

Updated Snapshot: Guatemala (GUA)

Statement

2016 was the year of growth in our sending numbers. The 40% growth is the result of the fulfillment of the action plan approved by the Board in 2014, when a leadership transition was made.

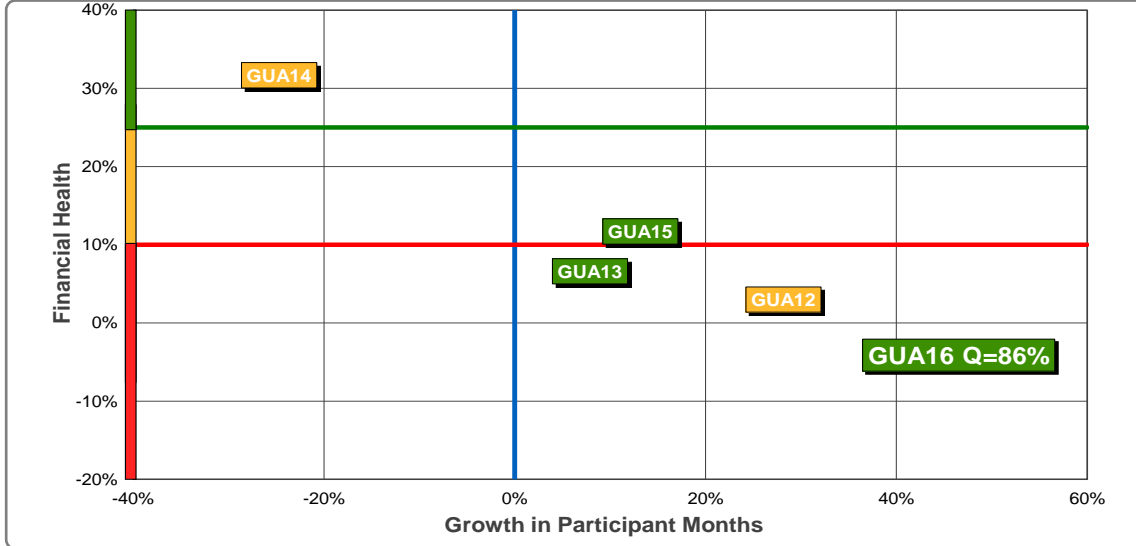
The results of the growth are not yet reflected in the organization's finances; in 2014 there was a change in reporting in order to comply with new national regulations and therefore we were aware that it would take 3 years for our Financial Statements to come to actual terms. We are confident that with the support of Partners and the local actions taken 2017 will be an even better year!

Partner Organizations 2016

ARG	AUS	AUT	BFL	BFR	BIH	BOL	BRA	CAN	CHI
CHN	COL	CRC	CRO	CZE	DEN	DOM	ECU	EGY	ESP
FIN	FRA	GER	GHA	GUA	HKG	HON	HUN	INA	IND
ISL	ITA	JPN	KEN	KOR	LAT	MAS	MEX	NED	NOR
NZL	PAN	PAR	PER	PHI	POL	POR	RSA	RUS	SLO
SRB	SUI	SVK	SWE	THA	TUN	TUR	USA	VEN	

■ Sending to: 15
 ■ Hosting from: 4

3D Health Indicators 2012-2016



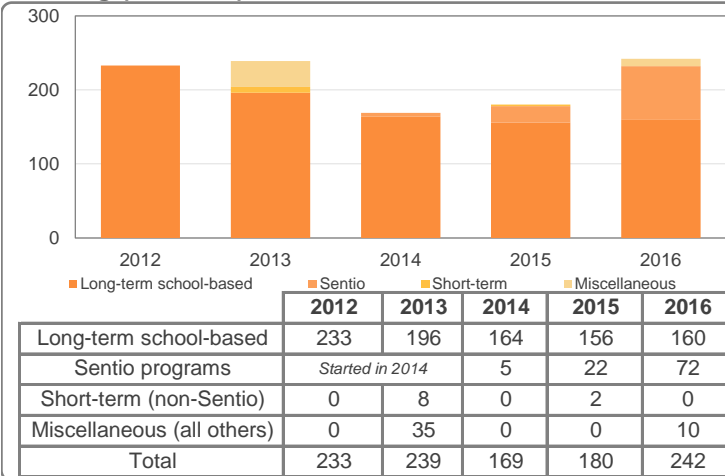
KPIs

Yr	Growth	Finances	Quality
16	+36%	-4%	86%
15	+8%	12%	85%
14	-30%	32%	74%
13	+3%	7%	87%
12	+23%	3%	79%

