

PROJECTS AND SPONSORS

In fiscal 1997 IIE provided a variety of services for the projects and sponsors listed below.

Educational Exchange, Training, and Technical Assistance Programs

AGRICULTURE/NATURAL RESOURCE MANAGEMENT

Bangladesh Agricultural Institute
Ford Foundation

Bangladesh Agricultural University
Ford Foundation

Centre for Natural Resources/Bangladesh
Ford Foundation

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Halco Scholarship/Guinea
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National Farming Systems/Bangladesh
Ford Foundation

Pakistan Agricultural Research Project
The World Bank

ARTS

Cintas Fellowships
Cintas Foundation

Crossings
U.S. Mexico Fund for Culture

Fund for U.S. Artists at International Festivals and Exhibitions
National Endowment for the Arts; The Pew Charitable Trusts; The Rockefeller Foundation; USA

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International Presenters Forum
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Lusk Memorial Fellowship
Charles D. Lusk and Marie Koupal Lusk Trust

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Studio Art Centers International
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Lila Wallace-Reader's Digest Artists at Giverny Program
Lila Wallace Readers Digest Fund

Webber Douglas Academy of Dramatic Art/United Kingdom
Webber Douglas Academy of Dramatic Art

BUSINESS, TRADE AND ECONOMICS

Chiles Foundation Fellowships
Chiles Foundation

East German Young Leaders Project: Economic Development
Friendship in Freedom; USA

Enforcement of Intellectual Property Rights in China
USA

Ford Foundation Postdoctoral Research Fellowship Program in Economics
Ford Foundation

Free Market Development Advisers Program
USAID

Fulbright CII Fellows for Leadership Fellowships in Management Program
Confederation of Indian Industries

Iochepe Scholarship
Fundación Iochepe

Japan-IMF Scholarship Program for Advanced Studies
International Monetary Fund

Korean Ministry of Government Officials
Republic of Korea, Ministry of Government Administration

Leadership Development Program
USAID

Macro Economic Policy Analysis Program
USAID

Mandela Economics Scholars Program
USAID

Pennzoil Caspian Development Scholarship Program
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University of Chittagong/Ford Foundation
Ford Foundation

COMMUNICATIONS

Indonesia National Library Study Tour
Ford Foundation

Information Center
Booth Ferris Foundation

Korea Press Center Journalist Training
Korea Press Center

North American Journalist Exchange
The Freedom Forum

Samsung Press Foundation Fellowship Program
Samsung Press Foundation

South Africa Radio Station Managers
Open Society Foundation — South Africa; USA

DEMOCRATIC DEVELOPMENT

Central and Eastern European Law Initiative (CEELI)
USAID

Community Connections
USA

Governance/India
Ford Foundation

U.S. Election Administration Study Tour
International Foundation for Election Systems; USAID

G. Unger Vetlesen Norwegian Fellowship
G. Unger Vetlesen Foundation

EDUCATION

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California Culinary Academy

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Chilean Ministry of Education

Dallas International School Teacher Exchange
Dallas International School

IIE/Southern Student Loan Fund
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IIE/United Negro College Fund Program
Ford Foundation

IIE/West Coast Undergraduate Scholarship Program for Asia Pacific Study
Raymond Luce (in memory of his sister, Erma Luce Zachrisson)

Italian Medical Schools
Government of Italy

JUSEC-FMF Teacher Program
Government of Japan; Japan-U.S. Educational Commission

Program for EFL Educators from Taiwan
Foundation for Scholarly Exchange/Taiwan; Ministry of Education/Taiwan

Scholar Exchange Program/United Kingdom
Education Development Center, Inc.

