children age 1 through 5, the Alliance Française of Washington DC has rapidly increased its language class offerings for the younger crowds. **French language remains a preferred language of choice for many parents** (Americans and internationals). Due to the decline of French language options in Middle and High School, AFDC has been filling the vacuum; we have **constantly added new youth programs since 2007 and since 2013, the department has grown in diversity of offerings, registrations, staff and faculty**. Last year with the addition of an Instructional Coordinator to assist the Children's Programs Manager, AFDC was able to open a new After School program twice a week. The AFDC youth programs match a child's regular school calendar with three sessions of 11 or 10 weeks from September thru June.

### **Accomplishments in FY 2017-2018:**

AFDC **expanded on its Day Camps**. After having been approached by Rochambeau, the French International School located in Bethesda, MD, AFDC decided to cater to their needs by launching its first week-long Fall camp **with the possibility of a one-day drop-in option**. This allowed for more registrations in its seasonal Spring camp as well.

With many library visiting parents mentioning that they were longing for AFDC to expand its 0-5 years old programs closer to their homes on Capitol Hill, **AFDC rented out rooms at the Hill Center and started an off-site children's programs on Capitol Hill in January 2018**.

In January 2018, AFDC started a French program twice a week at Washington Leadership Academy Public Charter School with half of the 10<sup>th</sup> grade (the other half chose to study Chinese), for a total of 50 students. An AFDC teacher taught 4 classes twice a week. These were children from underserved neighborhoods in NE DC and some of them with emotional issues and learning disabilities. It was not easy and AFDC management had to come in many times to ask that the teacher be protected from harassment and insult. It was decided in June 2018 not to renew the experience in the next FY.

The addition of the Instructional Coordinator in September 2016 has proven very beneficial for the **teachers' training program, with 4 training sessions per year in FY2017-2018, including one on the use of video games in the classroom**.

The AFDC is now in its **5<sup>th</sup> year of partnership with *Ideaventions* and uses their scientific curriculum for its summer camps** to the delight of the children enrolled. AFDC thrives to **recruit teachers who bring a new expertise to its faculty team**, allowing the organization to expand on its offerings. Such was the case when AFDC offered the **first Ballet classes in French** this year.

**In FY 2017-2018, the AFDC participated for the first time to Festinema, an AF-USA project consisting of a FREE festival of francophone films for young audiences** (starting in pre-K) enhanced with educational materials for the class. AFDC rented out the auditorium at the French Embassy and organized **2 FREE screenings**: *Le Roi et l'Oiseau* on April 10 and *Swagger* on April 13. **6 schools sent their students of French language: 121 high school students** saw *Swagger*; **233 elementary school students** saw *Le Roi et l'Oiseau* **for a total number of 354 attendees**. Teachers used the materials in class before and after the screening, including in a class of complete beginners.

AFDC also welcomed **young prodigy francophone author Amir Fehri** and organized visiting events for him with 3<sup>rd</sup> and 4<sup>th</sup> graders enrolled in the French Language immersion Program at E. W. Stokes Public Charter School, and with first-year French students enrolled in 10<sup>th</sup> grade at Washington Leadership Academy Public Charter School as part of the D.C. Annual Francophonie festival programming for schools.

Both AFDC Youth Programs Director Adeline d'Hondt and Executive Director Sarah Diligenti were key note speakers at Maya Angelou French Language immersion School in Prince George County and spoke to 300+ students in French about French culture.

Finally, AFDC offered 21 weeks of FREE Summer in French Scholarship to E.W. Stokes Public Charter School which were used by 8 scholars. Additionally, and even though the decision was taken not to pursue teaching all year-long at Washington Leadership Academy Public Charter School, AFDC supported 5 deserving teenagers and offered them the chance to complete for free, with a summer scholarship, the A1 level they had started in January with their AFDC teacher.

- **Après l'école (After School) program, twice a week:  
FY 2016-2017: 1,190 hours sold; 349 registrations  
FY2017-2018: 1,159 hours sold; 249 registrations**

- **Classes for Children between 1 and 5 years old in FY2016-2017:** these are amongst the **most popular classes and are constantly waitlisted**

**FY 2016-2017: 1, 968 hours sold; 212 registrations**

**FY 2017-2018: 2,265 hours sold; 255 registrations**

- **171 hours sold and 19 registrations at the Hill center on Capitol Hill (new annex location since January 2018)**

- **Classes for children between 6 and 13 years old in FY2016-2017:** starting at 6 years old, AFDC differentiates **between non-French speakers** (who will study French as a foreign language) **and native or heritage speakers**. This last group consists of children who either have lived in France or a francophone country and whose parents want to maintain and guarantee that their children do not lose their bilingual advantage (children of diplomats), or whose family is of mixed background (one French-speaking parent). All are enrolled in American schools during the week. The AFDC explored the idea of offering the CNED (Centre National d'Enseignement à Distance) for French and francophone children whose parents would prefer their children to follow the official program of the Education Nationale starting in Fall 2018.

**FY2016-2017: 3, 342.5 hours sold; 218 registrations**

- **6 – 13 years old FLE: 1,790 hours sold; 128 registrations**
- **6 – 13 years old FR: 1,552.5 hours sold; 90 registrations**

**FY2017-2018: 3, 303 hours sold in total; 215 registrations**

- **6 – 13 years old FLE: 2, 134 hours sold; 163 registrations**
- **6 – 13 years old FR: 1, 169 hours sold; 52 registrations**

- **Classes for teenagers:** The AFDC offers classes for teenagers all year round, both in **French as Foreign language and for Heritage Speakers**. However, the summer is the most fertile period for AFDC's teenager classes. A noticeable increase in complete beginner students age 14 and up seems to be the trend; some of these students take this class as a heads-up on their future French 1 class in High School; others will enroll in a Language Review class or even in an AP French Language Preview class.

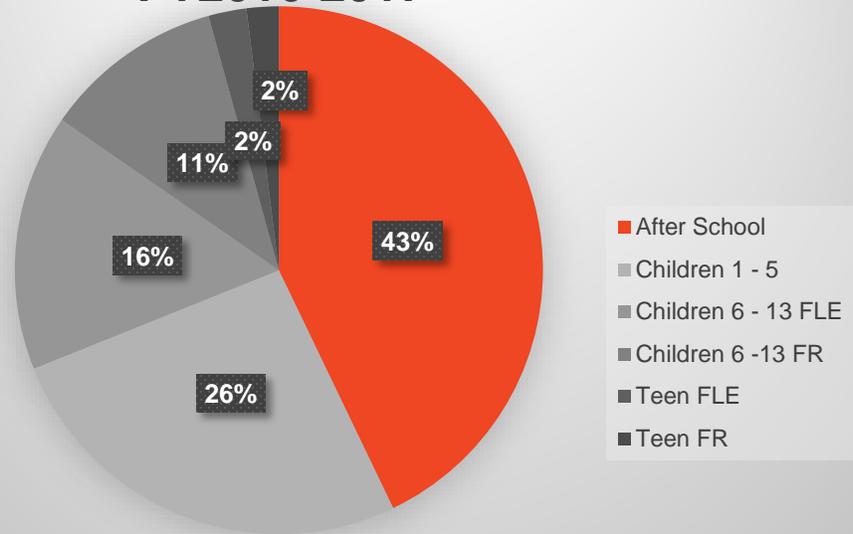
**FY 2016-2017: 516 hours sold; 35 registrations (September thru June)**

- **Teens FLE: 196 hours sold; 19 registrations**
- **Teens FR: 320 hours sold; 16 registrations**

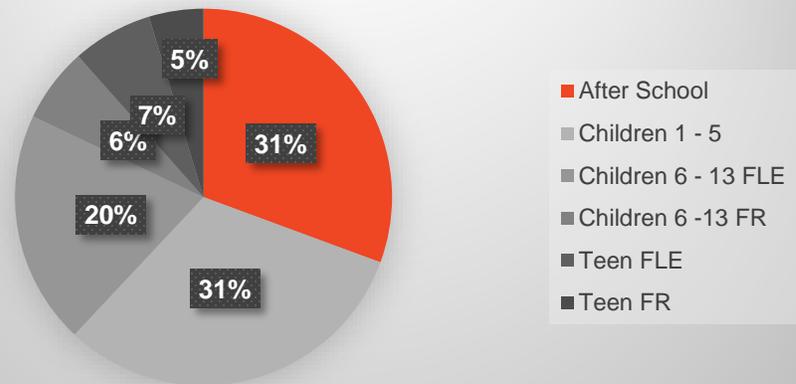
**FY 2017-2018: 1,382 hours sold in total; 66 registrations (September thru June)**

