

Annual Report

FY2016-2017



Alliance Française

Washington, DC

French Language and Cultural Center

Alliance Française of Washington, DC

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Board of Directors FY2016-2017

Executive Committee

President

Annie Seys

Vice-Presidents

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Tracey Weisler

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Amédée Prouvost

Secretary

Christie Richart

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H. E. Dirk Wouters, the Ambassador of Belgium
H. E. David MacNaughton, the Ambassador of Canada
H.E. Michael Moussa-Adama, the Ambassador of Gabon
H.E. Sylvie Ducas, the Ambassador of Luxembourg
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

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

Dear Friends of Alliance Française of Washington, DC,

Alliance Française is moving ahead. Our last academic year shows 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. In FY2016-2017, 91 candidates were able to take and successfully pass these rigorous exams at AFDC.
- 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. We need your help to continue develop and remain ‘the French heartbeat in the nation’s capital’.

Mot du Président et du Directeur

« 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 2nd 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.

- **Group Classes in FY2016-2017:** 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

37, 632 hours sold; 1, 176 registrations

In FY2016-2017, AFDC piloted the app: **GetFluentFrench**, launched by a teacher at AF Sydney (Australia). It follows the Alter Ego + textbook that we use. The editor Hachette, of the Alter Ego+ series, has also launched its own digital companion app and it has been a preferred tool for AFDC students taking General French Language classes. This technology goes hand in hand with the teachers' use of Smart Board-based lessons from Alter Ego+ and complements what is done in class. **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.

- **Language Workshops in FY2016-2017:** 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.
9,144 hours sold; 587 registrations
- **Private Classes in FY2016-2017:** private, one-on-one instruction has soared last year and the AFDC has provided **2,364 hours, a 20 % 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, such as the Ambassadors of Canada and of Australia.
- **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.

- **Classes for Children between 1 and 5 years old in FY2016-2017:** these are amongst the **most popular classes and are constantly waitlisted 1, 216 hours sold; 608 registrations**
- **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 does not yet offer classes based on the French national curriculum (CNED) but may consider it in the future.
283 hours sold; 174 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.

430 hours sold; 47 registrations (September thru June)

- **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 4th 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. This year we also started to 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!

6, 370 hours sold; 238 registrations (camps)

700 hours sold; 22 registrations (teenagers)

- **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.

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. **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.



Live French: Cultural Programming

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 2016-2017 Cultural Programming at a Glance

- 25 partnerships
- 33 events
- 3,126 attendees

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

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 2nd 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 first and second editions:

- <https://www.youtube.com/watch?v=E1vPUdQYOiU&t=15s> (First edition)
- <https://www.youtube.com/watch?v=PRgp3t8GoL8> (Second edition)





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 (serenae.com) and the artwork was given by hobbry.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 *Le Figaro* journalist and former US correspondent **Laure Mandeville**; editor and owner of France-Amérique magazine **Guy Sorman**; journalists **Guillaume Serina**, **Sonia Dridi**, **Philippe Gelie**, **Emma-Kate Symons**; francophone author **Charif Majdalani**; French cartoonist **Anne Simon** interviewed by *Washington Post* **Michael Cavanaugh**; Versailles Potager du Roy's Director **Antoine Jacobsohn**; American authors (and francophiles/francophones) **Susan Suleiman**, **Carol Gilligan**, **Larrie Ferreiro**; historian and archivist **Mitch Yockelson**; museum educator **Charlotte Perret**; Shakespeare Theater dramaturg **Drew Lichtenberg** (for a *Le Select*, a play based on Hemingway's writings and taking place in Paris as well as for Moliere's *Le Misanthrope*, adapted by acclaimed writer David Ives).

The AFDC also launched a 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 15th 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 discovering the benefits of **olive oil**, the new trendy **Rosé wines and French cider**, acclaimed **Cognac** and new fashionable foods like **Chouquette and macarons**.

Finally, for the 3rd Edition of **Fete de la Musique** (held at Dupont Circle), the AFDC raised funds again through a crowd-funding platform. This helped cover some of the technical and security costs that such free event entails.

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
Number of Events	5	9	11
Number of Attendees	129	341	366

- **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 Difé Kako Choreographer/Performer Chantal Loial; Embassy of France – Book Services in NYC; Howard University and many others...