Archbishop Desmond Tutu Scholars
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U.S. — South Africa University Linkages Program
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HEALTH

BIRPERHT: Strengthening Capacity for Women
Ford Foundation

International Health Policy Program
The Carnegie Corporation of New York; The Pew Charitable Trusts; The World Bank

Malaysian Minister of Health Orientation Visit
U.S. Trade and Development Agency

Uzbekistan Health Sector Orientation Visit
U.S. Trade and Development Agency

INTERNATIONAL RELATIONS

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Ford Foundation

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Houston Junior Chamber of Commerce Internship for International Affairs
Houston Junior Chamber of Commerce Foundation

India/Bangladesh Dialogue
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Proshika Policy Ford Foundation

South Asian Regional Dialogue
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University of Nairobi/Institute for Development Studies
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LANGUAGE

Colombian Professionals Program
Fundacion para el Futuro de Colombia

Foreign Language Teaching Assistant Program
USA; NACEL-Bunsai Intercultural Educational Exchange; The German Marshall Fund of the United States

French Government Teaching Assistantships in English
Government of France

IBEU/IIE Short-term Training Program in Law and Medical English
Instituto Brasil-Estados Unidos (IBEU)

Korean Teaching Assistantships in English
Ministry of Education/Korea

Paedagogischer Austauschdienst Teaching Assistantships
Paedagogischer Austauschdienst/Germany

Scuola Leonardo da Vinci/Italy
Scuola Leonardo da Vinci

Summer Study in Indonesia
Indonesian Ministry of Education; U.S. Indonesia Society

MULTI-DISCIPLINARY

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Fundacion Pedro Barrie de la Maza

Marie Bruesselbach Memorial Scholarships
Marie Bruesselbach Memorial Trust

Burma Refugee Scholarship Program
USA

Career Development Fellowship Program (CDFP/South Africa)
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Vidya K. Deshpande Scholarship Fund
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Deutscher Akademischer Austauschdienst Grants
Deutscher Akademischer Austauschdienst

Dutch Undergraduate Program
Netherlands American Commission for Cultural Exchange

Egypt Development Training II
USAID

Eisenhower Exchange Fellowships
Eisenhower Exchange Fellowships, Inc.

Encyclopaedia Britannica Scholarship Program
DeSa InterAmerican Foundation

Finnish Undergraduate Program
Finland-US Educational Exchange Commission

Ford Foundation Scholarship Program/Indonesia
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Fulbright Preacademic Program
USIA

Fulbright Scholar Programs
USIA and 130 governments

Fulbright Student Programs
USIA and 130 governments

General Electric Scholarships: Korea/Malaysia/Mexico/Thailand
GE Fund

Germanistic Society of America/Quadrille Fellowships
Germanistic Society of America

Global Training for Development: India/Indonesia/Namibia/Philippines/South Africa
USAID

Kenneth Holland Regional Office Awards
Kenneth Holland Fund; Mary Holland; Estate of Susan Sawyer Holland

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Richard Horovitz Fund

Houston Junior Chamber of Commerce Grants-in-Aid
Houston Junior Chamber of Commerce Foundation

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IIE/Southern International Visitor Program
USIA; Private and corporate donors

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USIA; Private and corporate donors

International Visitor Program
USIA

JIAM-U.S. Study Tour
Japan Intercultural Academy of Municipalities

Japan Local Autonomy College U.S. Study Tour
Japan Ministry of Home Affairs Local Autonomy College

Junior Faculty Development Program
USIA

Latin American Airways Travel Grant Program
American Airlines; United Airlines

Leonora Lindsley Endowment Program
Leonora Lindsley Endowment

Monica Mourier de Archibald Memorial Fellowship/Argentina
Archibald Memorial Fund

Edmund S. Muskie Fellowship Program
USIA

National Security Education Program (NSEP)
U.S. Department of Defense

Netherlands-America Foundation Grants
Netherlands-America Foundation

North American Regional Academic Mobility Program (RAMP)
GE Fund; U.S. Department of Education

Okinawa Fellowships
Okinawa Government Human Resource Development Foundation

Nancy Petry Scholarship
Professional Development Fellowships Program
U.S. Department of State

Quadrille Ball Scholarship Program/Germany
Quadrille Ball Committee of the Germanistic Society of America

Frieda Bertha Tanner Ratner Scholarships
Ratner Trust Fund

Santa Fe Pacific Gold Scholarships
Santa Fe Pacific Gold Corporation

William and Tona Shepherd Fellowships
William and Tona Shepherd Fund

South African Education Program
USAID; U.S. corporations and foundations

Study America
Harry D. Triantafillu Scholarship
Harry D. Triantafillu

U.S./France Exchange
Marillonet Fund

U.S./Switzerland Exchange
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UNESCO Long-Term Fellowship Programs: Africa/Asia
USIA; UNESCO