- **Teens FLE: 1,192 hours sold; 56 registrations**
- **Teens FR: 200 hours sold; 38 registrations**

### Youth Classes Registrations FY2016-2017



### Youth Classes Registrations FY2017-2018



- **Camps:** Launched as a pilot in 2007, the summer camp program at Alliance Française of Washington, DC “*Summer in French*” really **started in 2010 and has seen an increase in attendance and thematic offerings since.** The **most popular weeks are: Legos, Judo, Cooking, as well as Science-based camps.** With an ongoing partnership with *Ideaventions* now in its 5<sup>th</sup> year, **faculty is trained to teach Science in French in summer through activities and experiments.** The AFDC also offers field trips to its campers since FY2015-2016, which marks our difference with the competition. We also offer field trips to the teenagers enrolled in more classic language classes; they put their new French linguistic skills into action. Camps at AFDC include: weeklong camps in Spring and Summer as well as one-day camps throughout the year, offering relief to parents when school is out for professional reasons. This year we added a Fall camp on a one-day drop-in option for children enrolled at Rochambeau who were in Toussaint break. This explains the **50% increase in hours sold and registrations in Day Camps within a year, as well as general 19% increase in hours sold and 26% in registrations in all camps combined between two fiscal years.**

**FY 2016-2017: 6, 380 hours sold; 244 registrations**

- **Day Camps: 490 hours sold; 70 registrations**
- **Summer Camps (5 to 12 years old): 4,690 hours sold; 134 registrations**
- **Summer Teens: 1,200 hours sold; 40 registrations**

**FY 2017-2018: 7,610 hours sold; 308 registrations**

- **Day Camps: 735 hours sold; 105 registrations**
- **Spring Camp: 630 hours sold; 18 registrations**
- **Summer Camps: 5,145 hours sold; 147 registrations**
- **Summer Teens: 1,100 hours sold; 38 registrations**

- **Other youth programs:** the AFDC constantly researches ways in which to make French language fun, fashionable, attractive and a good investment in the eyes of both parents and students alike. AFDC welcomes **adolescent “interns”** from Lycee

Rochambeau (2-week internship) as well as from local public and private high schools whose graduation requirements include either a **year-long internship** (School Without Walls) or a **3-week internship** for Seniors. In the same way, AFDC offers **FREE Counselors-in-Training positions** (CITs) to students enrolled in High School who study French and look forward to practicing outside the classroom as well as earning SSL hours for graduation. The AFDC is also the destination of choice for many Maryland, Virginia and West Virginia schools looking for “*field trips to France in Washington*”. Finally, AFDC under the helm of the Children’s Programs Manager has also integrated Culture in its youth offerings, with regular *Ciné-Mômes* evenings as well as a celebration of all major French festivals, in collaboration with the library.



## **Professional Training**

In FY2017-2018, the Alliance française of Washington expanded its partnership with Georgetown University to include a series of training for the AFDC faculty as well as Educational events for the general public.

The AFDC faculty was also trained on the Fondation online platform with a testing period for the Youth Programs that spread over the summer. Three teachers piloted the program after a training.

Additionally, all three directors: academic director, youth programs director and executive director attended the three-day training held at the French Embassy, on the initiative of the Délégation Générale of the AF in the USA (representing the Fondation AF). The training covered Online platform and marketing of online classes.

The Executive Director also trained in June 2018 with other AF EDs at the AF in Minneapolis, a training on Human Resources provided by the CAVILAM.

## **Challenges and Goals**

The AFDC has room to grow. Its goal is to become the premier center for all things French in the nation's capital. The AFDC wants to position itself as the only institution with the ultimate expertise in French language learning for students as well as for teachers of French language in the region. To accomplish this goal of becoming such a wide-reaching training center, the AFDC needs to overcome its two major challenges:

- Lack of teachers: it has become a legal and financial struggle to bring qualified teachers from France under the new visa regulations; the local French-speaking pool needs to be trained first and qualified before teaching at AFDC. We need to keep our standards of excellence at teaching; training all new recruits will allow for this but will take between 6 to 12 months. This applies to both teachers for adult and children's classes;
- Lack of space: to grow certain programs, including summer camps, classes for children, thematic classes for adults and general group classes for adults in the summer (when most of the space is taken over by children's programs), the AFDC

needs to find space. The local rental rates make it difficult for us to make progress, while the building we currently own and occupy does not allow room for growth.

## **Certifications**

The AFDC is the only school in the Mid-Atlantic region qualified to administer French language proficiency exams for adults, teenagers and children: electronic versions of the TEF and TCF (one-year certificates) or more traditional DELF /DALF (lifetime diploma) are official recognitions of a student's ability and level attained in French language. DELF B2 is the "operational level" required by employers in France before hiring a foreigner and DALF C1 and C2 are required by Science Po and any post-graduate program in French university.

The AFDC relies on 6 certified teachers for TCF, 6 certified teachers for TEF, 7 certified teachers for DELF and 6 for DALF. However, not all of them are actively participating in these exams.

**In FY2016-2017, 91 candidates were able to take and successfully pass these rigorous exams at AFDC and the trend has been increasing since early 2017.** Diplomas and certificates are required by many francophone countries for immigration (Canada and Quebec), naturalization (France), employment, or school applications.

**IN FY 2017-2018: 115 candidates** took and successfully passed a certification at AFDC. Immigration to Canada or Quebec (different exams) as well as acquisition of French nationality remain high on the list of reasons why candidates take these exams.

- TCF: 32 students in total for all TCF variations combined.
  - 30 non-members and 2 members
  - 17 for acquisition of French Nationality, 1 for immigration to Quebec, 5 to enroll into undergraduate studies in France and 9 for personal reasons
- TEF: 49 students in total for all TEF variations combined
  - 45 non-members and 4 members
  - 42 for immigration to Canada, 6 for acquisition of French Nationality and 1 for personal reasons
- DELF-DALF: 28 students in total for all levels of DELF-DALF

- 20 non-members and 8 members
- No students took DELF A1 or A2
- 5 students took DELF B1, 10 took DELF B2, and 3 took DALF C1.
- No students took DALF C2
- DAEFLE: 10 students in total for both DAEFLE exams
  - 9 non-members and 1 member
  - 6 took the entrance exam and 4 took the exit exam after the year-long training.

## **Live French: Cultural Programming**

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***With a constricted cultural budget and no financial help from any government or institution, the Alliance Française of Washington, DC is still able to produce a variety of cultural events that give an appreciation of French culture to the Washingtonian audience of Francophiles and Francophones alike.***

### **The 2017-2018 Cultural Programming at a Glance**

- 20 partnerships
- 25 events
- 2,506 attendees

FY2017-2018 was marked by staff changes within the department after January 2018 and a reconfiguration to cut personnel expenses as well as overall expenses. The positions of Cultural Director and Cultural Assistant were suppressed.

The Executive Assistant to the Executive Director took over the coordination of all event logistics while the Executive Director took over the programming: orientation, choice of events, and choice of dates. A survey of attendees informed AFDC that both Thursdays and Fridays were the most attractive days for attendees to come to our events, but the first quarter of FY2017-2018 showed that Thursday events did not attract as many people as Friday events. This was addressed after staff changes in January 2018. Most events are again held on Fridays.

AFDC participated in Bacon and Bourbon with City Paper, Beaujolais Nouveau with French - American Chamber of Commerce and in the 16<sup>th</sup> edition of the EuroAsia Shorts, a short film festival with 4 European countries and 4 Asian countries.

The AFDC partners included: ALTA, Cahiers du Cinema City Paper, French-American Chamber of Commerce, LVMH, Maison Kayser, Politics and Prose, Shakespeare Theater,

Science Po Lyon, Smithsonian Associates, and the following embassies: Embassy of France, Embassy of Italy, Embassy of Luxembourg, Embassy of the Philippines, Embassy of Spain, Embassy of Switzerland, Confucius Institute, Goethe Institute, Istituto Culturale Italiano, Japanese Information and Culture Center, Korean Cultural Center.