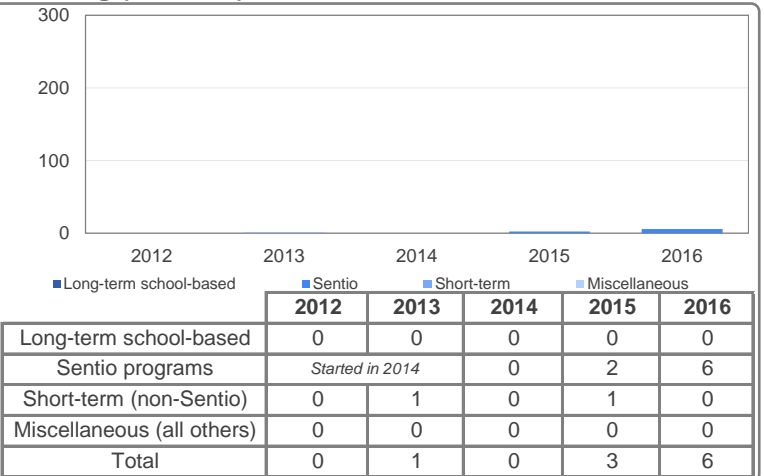
NPPR Status

Yr	Phase
16	Phase II
15	No phase
14	Phase I
13	Phase I
12	Phase III

Sending (Pax Mos) 2012-2016



Hosting (Pax Mos) 2012-2016



Quality Assessment 2014-2016

Quality	Hosting CSE				Sending CSE				PSE	Overall Eval Score	Bonus/ Penalty	Final Quality Score
	host fam	school	other stu	other nat fam	stu	nat fams	other host fams	other schools				
2016 Network Total	78%	85%	94%	92%	94%	92%	78%	85%	92%	88%	-1%	87%
2016 (CSE16, PSE16-15)					95%	86%	58%	90%	100%	86%	0	86%
2015 (CSE15, PSE15-14)					88%	82%	69%		100%	85%	0	85%
2014 (CSE14, PSE14-13)					81%	82%	71%		63%	74%	0	74%

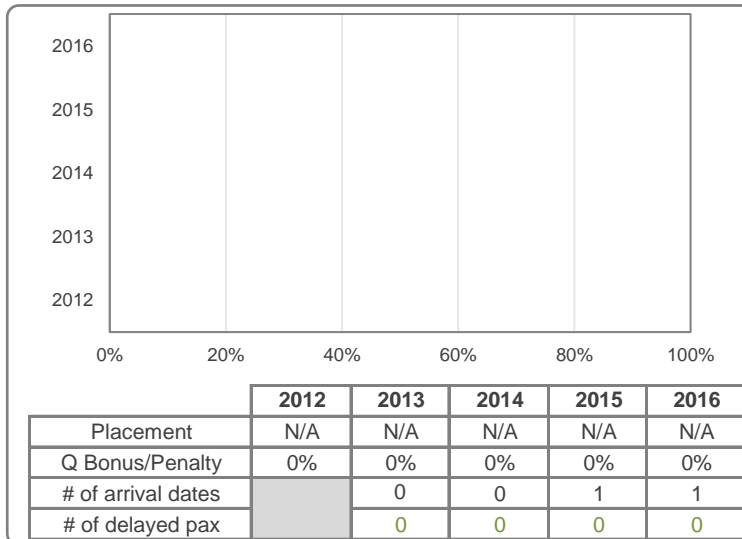
Key Financial Numbers in Effective USD 2013-2015

Finances	Annual Turnover	% of total	Total Expenses	% of total	Net Results	% of unr. net assets	Current Assets	% of expenses	Unr. Net Assets	% of expenses
2015 Network Total	183,453,070	100%	178,003,152	100%	5,449,918	8%	116,051,027	65%	70,545,137	40%
2015	196,534	0%	216,867	0%	-20,333	***	16,224	7%	-8,921	-4%
2014	173,225	0%	245,422	0%	-72,197	***	79,983	33%	28,719	12%
2013	268,868	0%	259,619	0%	9,249	11%	194,917	75%	82,233	32%

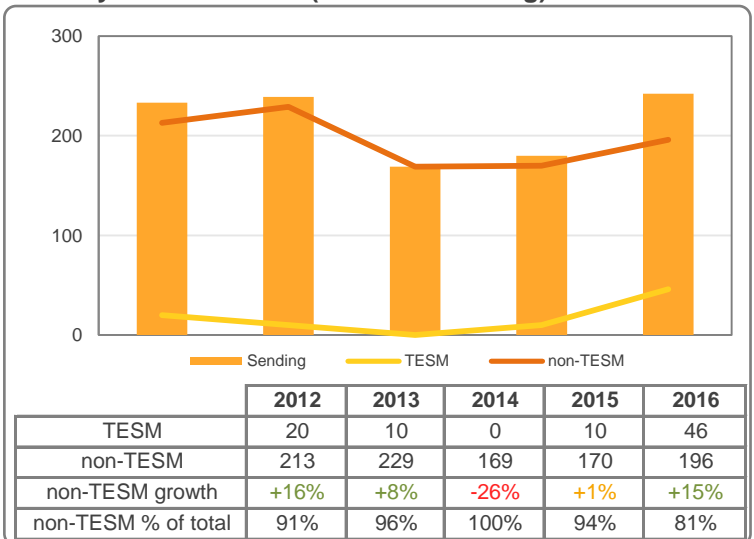
***Unrestricted Net Assets is meaningless because these are negative