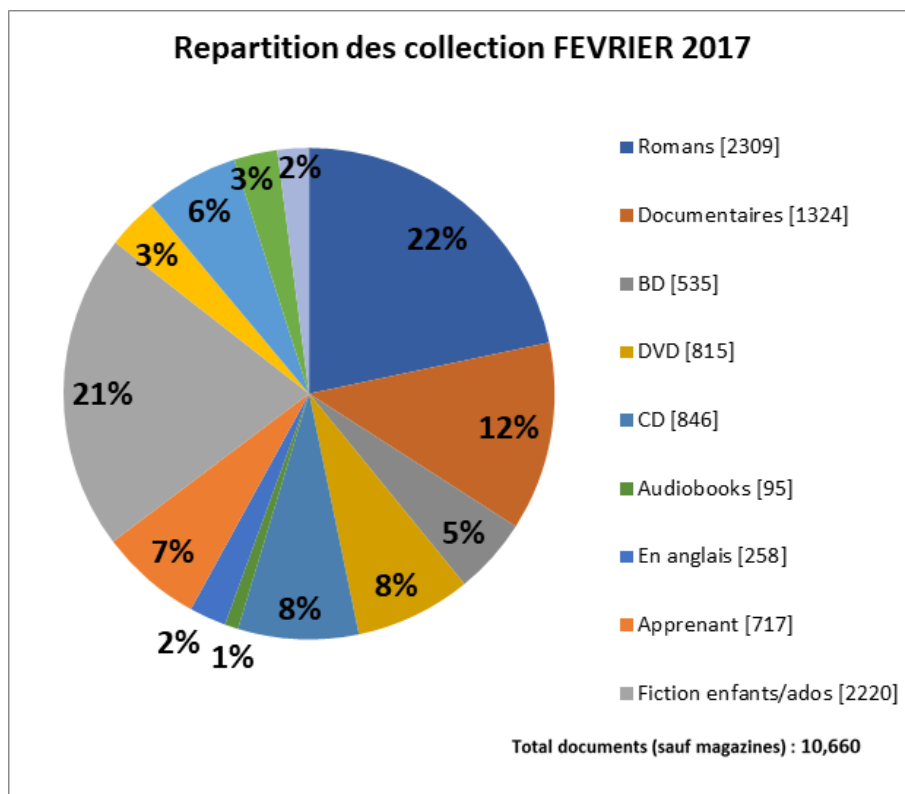


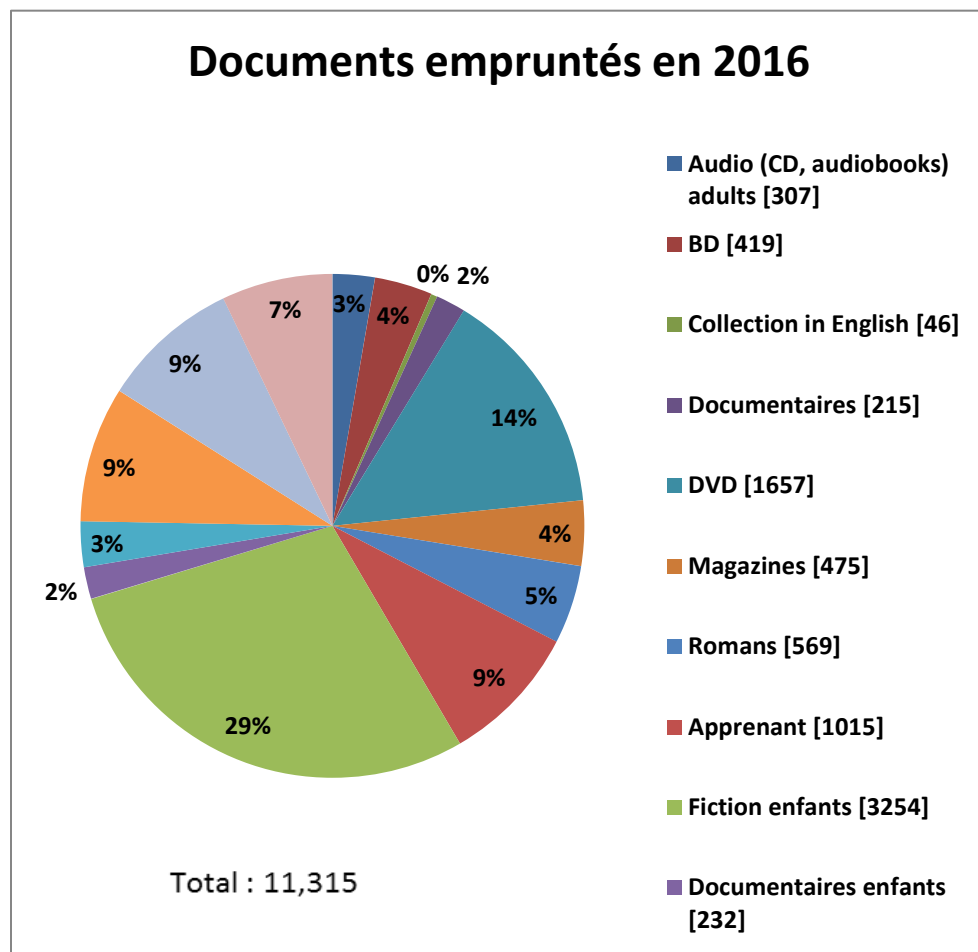
Love French: Médiathèque and Library

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
- **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.
- **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.**



Promote French: Outreach Program

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 FY2014-2015: 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 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

Finally, as 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. It will be the core of our future Outreach Program for the next fiscal year.