### Trends of the Past 3 Years

- 2014-2015: 42 events; 6,725 attendees
- 2015-2016: 33 events; 1,966 attendees
- 2016-2017: 33 events; 3,126 attendees
- 2017-2018: 25 events; 2,506 attendees

**CAHIERS  
DU CINÉMA**

**CINÉ-CLUB**  
de l'Alliance Française de Washington & des Cahiers du Cinéma



**ALLIANCE FRANÇAISE DE WASHINGTON D.C.**  
2142 WYOMING AVENUE NW | FRANCEDC.ORG | 202.234.7911

CULTURE PASS/AFDC MEMBER PRICE: \$7  
GENERAL ADMISSION PRICE: \$12

*CINÉ-CLUB BEGINS AT 6:30PM AND IS FOLLOWED BY Q&A WITH NICHOLAS ELLIOTT.*

**Major Event: Beyond The Little Black Dress™**

Since Fall 2015, the AFDC is producing an Annual Fashion Show that aims at raising the visibility of the organization as well as showcasing the best of both worlds in fashion. Local designers of international or American background, French and European designers, and - since the 2<sup>nd</sup> edition in Fall 2016- students of the acclaimed International Fashion Academy in Paris present their fascinating creations to a mesmerized public.

Videos of the fashion show 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> editions:

- <https://www.youtube.com/watch?v=E1vPUdQYOiU&t=15s> (First edition: 2015)
- <https://www.youtube.com/watch?v=PRgp3t8GoL8> (Second edition: 2016)
- <https://www.youtube.com/watch?v=r-do8jxk5u8&t=97s> (Third edition: 2017)





Advertising published in Washington's City Paper for the First Edition

On the opposite page, the design that is the signature of the event was created by Serena Epstein (serенаe.com) and the artwork was given by hobby.com

With a net income approaching \$10,000, this event is only possible thanks to the generosity of sponsors in-kind and in-time: items for the VIP bags, casting producer, hair and beauty stylists,

models, designers, volunteers, photographer, videographer, AFDC staff and many more work together for the little black dress' success to endure.

### **Regular Events:**

AFDC welcomed speakers of international renown, such as French cartoonist **Pénélope Bagieu** interviewed by *Washington Post* **Michael Cavanaugh**; American chef **Joan Nathan**; American authors (and francophiles/francophones) like **Lindsay Tramuta** and **Eleanor Herman**; French emerging author of historic "romans noirs" **Carole Geneix**; Shakespeare Theater dramaturg **Drew Lichtenberg** back for a new adaptation of Beckett's *Waiting for Godot* that the bilingual author had translated himself from the French into the English

The AFDC also built on the partnership with famous magazine *Les Cahiers du Cinéma* and their US correspondent **Nicholas Elliott** to offer Washingtonians the feel of a genuine French "ciné-club." With three movies per year presented by a talented critic and followed by an in-depth discussion, the audience gets an appreciation of movie screenings at the famous *Cinémathèque* in Paris. Movie programming does hold a special place in our cultural season: besides the new partnership, regular free cinema nights showcase the most recent French movies available in DVD formats. **AFDC also participated for the 13<sup>th</sup> year in the Annual Short Film Festival called EURO-ASIA**, which couples a European and an Asian country (France has been partnered with Japan for 2 years now) and culminates with a one final evening at the Italian Embassy showing short movies from the 8 countries participating. These cinema events are always sold out and receive public acclaim with many faithful coming back year after year at the festival.

Alliance Française of Washington DC welcomed gourmets and gourmands at its social events: wine and cheese and tastings continued attracting foodies who enjoyed macarons, buches de Noel, Galette des Rois, a bread tasting with Maison Kayser and were able to relive The Judgment of Paris with LVMH and decide which wine, French or American, was the winner of this blind contest.

Finally, it was decided not to pursue the Fete de la Musique beyond last year's 3<sup>rd</sup> edition. The constraints of unstable weather, lack of arms, and the financial costs for this free event are too heavy for our organization.



## La Francophonie:

The Alliance Française of Washington, DC is the major producer of the DC Annual Francophonie Festival. The other partner, Smithsonian Associates, is in charge of the Grande Fête which closes the festival, while AFDC is in charge of:

- **Communication:** updating the francophonie website; creating and sending the newsletter, feeding the social media, postcards
- **Event Production:** AFDC serves as venue for many partners (embassies mainly) who do not have the means of holding movie screenings, tastings or author readings.

	2014-2015	2015-2016	2016-2017	2017-2018
<b>Number of Events</b>	5	9	11	10
<b>Number of Attendees</b>	129	341	366	315

- **Partners** who requested the AFDC's help to hold or organize an event during the month-long festival: National Museum of African Art (tours in French language of the collection with a docent who is an AFDC member); Embassy of Serbia; Embassy of Armenia; Embassy of Georgia; Cie Difié Kako Choreographer/Performer Chantal Loial; Embassy of France – Book Services in NYC; Howard University and many others...
- **In March 2018**, Executive Director Sarah Diligenti was awarded the Grand Prix de la Francophonie in recognition for her work promoting the French-speaking world and francophone cultures. The ceremony was held at the Opening of the DC Annual Francophonie Festival, at the Embassy of Armenia.
- **The AFDC focused on French Language education for the 2018 DC Annual Francophonie Festival**, with the visit of young prodigy author Amir Fehri at the schools with which it partners as well as in its own classes and for a special story time.
- The AFDC together with the Embassy of Canada initiated the first ever Nuit de la Poésie in French language. It was a sold-out free event, with a waitlist. Representatives of countries belonging to the International organization of the francophone read or recited poems in French language. The official session was followed by an open-mic session and a convivial moment.

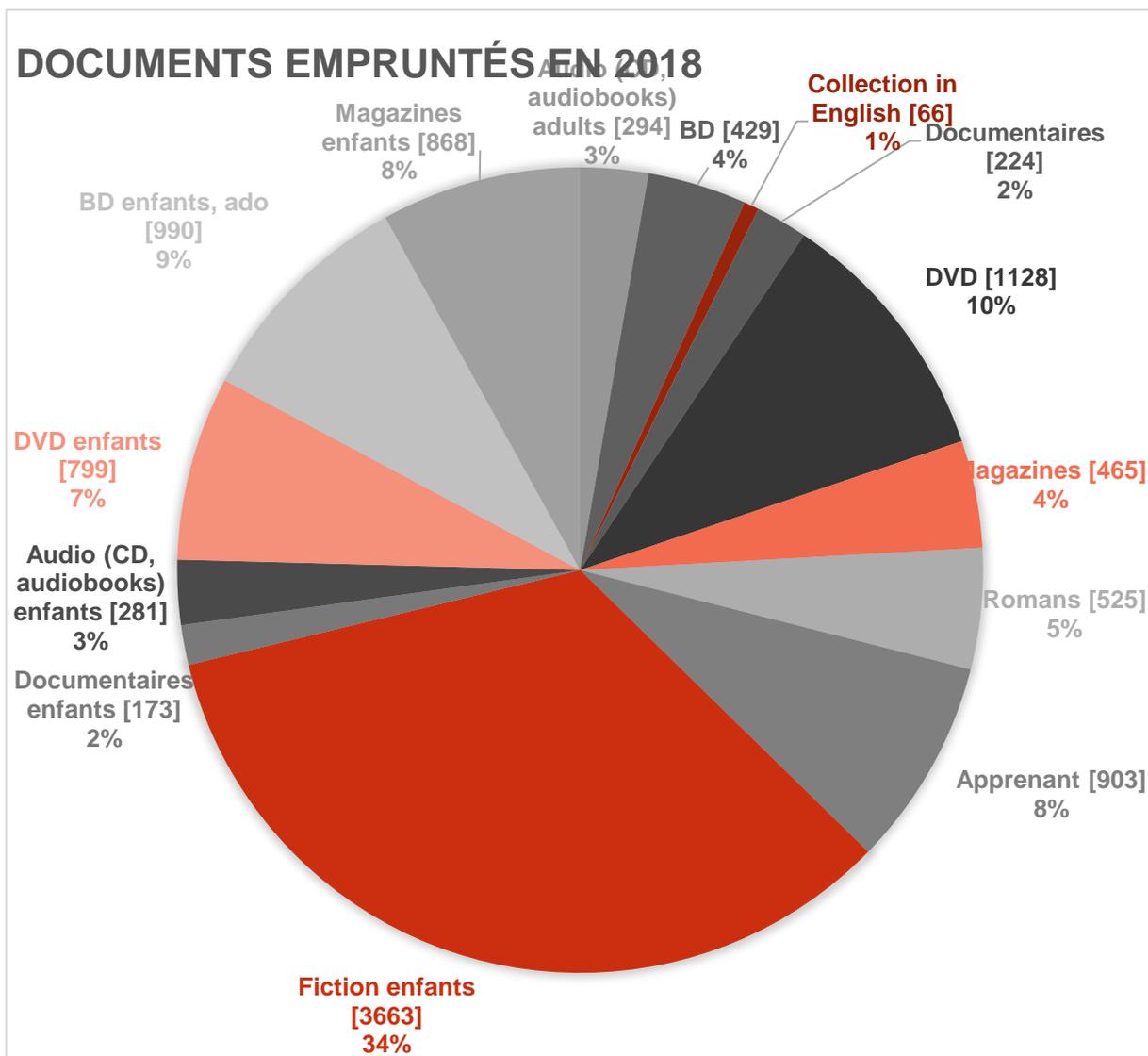
## Love French: Médiathèque and Library

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*Reading a book or watching a movie in French is a wonderful complement to classroom language instruction. The Alliance Française Library has the largest open lending collection of French books, periodicals, DVDs and CDs in the Mid-Atlantic region. Additionally, the AFDC offers a digital library accessible to all full members called “Culturethèque.”*