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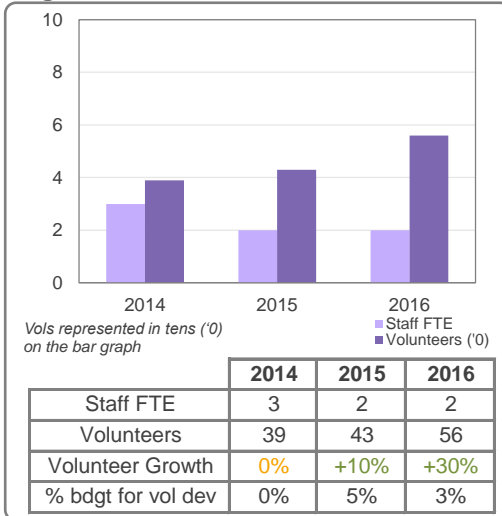
On-time Placement Performance



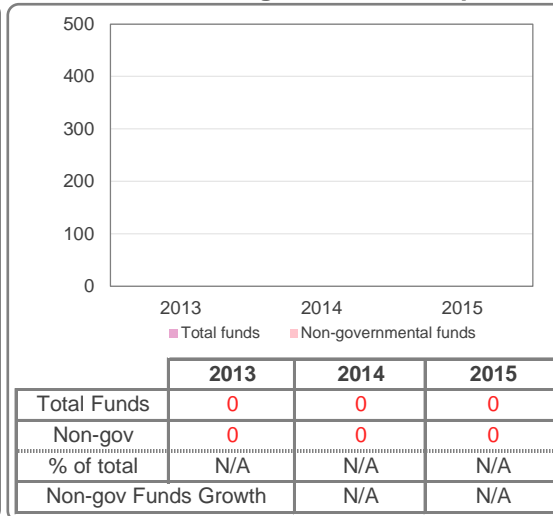
Country Diversification (Pax Mos Sending)



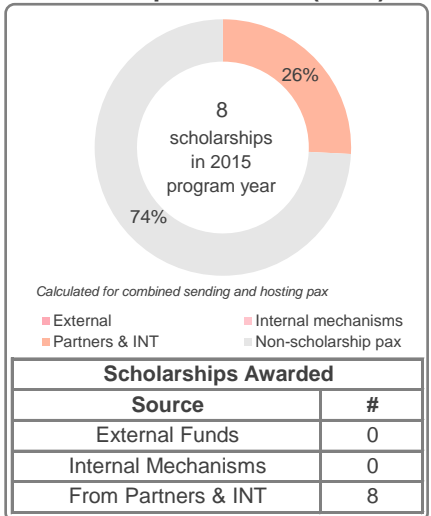
Organizational Structure



External Fundraising for Scholarships



Scholarships Awarded (2015)



Education and ICL

Learning Program Participants (started and completed)			
Level	W	1 - 3	QT
Staff & Vols	41	1	0
% of Total	70.7%	1.7%	0.0%

W = What Every AFSer Should Know About Intercultural Learning.
1 - 3 = LP levels 1, 2, and 3; QT = Qualified Trainers

Orientations								
	PD	A	PA	MS	PR	EOS	PoR	Other
Pax	●						●	
Host Fams								
Nat Fams	●						●	
Sch/CPOs								
Attendance:	0% (blank)	1-25% ●	26-50% ●	51-75% ●	76-100% ●			

PD = pre-departure, A = arrival, PA = post-arrival, MS = mid-stay, PR = pre-return, EOS = end-of-stay, PoR = post-return, Oth = other

AFS Market Share and Competitor Landscape

Estimated Market Share (Latest Year Available)		
Outbound	Inbound non-fee paying	Inbound fee & non-fee
4.5%	N/A	N/A

Non-fee paying = not paying tuition and hosted in volunteer host families;
Fee paying = paying tuition and often hosted in paid host families

Competitors	
Sending (sc programs)	Hosting (sc programs)
Faces and Culture	-
Sending (18+ programs)	Hosting (18+ programs)
AIIESEC, EF	-

Educational System and Accreditation

Educational Designation & Credit Agreement	
■	Designated as an Educational Entity
■	(Full) Credit Agreement
■	(Partial) Credit Agreement

Ties to the World around AFS

International Exposure and Collaboration with Others	
■	Joint project/new affiliation
■	External forum or event

Market Environment

Market Trends and Forecasts
Intensive Programs (4-8 weeks) in English Speaking Destinations (USA) during the fall are popular and in high demand.