Celebrate French: Annual Benefit Dinner

On April 4, 2017, 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 another success. Co-chairs Tracy Bernstein and Joan Carl planned a memorable evening. André Leon Talley, the former editor-at-large of Vogue USA, was the honoree. Entertainment was provided by the Domingo-Cafritz Young Artists who performed French opera arias in the solarium. The dinner was attended by long-time AFDC supporters, influential philanthropists, members of Congress and government, and corporate supporters.

Photo © Bill Simmons.

From left to right: André Leon Talley; co-chairs: Mrs. Bernard Carl and Mrs. Adam Bernstein



Support French: Membership & Development

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.**
- **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.**

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**
- **5 Sévigné supporters**
- **1 Lafayette supporter**

French language teachers and University students from the greater Washington area are able to become member at a discounted rate.

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.

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 2015-2016, AFDC received \$13,788 in contributions to its EYA campaign.

Additional support was received from TV5Monde and FNH USA, LLC.

Staff FY2016-2017

In FY 2016-2017, 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:

Séverine de Lartigue

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

Administrative Assistant:

Guy-Fleury Yedidiah

Cultural Director:

Sandrine Avner

Assistant to Cultural Director:

Lisa Grimes

Librarian:

Kelsey Hammer

Library Interns:

Thomas Hagan

Eleanor Stork

Financial Statement: Balance Sheets

FY2016-2017

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Accrual Basis

Alliance Francaise de Washington, Inc. Balance Sheet As of August 31, 2017

	Aug 31, 17
ASSETS	
Current Assets	
Checking/Savings	
1000 - Bank of Georgetown	
1001 - Bank of Georgetown Checking	155,105.96
Total 1000 - Bank of Georgetown	155,105.96
1003 - Bank of Georgetown - Francophon	26,095.38
1004 - Money Market - Stokes Summer Ca	3,100.57
1008 - Petty Cash Library	150.00
1009 - Petty Cash	148.00
Total Checking/Savings	184,599.91
Accounts Receivable	
1200 - Accounts Receivable	13,635.50
Total Accounts Receivable	13,635.50
Other Current Assets	
1203 - Other Receivable	20.00
1250 - Prepaid Expenses	19,751.72
9940 - - Francophonie Receipts	2,864.01
Total Other Current Assets	22,635.73
Total Current Assets	220,871.14
Fixed Assets	214,770.78
Other Assets	
1600 - PNC Managed Investment Account	
1606 - PNC - Cash Equivalents	15,576.89
1620 - PNC - Fixed Income	447,815.99
1630 - PNC - Equities	268,878.23
Total 1600 - PNC Managed Investment Account	732,271.11
1690 - PNC Opportunistic Fund	17,705.13
Total Other Assets	749,976.24
TOTAL ASSETS	1,185,618.16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 - Accounts Payable	11,752.62
Total Accounts Payable	11,752.62
Credit Cards	
0672 - BOG - Alliance Francaise	8,674.91
Total Credit Cards	8,674.91

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02/07/18
Accrual Basis

Alliance Francaise de Washington, Inc.
Balance Sheet
As of August 31, 2017

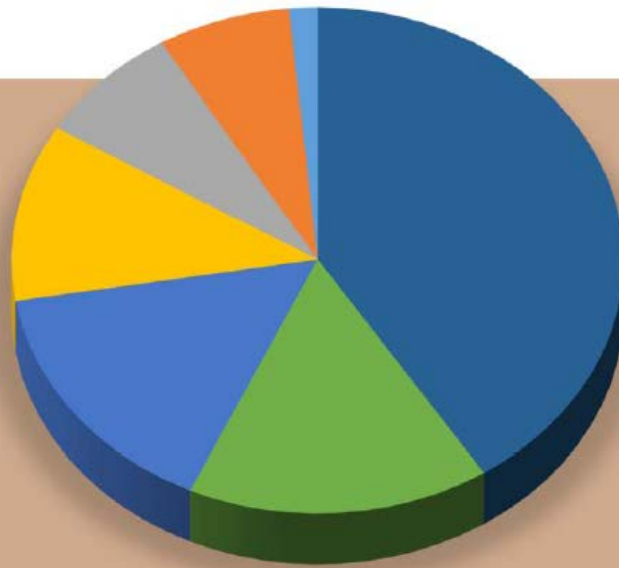
	Aug 31, 17
Other Current Liabilities	231,817.33
Total Current Liabilities	252,244.86
Total Liabilities	252,244.86
Equity	
3900 - Fund Balance	883,197.48
Net Income	50,175.82
Total Equity	933,373.30
TOTAL LIABILITIES & EQUITY	1,185,618.16