### In Numbers:

- **More than 10,000 documents** (see chart below for a census of the collection in mid FY2016-2017 and see chart on the opposite page for a census of the type and number of documents most borrowed in FY2016-2017)
- The library **has increased its hours on Saturdays**, the busiest day for the department and now closes at 5: 00 pm instead of 1:30 pm.
- **The number of patrons has exponentially increased** to more than 600 “regular” patrons: 354 new members, this is a 6% increase from 2016-2017 and in the same way there is a 7% increase in members checking out at least one item.
- **The goal for 2020 is to have increased the creation of new library accounts by 10% between 2017 and 2020, as per Strategic Plan.**
- **Out of 1,700 current members in 2017-2018, there are 561 active library accounts. 139 are NOT registered for classes, it represents 15% of the total AFDC population who come to the Alliance just for the library, for a total revenue generated of \$16,100.**
- **Culturethèque is a great marketing tool** to attract French and francophone members and has now grown to 294 subscribers.



**In Activities:**

The library participates of the life of the Alliance Française of Washington, DC in many ways:

- It is **the first face and first service of the organization** the visitors see when they step into the AFDC. The beautiful reception rooms of the historic building are welcoming with the coffee corner on one side and a cozy children's corner on the other. Parents often come just to spend time during the day reading out loud to their toddlers and playing games available on the premises; they wait for their older children's classes to end by checking out the magazines and newspapers or working on one of the library tables.
- **The AFDC library also produces events on its own or in collaboration** with the other departments: *Club de Lecture*; *Jouons* (Game Nights); *Heures du conte* are offered in three formats: classic, theatrical and musical; free Meet-Up Conversation Tables in French as well as celebrating all French festivals: *Noël*, *Galette des Rois*, *Chandeleur* and a French version of Halloween. Twice a year, its **Used Book Sales** attract a lot of people and are a small but steady source of income.
- **The library serves as cultural space** when the Cultural department holds an event and as such is first and foremost an important place in the building to attract future members and students. In FY2017-2018, it held the First Marché de Noël produced by Alliance Française of Washington DC.
- **The library is the main attraction during the Youth Department's Open Houses, always held on a Saturday.**
- **The library partners with other DC libraries and school libraries** – for references and recommendations and events- as well as with **Gallimard Canada** and **Bonjour Mama** for **new book sales specifically targeting the children's market.**
- **In FY2017-2018, the librarian attended the Salon du Livre in Québec in November 2017**



## **Promote French: Outreach Program**

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***After 10 years of intervening directly into DCPS Elementary Schools, the Alliance Française of Washington, DC restructured its outreach program and decided in 2014 to support schools that offered a French Language Immersion Program in the nation's capital.***

The new orientation of our Outreach Program started with Elsie W. Stokes Freedom Community Public Charter School. A visit to the school gave us a clear idea of the kind of help AFDC could provide to their students: offering spots in our summer camps would re-enforce the language acquisition of students whose native language is not French and who do not speak French outside of school.

- **In FY 2014-2015: one Stokes student received a two-week summer camp scholarship that allowed her to attend the AFDC summer camp for free;**
- **In FY 2015-2016: three Stokes students received a two-week summer camp scholarship;**
- **In FY 2016-2017; seven Stokes scholars received summer camp scholarships for a total of 21 weeks.**
- **In FY 2017-2018: eight Stokes scholars received summer camp scholarships for a total of 21 weeks.**

In addition to the Stokes scholars, the AFDC also helped out needy French families whose children are enrolled in American public schools and who wanted to preserve French language in the family as one of the parents did not speak French

At the end of FY2016-2017 was ending, AFDC was approached by another Public Charter School, Washington Leadership Academy (9- 12). This relatively new high school was thinking of opening a foreign language program and was hesitating between French and Spanish. Thanks to the excellent research and data gathered by Board member Kathryn Martel in her efforts to raise money for the "Summer in French – Stokes Scholarship", AFDC was able to convince Washington Leadership Academy to launch a French program, which started in

January 2018 and lasted for 6 months. 50% of their 10<sup>th</sup> grade classes selected French language for a foreign language. The other 50% selected Mandarin Chinese. An AFDC instructor went twice a week to the school to teach 4 different classes of 12 to 15 students each, using one of our textbook and using also Internet in the classroom.

The students participated in Festinema: they worked on the movies before seeing it and then afterwards. They also enjoyed the visit of the young prodigy author Amir Fehri and completed a T-Shirt project with an Art teacher.

However, the student body was not a stable one. It is a low-income population with many learning disabilities and emotional challenges. 95% of the student body is African-American, and 5% Hispanic. Their rapport with the African-French teacher was difficult. The teacher had to call security as well as the grade advisor multiple times over. Both the AFDC Youth Programs Director and the ED met with the Principal to try and resolve the situation, when a couple of students became violent in class.

The AFDC decided not to renew the contract with WLA for FY2018-2019 but offered 6 scholarships to the most- deserving students for them to attend summer teens.

## **Celebrate French: Annual Benefit Dinner**

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***On April 11, 2018, His Excellence Gérard Araud, the Ambassador of France to the United States, hosted a glamorous benefit dinner in his beautiful residence on Kalorama Road. Since 2002, this annual event has raised funds to support the Alliance Française of Washington.***

This year's gala was an immense success. Co-chairs Tracy Bernstein, Carole Fungler, Cleo Smart Gewirz, and Kathryn Martel, planned a memorable evening. Yann Weymouth, AIA, Chief of Design of the Louvre Pyramid, was the honoree. **Mr. Weymouth was awarded the first ever Grand Prix Leonard Silverstein** /Alliance Française of Washington. His children, Tom Silverstein and Susan Scott attended the event.

### **In memoriam Leonard Silverstein**

With the passing of Board member and dear friend Leonard Silverstein who served on the AFDC Board since 1963, including as Chair between 1990 and 1993, members of the Board have decided to name the annual award that we give away at the annual Gala the 'Grand Prix Leonard Silverstein' to honor his memory.

Leonard was very fond of the Alliance Française and until his last day, he was concerned with its development; his generosity made a difference. Leonard Silverstein was awarded the Fondation AF Belmondo medal in the spring of 2015 for his support of Alliance Française of Washington.

The AFDC is happy that his memory will continue to live through this Grand Prix.

Entertainment was provided by a local jazz quartet. The dinner was attended by 87 long-time AFDC supporters, influential philanthropists, members of Congress and government, and corporate supporters.

Photo © Bill Simmons.

H.E. Gérard Araud, Ambassador of France to the United States



Yann Weymouth, AIA, was the honoree; AFDC Board President Annie Seys



From left to right: Katharine Weymouth, daughter of the honoree; Yann Weymouth, AIA; and his wife.



## **Support French: Membership & Development**

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***Membership is the foundation for all of our programs. None of the services that we are able to provide would be possible without our members. Membership not only shows your dedication to the AFDC mission, but also brings essential support to our cultural programs and library.***

### **Membership:**

The AFDC requires all its students to become members; but not all members are students. We offer two levels of memberships that are not tax-deductible:

- **Individual membership:** allows a person to attend events at a discounted rate, to attend members-only events and to enjoy full borrowing privileges at the library, including Culturethèque.
  - **In FY2016-2017, there were 712 individual members.**
  - **In FY2017-2018, there were 1297 individual members**
- **Family membership:** allows a family of two adults with or without children to attend events at a discounted rate, or members-only events. They also enjoy augmented borrowing privileges at the library.
  - **In FY2016-2017, there were 417 family memberships.**
  - **In FY2017-2018, there were 234 family memberships: the decrease is due to the fact that parents have started to buy individual memberships for their children who are the unique student in the family, rather than a family membership.**

Supporters of the AFDC can opt to increase their membership at a donor level. These include all the privileges of a family membership; all amounts above the membership become tax-deductible.

**In FY 2016-2017, AFDC had**

- 11 Molière supporters (@250)
- 5 Sévigné supporters (@\$500)
- 1 Lafayette supporter (@\$5,000)

**In FY 2017-2018, AFDC had**

- 18 Molière supporters (@\$250)
- 3 Sévigné supporters (@\$500)
- 1 Lafayette supporter (@\$1,000)

French language teachers and University students from the greater Washington area are able to become member at a discounted rate. We had 18 university student memberships in FY2017-2018 and 4 teacher memberships (these are not AFDC faculty, but external teachers)

The AFDC also gives out complimentary membership to its faculty, staff and volunteers. Long-time volunteers who spend hours helping out at the library, at events, taking pictures pro-bono, can take classes for free. Some dedicated volunteers hold lifetime memberships.

With the new management system put in place at the end of July 2018, we hope to be able to refine these numbers even more, in terms of returning versus new for instance, for all categories.

**End of the Year Appeal:**

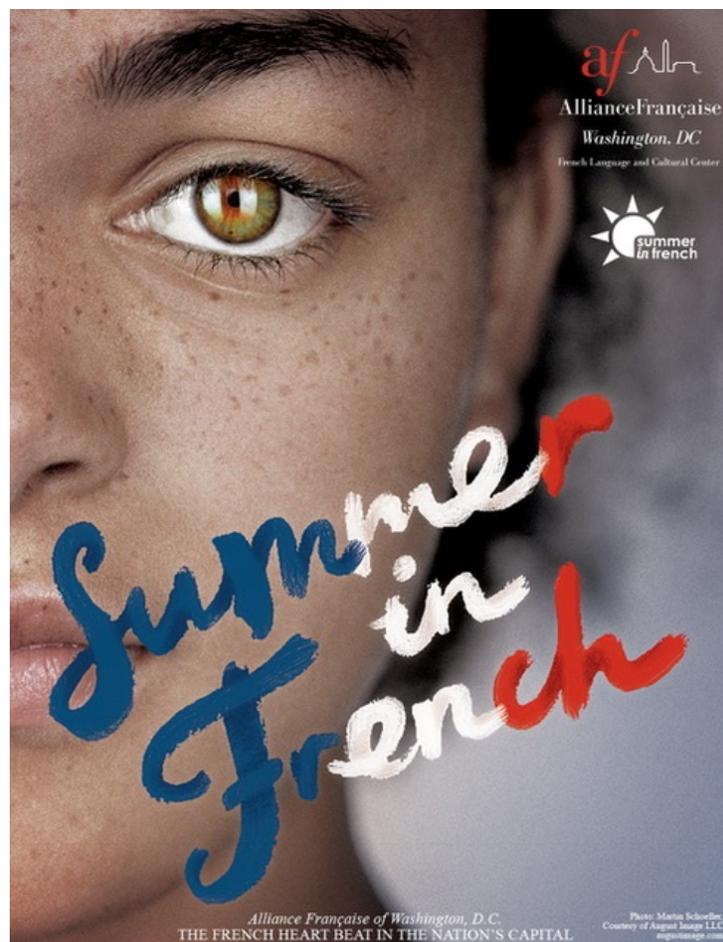
The AFDC launched its first EYA campaign in FY2013-2014. From the start of this new initiative, it has received support from the **Henphil Foudation** and the **Robert Alfandre Foundation**. On behalf of the AFDC's programs and services, we sincerely thank them for their continued support.

**In FY 2016-2017, AFDC received \$13,788 in contributions to its EYA campaign.**

In FY 2017-2018, AFDC received \$41,760 in contributions to its EYA campaign. Such an increase in annual contributions was made possible thanks to a \$15,000 matching gift awarded to AFDC by long time Board member and former Board president, Leonard Silverstein

In the last two years, besides general support, our generous supporters have contributed to specific campaigns for the EYA:

- Show your love for your teachers: \$2,450 out of \$41,760
- Culture is for all: \$1,205 out of \$41,760
- Help your library: \$1,030 out of \$41,760
- Summer in French Stokes Scholarship: \$850 out of \$41,760



Also, thanks to the generosity of Board member Carole Fungler, the AFDC now enjoys a beautiful front garden. Ms. Fungler dedicated her expertise as a garden landscaper, gave her time and financially contributed to the revamping of the front garden.

## **Connect French: Social Media at AFDC**

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*Alliance Française of Washington joined the virtual world in 2007 with a Facebook page. Between May 2007 and June 2014, AFDC experimented in the social media world without a thought-out communication strategy: it slowly reduced its carbon footprint by giving preference to e-newsletters over the hard-copy glossy paper bulletins; it joined Twitter in June 2009, opened a YouTube Channel in 2010, and when blogs were still hip, volunteers were encouraged to write articles for the AFDC Blog (2012-2014).*

In June 2014, a new communication strategy and a new communication calendar were implemented to better target the different AFDC's audiences (students of different ages, attendees to events, members, library patrons) and attract more prospects.

### **Newsletters**

They are the primary way of staying in touch with our base of loyal students, attendees, and members but also an effective way to attract prospects.

With 25,000 subscribers, a unique open rate oscillating between 15 and 25%, AFDC is well in the national average rate for e-marketing. Email marketing systems are constantly fighting the many email algorithms attempting to purge one's primary Inbox from receiving spam.

Newsletters, even coming from reputable NGOs are often filtered as "promotional mailing" because they use third party systems for their mailings (such as I-Contact for AFDC).

Our newsletters are bi-weekly: once for Culture and once for Education. Additionally, we have a Library newsletter targeting library patrons and AFDC members specifically, as well as an agreement with sponsor TV5Monde, for whom we do one e-blast per month at the beginning of

each month. Our goal would be to be able to segment our audiences for the Culture and Education newsletters, in order to specifically target attendees and / or members/students in a more optimal way. However, because the current I-Contact subscriber list dates back to 2012 at a time when the ED at AFDC did not measure the importance of audience segmentation, such an overhaul would imply contacting each and every subscriber individually and hope they reply.

## Social Media

### *Facebook*

Alliance Française of Washington DC joined Facebook in 2007 as a group page, then as a public page in 2009, and after a period of almost 7 years toying with the platform and posting only its own content (about events or classes), it had gathered only 3,000 Followers by 2013. In September 2014 a strategy was put in place to grow the number of followers and likes, and the AFDC Facebook page grew to over 5,000 Followers by October 2015. It is now approaching 8,000. The visibility gained on Facebook has earned us new members as well as new attendees and students. The Facebook page is integrated with our newsletter platform, which allows for more clicks and more opens on our web site.

### *Twitter*

Alliance Française of Washington DC joined Twitter in 2009 and has now almost 5,000 followers. The Twitter account is integrated with the Facebook account and propagates the newsletters as well as any posts published on Facebook. **AFDC was number 10 out of 834 AF chapters in the world for its Twitter activity in 2017.**

### *Instagram*

Alliance Française of Washington DC joined Instagram in July 2015 when it decided to produce its first Fashion Show since 1968. The communication intern who was a passionate photographer started the account for the organization. It is not the most active of our social media platforms as uploading pictures can only be done via cellphones and the team does not have professional cellphones. It means we must use our personal phones and switch from our personal Instagram accounts to the AFDC account. We have about 1,800 followers. The account is monitored almost exclusively by the Librarian and her intern in an effort to promote

the library and its programs. It is also used for any big cultural event as a “reporting” tool more than a promotional one.

### ***Eventbrite***

Although it is not a social media platform per se, Eventbrite allows Alliance Française of Washington to gain visibility on the “social life scene” of the nation’s capital. When events attract a lot of traffic, which has happened with the fashion show, an organization’s event appears on the homepage under “Editor’s Picks”. AFD started using Eventbrite for its cultural events in January 2016 and has seen an increase in number of attendees. Further, the organization also uses it now for library events and occasional children’s events. This account is also used for the Grande Fête of the Annual Francophonie Festival in March each year and that also helps promote the organization at large.

## **Web Site**

The Alliance française of Washington has known four different web sites since its first ever in 2004, which was an intuitive, Google-based, system with coding customized to AFDC ‘s needs.