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%

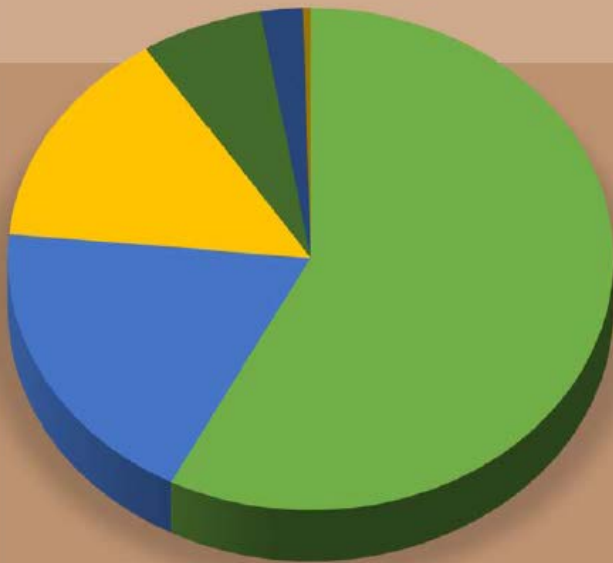
Total Revenue \$1,450,592.34



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	\$3,470.45	0%

Total Expenses \$1,400,416.52



Independent Auditors' Report

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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 December 31, 2017, 2016, and 2015, 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, 2017, 2016, and 2015, 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

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November 30, 2017

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ALLIANCE FRANCAISE DE WASHINGTON, INC.
STATEMENTS OF FINANCIAL POSITION
August 31, 2017, 2016, and 2015

	2017	2016	2015
ASSETS			
CURRENT ASSETS			
Cash	\$ 184,600	\$ 121,904	\$ 147,878
Accounts receivable	13,656	1,625	7,184
Prepaid expenses	19,752	35,703	10,971
Investments	749,976	727,192	648,617
Total current assets	967,984	886,424	814,650
Property and equipment - net	214,771	230,048	284,548
Total assets	\$ 1,182,755	\$ 1,116,472	\$ 1,099,198
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES			
Accounts payable	\$ 20,034	\$ 24,627	\$ 29,418
Accrued expenses	10,100	9,942	3,500
Deferred revenue	184,800	161,394	166,278
Total liabilities	214,934	195,963	199,196
NET ASSETS			
Unrestricted	930,510	892,430	900,002
Temporarily restricted	37,311	28,079	-
Total net assets	967,821	920,509	900,002
Total liabilities and net assets	\$ 1,182,755	\$ 1,116,472	\$ 1,099,198

ALLIANCE FRANCAISE DE WASHINGTON, INC.
STATEMENTS OF ACTIVITIES
Years ended August 31, 2017, 2016, and 2015

	2017	2016	2015
UNRESTRICTED NET ASSETS			
SUPPORT AND REVENUE			
Tuition	\$ 1,017,951	\$ 960,030	\$ 1,056,429
Contributions	107,747	133,852	130,710
Membership dues	91,595	97,996	101,228
Cultural events	65,277	64,533	35,489
Camps and workshops	56,924	51,818	10,583
Library	45,258	37,863	47,089
Investment return	39,081	67,102	(16,659)
Event registration	22,260	18,400	11,400
Other	1,286	6,502	3,024
Total unrestricted support and revenue	1,447,379	1,438,096	1,379,293
EXPENSES			
Program services	999,365	1,017,508	991,457
Management and general	314,969	326,820	316,004
Fundraising/development	97,003	101,340	92,129
Total expenses	1,411,337	1,445,668	1,399,590
Net assets released from restrictions			
Satisfaction of purpose restrictions	2,038	-	-
Change in unrestricted net assets	38,080	(7,572)	(20,297)
TEMPORARILY RESTRICTED NET ASSETS			
Contributions	11,270	28,079	-
Net assets released from restrictions			
Satisfaction of purpose restrictions	(2,038)	-	-
Change in temporarily restricted net assets	9,232	28,079	-
Change in net assets	47,312	20,507	(20,297)
Net assets - beginning of year	920,509	900,002	920,299
Net assets - end of year	\$ 967,821	\$ 920,509	\$ 900,002