- In 2012, the original website disappeared to be replaced by a non-integrated version and an off the shelf registration package (Arc-en-ciel) sold to many AF chapters in the world. This package did not come with all the functionalities of the previous integrated system and the web site, written in Joomla language, was not intuitive or user-friendly and staff spent many hours on updating it.
- In December 2015, a Word Press version of a new website was launched with a new registration system, Active Network, still off the shelf but with better financial reporting.
- On July 31, 2018, a fully-integrated system, customized to the needs of AFDC, was launched, that included: a web site compliant with GDPR rules, a school/camps/membership management system compliant with PCI, and an Eventbrite /website integration for cultural events. The AFDC web site also offers the possibility to donate but is not yet a full CRM system as this would require more financial investment and a full-time development director to manage this section.
- One of the main consequences of launching this new website is the duration of the session a new user spends on our website: longer sessions ending with conversions.

i.e.: sales of a class or a membership or taking a placement test leading to a come-back session to sign up. This is for us a major positive outcome.

As an organization which has always promoted the use of technology in its classrooms since its first Smart Board was installed in 2007, AFDC has and is constantly researching new ways to connect with its audience of Francophiles and Francophones. The many new manners of engaging people through social media have often confirmed our demographics, albeit with some interesting variants

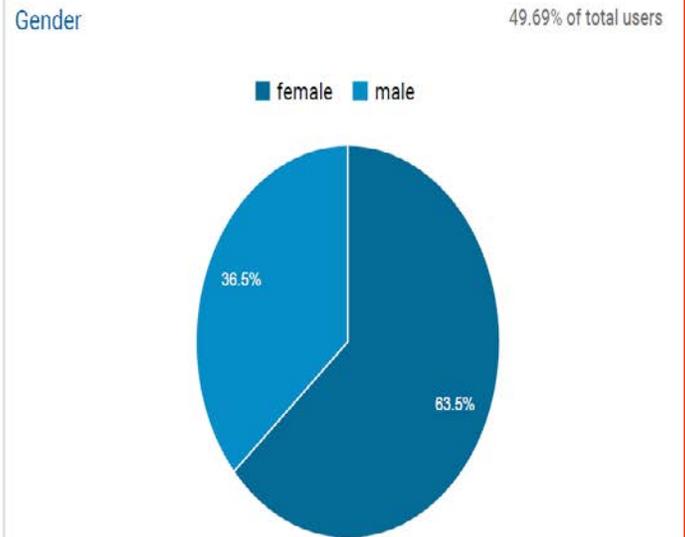
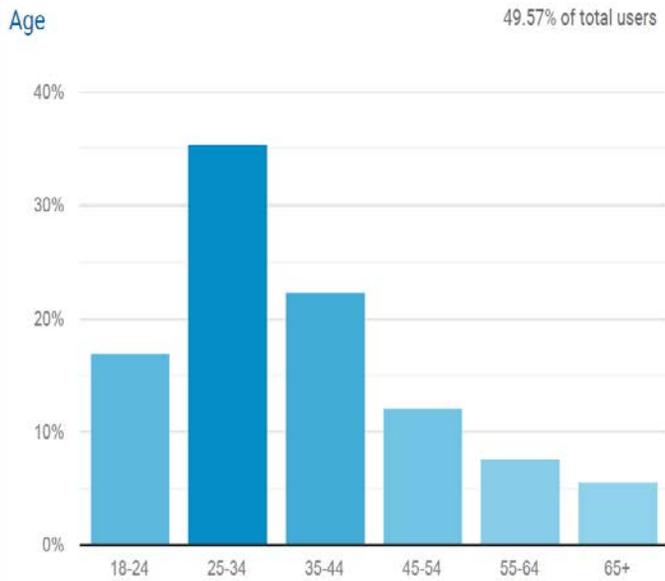
- **AFDC's main audience is female at 75% on the web site.**
- **On Facebook, our followers are also at 65% female** and although are **fans and followers are at 61 % in the 25- 34 age group, the people we reach are: 23% age 25- 34, 23 % age 35- 44, 21% age 45 – 54; 15% age 55- 64 and almost 10% age 65+.**
- When it comes to **engagement with our posts**, the trend is even more telling: **23% of each age group (65+ and 55 – 64) engage with our posts (reply, comment, like, share) for a total of 56% of Boomers and early Xers, to whom one can add 21% of the age group 45 -54, while only 16% of the age group 35-44 and merely 12% of the 25-34 age group actually engage with our posts.** This confirms national numbers that show that Facebook has become the preferred social media for Boomers and Xers but less so for Millennials and beyond who prefer Instagram.
- Whatever technological platform is concerned (social media or web site), **our visitors come at an overwhelmingly high number from the US (about 5,200 fans on Facebook, and 50% of these from Washington DC),** followed by France (728 fans on Facebook, of which a third live in Paris). In total, people located in 43 countries (11 countries in Europe, 12 in Asia, 9 in Central/South America, 8 in Africa, + Australia, Canada and Russia) and speaking up to 48 different languages interact with our Facebook page. **On our web site, close to 89% of users live in the US.**

### Demographics: Overview

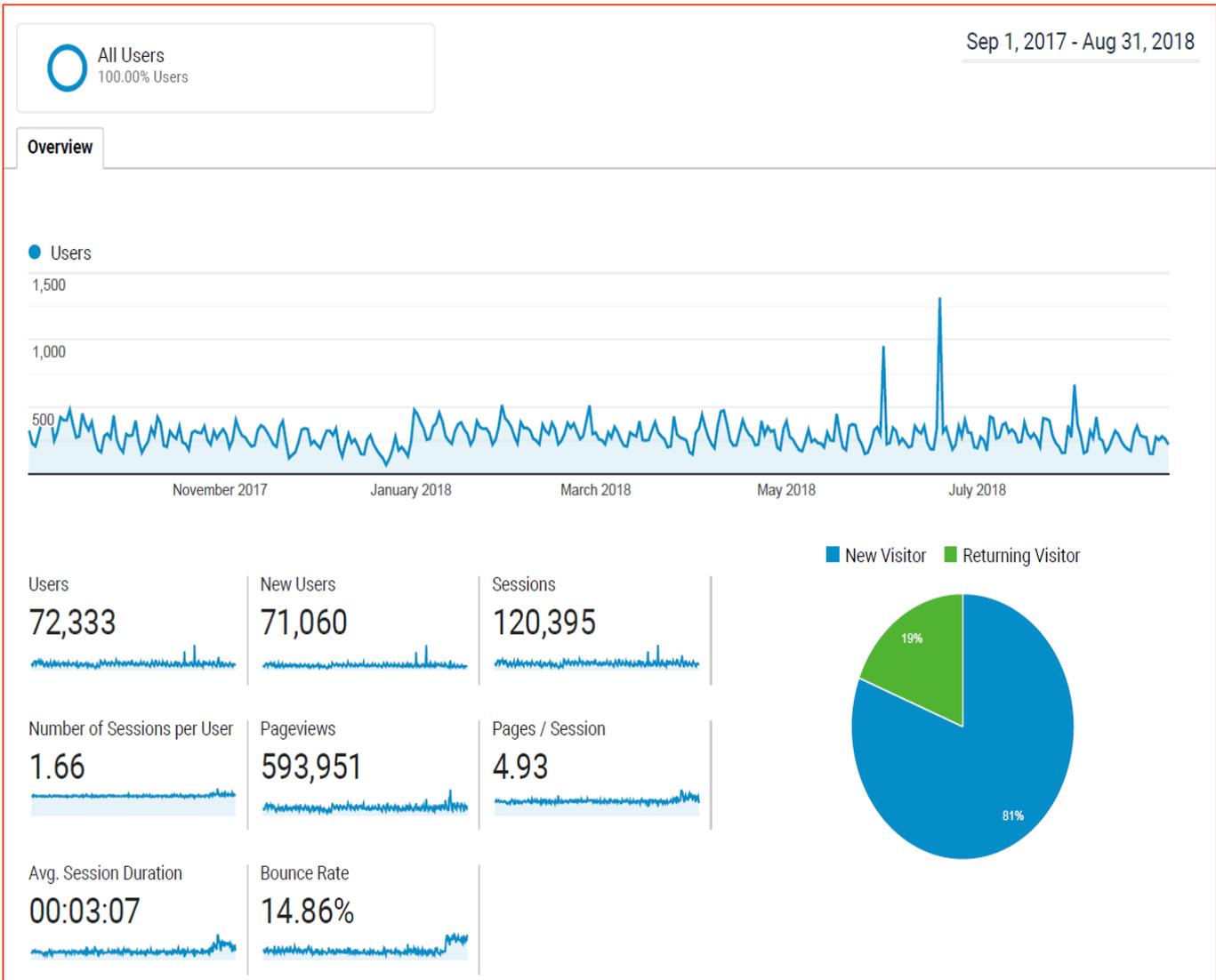
All Users  
100.00% Users

Sep 1, 2017 - Aug 31, 2018

Key Metric:







## **Staff FY2017-2018**

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*In FY 2017-2018, the Alliance française of Washington's team was a small team with nine Full Time employees, one part-time employee, one contractor and two part-time interns.*

### **Executive Director:**

Sarah Diligenti

### **Assistant to the Executive Director/ Cultural Coordinator**

Sophie Leclerc (cultural coordinator as of January 31, 2018)

### **Controller:**

Elizabeth Nuti

### **Academic and Deputy Director:**

Shahrooz-Ameneh Madjlessi

### **Children's Programs Manager:**

Adeline d'Hondt

### **Instructional Coordinator- Children:**

Cécile Hagan

### **Certifications Officer :**

Rachel Nelson / Nastasha Zavadskaia

**Administrative Assistant :**

Guy-Fleury Yedidiah / Jessica Stratton

**Cultural Director (Until January 2, 2018):**

Sandrine Avner

**Assistant to Cultural Director (Until January 31, 2018):**

Lisa Grimes

**Librarian:**

Kelsey Hammer

**Library Interns:**

Ghayd Barqawi

Knowrhah Fleurimond

**Communications Intern:**

Lucy Hurlbut

## Financial Statement: Balance Sheets

1:07 PM  
03/29/19  
Accrual Basis

Alliance Francaise de Washington, Inc.  
Balance Sheet  
As of August 31, 2018

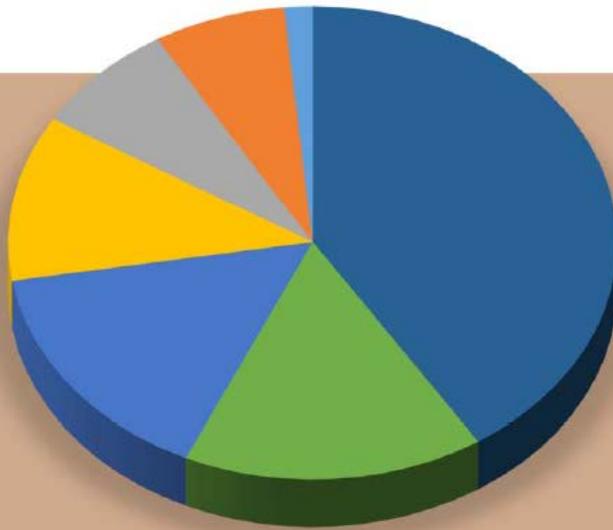
	Aug 31, 18
<b>ASSETS</b>	
Current Assets	
Checking/Savings	281,749.03
Accounts Receivable	4,169.00
Other Current Assets	
1121 · Reserves for Francophonie	24,545.50
1205 · Employee Receivables	44.75
1250 · Prepaid Expenses	11,089.63
Total Other Current Assets	35,679.88
Total Current Assets	321,597.91
Fixed Assets	295,336.72
Other Assets	
1600 · PNC Managed Investment Account	678,695.33
1690 · PNC Opportunistic Fund	17,924.41
Total Other Assets	696,619.74
<b>TOTAL ASSETS</b>	<b>1,313,554.37</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	43,604.32
Credit Cards	5,575.51
Other Current Liabilities	204,993.63
Total Current Liabilities	254,173.46
Total Liabilities	254,173.46
Equity	
3900 · Fund Balance	931,520.00
Net Income	127,860.91
Total Equity	1,059,380.91

Financial Statement: Income and Expenses FY2016-2017

REVENUE

Academics	\$877,367.62	60%
Children's	\$234,281.17	16%
Gala	\$91,504.85	6%
Membership	\$89,094.66	6%
Culture	\$65,277.38	5%
Investment/Other	\$40,198.35	3%
Fundraising	\$44,215.14	3%
Library	\$8,653.17	1%

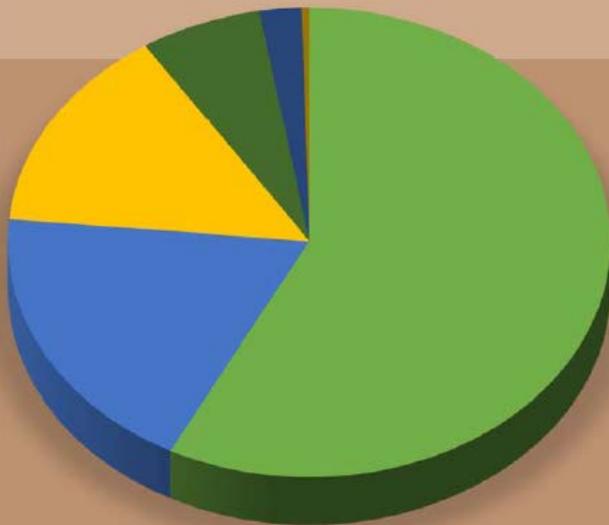
Total Revenue \$1,450,592.34



EXPENSES

Academics	\$520,825.19	38%
General Administration	\$506,781.09	36%
Children's	\$165,963.10	12%
Culture	\$126,197.68	9%
Library	\$57,227.91	4%
Fundraising	\$19,951.10	1%
Other	\$3470.45	0%

Total Expenses \$1,400,416.52

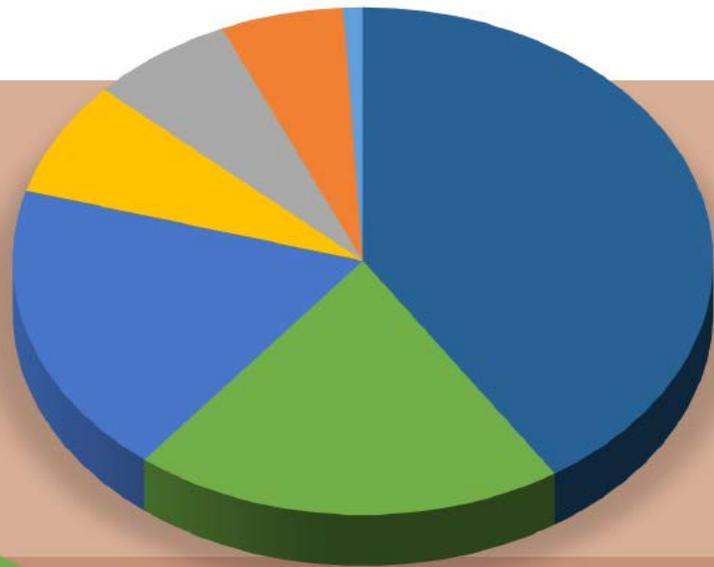


Financial Statement: Income and Expenses FY2017-2018

**REVENUE**

Academics	\$970,025.34	59%
Children's	\$279,689.50	17%
Gala	\$136,522.66	8%
Membership	\$128,650.76	8%
Culture	\$50,119.76	3%
Fundraising	\$45,481.40	3%
Other	\$38,905.10	2%
Library	\$6,277.45	0%

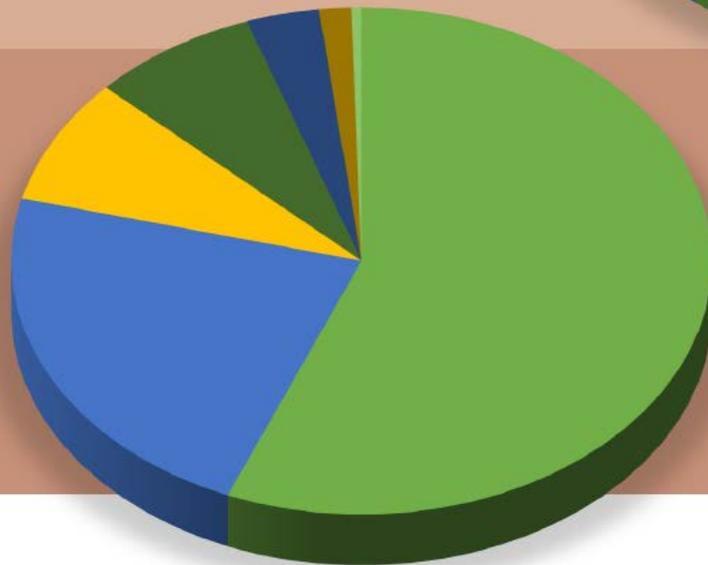
**Total Revenue \$1,655,671.97**



**EXPENSES**

General Administration	\$596,950.11	39%
Academics	\$523,027.33	34%
Children's	\$211,272.31	14%
Library	\$74,596.76	5%
Culture	\$71,680.85	5%
Other	\$31,261.48	2%
Gala	\$13,785.80	1%
Fundraising	\$4,371.46	0%

**Total Expenses \$1,526,946.10**



# Independent Auditors' Report

➔ *Guiding you. beyond the numbers.™*



## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Alliance Francaise de Washington, Inc.  
Washington, D.C.