ALLIANCE FRANCAISE DE WASHINGTON, INC.
STATEMENTS OF CASH FLOWS
Years ended August 31, 2017, 2016, and 2015

	2017	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$ 47,312	\$ 20,507	\$ (20,297)
Adjustments to reconcile change in net assets to net cash flows from operating activities			
Depreciation	23,133	65,687	71,758
Net realized and unrealized (gains) losses on investments	(21,742)	(42,563)	46,689
(Increase) decrease in assets			
Accounts receivable	(12,031)	5,559	(7,184)
Prepaid expenses	15,951	(24,732)	(10,971)
Increase (decrease) in liabilities			
Accounts payable	(4,593)	(4,791)	(43,108)
Accrued expenses	158	6,442	-
Deferred revenue	23,406	(4,884)	(41,488)
Net cash flows from operating activities	71,594	21,225	(4,601)
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchases of equipment and leasehold improvements	(7,856)	(11,187)	(12,481)
Purchases of and interest retained in investments	(48,370)	(1,736,209)	(347,036)
Proceeds from sales and maturities of investments	47,328	1,700,197	395,755
Net cash flows from investing activities	(8,898)	(47,199)	36,238
Net change in cash	62,696	(25,974)	31,637
Cash - beginning of year	121,904	147,878	116,241
Cash - end of year	\$ 184,600	\$ 121,904	\$ 147,878

FY2016-2017 Contributors

❖ **\$10,001 - \$15,000**

Leonard and Elaine Silverstein Family Fund

❖ **\$5,001 - \$10,000**

FN America, LLC

Tracy and Adam Bernstein

George and Kristen Lund

❖ **\$2,501 - \$5,000**

Sara and Magruder Dent

Elise and Marc Lefkowitz

Kathryn and Christophe Martel (for E.W. Stokes Summer in French Scholarship)

TV5 Monde USA

Amédée Prouvost and Clare Cushman

❖ **\$1,001 - \$2,500**

Anonymous (for E. W. Stokes Summer in French Scholarship)

Robert Alfandre Foundation

Lisa Barry and James Gale

Joan and Bernard Carl

Chanel BTO Tysons

Meg and Christian Clerc

Heidi Debevoise

Jeanne M. Defliese and Captain James D. Huck

Charles and Evelyn DiBona

Dorros Family Trust

Diane Eames

Paul Eckert

Carole Funger
John Van D. and Faith Lewis
Jodie McLean and Pierre de Lucy
Malcolm and Pamela Peabody
Dr. and Mrs. Michael Pillsbury
Mr. and Mrs. Philip Pillsbury, Jr.
Susan Rappaport
Annie Seys
Alan Stone Charitable Family Foundation
Annie Totah
Tracey Weisler (In memoriam of Joyce Dunkerley)
Mei Xu

❖ **\$500 - \$1,000**

Michael Alcenius
Robert and Nancy Barr (In Memoriam of Teacher Nadine Fugier)
Dorothy Bender Foundation
Carole Brauningner
Edith "Bobbie" Brewster
Ellen Boer
Danielle Canfield
Sarah Diligenti
Rosalie Fanale
Cleo Smart Gewirz
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Christie Richart
Christopher Ritzert

Karen Schuiling
Jill Shaffer
Melissa Siegel
Alan and Elizabeth Stewart
Mary Weinmann New Place Fund
Katharine Weymouth
Linda Willard

❖ - \$999

Amazon Smile
Anonymous
Anonymous (in memoriam of Michael McNamara)
Fawzi and Christine Bayan
Kenneth and Nicole Becker
Melvin Belin
Alexander Boyle
Thomas and Valerie Cairns
David Canady
Joseph Cerquone
Roselyne Chang
Candyce Clark
Steven Dimoff
James and Nicole Fary
Franklin Garcia
Jeffrey Gaines
Ellen Goldstein
Dr. Rachel Hartig
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Lafayette 89 – Hosp.
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Barry Rock
Chantal Rousselin
Brinton Rowdybush
Rebecca Shuford
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Paul Thanos
Peter Vankevich
Christie and Jeff Weiss

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Executive Director: Sarah DILIGENTI, director@francedc.org

Alliance Française de Washington, INC., a.k.a. Alliance Française of Washington, DC, is a 501 (c) 3 non-governmental non-profit.

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