We have audited the accompanying financial statements of Alliance Francaise de Washington, Inc., which comprise the statements of financial position as of August 31, 2018 and 2017, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alliance Francaise de Washington, Inc. as of August 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Wegner CPAs LLP*

**ALLIANCE FRANCAISE DE WASHINGTON, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
August 31, 2018 and 2017

	2018	2017
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 281,749	\$ 158,505
Accounts receivable	4,214	13,656
Prepaid expenses	11,090	19,752
Investments	696,620	749,976
Total current assets	993,673	941,889
Property and equipment - net	295,337	214,771
Reserve for Francophonie agency funds	24,546	26,095
<b>Total assets</b>	<b>\$ 1,313,556</b>	<b>\$ 1,182,755</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	\$ 48,787	\$ 20,034
Accrued expenses	11,973	10,100
Deferred revenue	158,664	184,800
Total current liabilities	219,424	214,934
Francophonie agency funds	24,546	26,095
Total liabilities	243,970	241,029
<b>NET ASSETS</b>		
Unrestricted	1,059,381	930,510
Temporarily restricted	10,205	11,216
Total net assets	1,069,586	941,726
<b>Total liabilities and net assets</b>	<b>\$ 1,313,556</b>	<b>\$ 1,182,755</b>

**ALLIANCE FRANCAISE DE WASHINGTON, INC.**  
**STATEMENTS OF ACTIVITIES**  
 Years ended August 31, 2018 and 2017

	2018	2017
<b>UNRESTRICTED NET ASSETS</b>		
<b>SUPPORT AND REVENUE</b>		
Tuition	\$ 1,128,649	\$ 1,017,951
Contributions	170,664	107,801
Membership dues	128,651	91,595
Cultural events	50,120	65,277
Camps and workshops	73,701	56,924
Library	53,642	45,258
Investment return	31,232	39,027
Event registration	11,340	22,260
Other	5,798	1,287
Total unrestricted support and revenue	1,653,797	1,447,380
<b>EXPENSES</b>		
Program services	1,021,091	997,857
Management and general	402,541	314,583
Fundraising/development	102,305	96,860
Total expenses	1,525,937	1,409,300
Net assets released from restrictions		
Satisfaction of purpose restrictions	1,011	-
Change in unrestricted net assets	128,871	38,080
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions	-	11,216
Net assets released from restrictions		
Satisfaction of purpose restrictions	(1,011)	-
Change in temporarily restricted net assets	(1,011)	11,216
<b>Change in net assets</b>	127,860	49,296
Net assets - beginning of year	941,726	892,430
<b>Net assets - end of year</b>	<b>\$ 1,069,586</b>	<b>\$ 941,726</b>

**ALLIANCE FRANCAISE DE WASHINGTON, INC.**  
**STATEMENTS OF CASH FLOWS**  
 Years ended August 31, 2018 and 2017

	2018	2017
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 127,860	\$ 49,296
Adjustments to reconcile change in net assets to net cash flows from operating activities		
Depreciation	29,901	23,133
Net realized and unrealized gain on investments	(15,843)	(21,742)
(Increase) decrease in assets		
Accounts receivable	9,442	(12,031)
Prepaid expenses	8,662	15,951
Reserve for Francophonie agency funds	1,549	1,983
Increase (decrease) in liabilities		
Accounts payable	28,753	(4,593)
Accrued expenses	1,873	158
Deferred revenue	(26,136)	23,406
Francophonie agency funds	(1,549)	(1,983)
<b>Net cash flows from operating activities</b>	<b>164,512</b>	<b>73,578</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of equipment and leasehold improvements	(110,467)	(7,856)
Purchases of and interest retained in investments	(335,530)	(48,370)
Proceeds from sales and maturities of investments	404,729	47,328
<b>Net cash flows from investing activities</b>	<b>(41,268)</b>	<b>(8,898)</b>
Net change in cash	123,244	64,680
Cash - beginning of year	158,505	93,825
<b>Cash - end of year</b>	<b>\$ 281,749</b>	<b>\$ 158,505</b>

## **FY2017-2018 Contributors**

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❖ **\$16,000 - \$25,000**

Katherine Weymouth

❖ **\$10,001 - \$16,000**

Leonard and Elaine Silverstein Family Fund

❖ **\$5,001 - \$10,000**

Lisa Barry and James Gale

Tracy and Adam Bernstein

Joan and Bernard Carl

Renee Harbers

Philip W. and Nina Pillsbury

❖ **\$2,501 - \$5,000**

Sara and Magruder Dent

Melvin and Estelle Gelman Foundation

Cleo and Michael Gewirz

The Honorable Boyden C. Gray

Laura Pels Productions

D. Porthault

Amédée Prouvost and Clare Cushman

Ambassador Charles H. Rivkin and Mrs. Susan Tolson

❖ **\$1,001 - \$2,500**

Robert Alfandre Foundation

Anne Brown

Meg and Christian Clerc

Heidi Debevoise

Charles and Evelyn DiBona

Paul Eckert  
Carole FUNGER  
Joslyn and Stephen Hills  
Mariana and Martin Huberman  
Willee and H. Finlay Lewis  
John Van D. and Faith Lewis  
Thierry Liverman  
Kathryn Martel  
Mary Stuart McCamy  
Sandra and Eliana McCoy  
Jodie McLean and Pierre de Lucy  
Susan Rappaport  
Bruce and Shelley Ross-Larson  
Christie Richart  
Derald H. Ruttenberg Foundation  
Annie Seys  
Annie Totah  
Tracey Weisler (In memoriam of Joyce Dunkerley)  
Jeffrey and Christie Weiss

❖ **\$500 - \$1,000**

Michael Alcenius  
Shalom Baranes  
Mary Barcella  
Edith "Bobbie" Brewster  
Ellen Boer  
Danielle Canfield  
Diane Eames  
Rosalie Fanale  
Ronald Lee Fleming  
Olivier Godron  
Lani Hay  
Isabel Hyde Jasinowski

Debra Rales  
Mansoor Rashid  
Megan Rupp  
Alan and Elizabeth Stewart  
Dr. Andrew Umhau  
Mary Weinmann Charitable Lead Unitrust

❖ - \$999

Amazon Smile  
Jules Aronson  
Stephanie Banks  
Nancy Barr  
Kenneth and Nicole Becker  
Robert and Mette Beecroft  
Melvin Belin  
Alexander Boyle  
Benjamin Brutlag  
Valerie Cairns  
Joseph Cerquone  
Morris J. Chalick Trust  
Roselyne Chang  
Sarah Chataing  
Lenore Clarke  
Sarah Diligenti  
Steven Dimoff  
James and Nicole Fary  
Nadia and Tom Gabriel  
Lorraine Gallard  
Franklin Garcia  
Jeffrey Gaynes  
Bernard Geenen  
Eddie W. Givens, Jr.  
Ellen Goldstein

Alyn L. and Leon T. Hadar  
Dr. Rachel Hartig  
Anders Jensen  
David Kaufman  
Stephen Klein  
Lafayette 89 – Hosp.  
Melanie Laforce and Stig Regli  
Yvonne Lau and Kin Wah Fung  
Jane Lewin  
Denise and Alexander Liebowitz  
Camilla McCaslin  
Joyce and Joseph McMullin  
Denise Minor  
Jay Moffat  
Richard Mounts  
Josyane Murawski-Drivas  
Christina T. Murray  
Anthony Narcisso  
Anthony and Liz Nuti  
Robert O' Connell  
Jack Person  
Alona Ponomareva  
Gretta Powers  
PTMC LLC  
Charles Richter  
J. Brinton Rowdybush  
Sarah Macek Sherry  
Rebecca Shuford  
Irene Silverstone  
Corinne Smith  
Linda Stillman  
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Patricia Thapanawat  
David M. Thoms  
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Peter Vankevich  
Christina Witsberger

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