UNESCO Short-Term Fellowship Programs: Africa/Arab States/Asia/Europe/Latin America-Caribbean
USIA; UNESCO

Undergraduate Scholarship Program/ Latin America
Centro Boliviana Americano; Centro Cultural Costarricense-Norteamericano; Commission for Exchange between the US and Peru; Instituto Brasil-Estados Unidos; Instituto Chileno Norteamericano de Cultura

Michael Vinciguerra Scholarships
Michael Vinciguerra Fund

Voluntary Visitor Program
USIA

Watumull Scholarship Program
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Louise T. Woods Memorial Scholarships
Louise Woods Memorial Scholarship Fund

World Bank Education/Technology Learning Network
The World Bank

World Bank Professional Development Program
The World Bank

NGO DEVELOPMENT

Asia Pacific WINGS (Women in the Nongovernmental Sector)
Levi Strauss Foundation, KK; The Freeman Foundation; The Japan Foundation Center for Global Partnership

International Human Rights Internship Program
Danida; European Human Rights Foundation; Ford Foundation; The John D. and Catherine T. MacArthur Foundation; The John Merck Fund; Joyce Mertz-Gilmore Foundation; The Swedish NGO Foundation for Human Rights

Elisabeth Luce Moore Leadership Program for Chinese Women
The Henry Luce Foundation, Inc.

Nonprofit Management in West Africa
Ford Foundation

SCIENCE & TECHNOLOGY/ENVIRONMENT

Africa and Middle East Solid Waste Orientation Visit
U.S. Trade and Development Agency

Armenia/NIS Energy Training Development Project
USAID

Asia Sustainable Energy Initiatives (ASEI): India/Indonesia/Philippines
USAID

Bangladesh Water Development
Ford Foundation

Brazil-U.S. Energy Training Program
USAID

Chung Shan Institute of Science and Technology/Taiwan
Chung Shan Institute of Science and Technology

Energy Training Program
USAID

Environmental Initiatives for America: CONCAUSA
USAID

Environmental Initiatives for America: OLADE
USAID

Field Support: India/Indonesia
USAID

Flood Control Technology and Equipment in Thailand Orientation Visit
U.S. Trade and Development Agency

Fulbright/CONACYT/IIIE Scholarship Program
Consejo Nacional de Ciencia y Tecnologia; U.S. Mexico Commission for Educational and Cultural Exchange/USIA

Ghana Energy Training Program
USAID

Global Engineering Education Exchange
AT&T Foundation; The National Science Foundation; U.S. Department of Education; U.S. universities

India Energy Training Program
USAID

India: Solid & Liquid Waste-to-Energy
United Nations Development Programme

Indonesian Public and Private Sector Clean Technology
U.S. Trade and Development Agency

Intercultural Management Services Corporations
Mexico-U.S. Energy Training Partnership
USAID

Mongolia Power Sector Regulation
USAID

Turkish Environmental Officials Orientation Visit
U.S. Trade and Development Agency

U.S.-Asia Environmental Partnership (USAEP) Environmental Exchange Program
USAID

Ukraine/NIS Energy Training Development Project
USAID

SOCIAL SCIENCE

East German Young Leaders: Dealing with Problems of Young People
Friendship in Freedom; USIA

Hoch Scholarship Program
Frank and Lisina Hoch

Li Foundation Scholarships in Sociology
The Li Foundation

Patel Bequest
Estate of Dr. M.S. Patel

Regional Program of Graduate Fellowships in the Social Sciences
Ford Foundation; The John D. and Catherine T. MacArthur Foundation; The William and Flora Hewlett Foundation

Stanford University - New Democracy Fellowship Program
Stanford University

Educational Services

ADVISING

East-West Center Representation in Hong Kong, Thailand, Indonesia
East West Center/Honolulu

Educational Advising Center—Citibank
Citibank, N.S. Bangkok

Educational Advising: Hong Kong/Mexico, and Regional Advising Consultancies: NIS/Mexico/Central America/Caribbean
USIA

U.S.-Indochina Educational Exchange Enhancement Program
The Henry Luce Foundation, Inc.

University Fairs: Hong Kong/Bangkok/Jakarta/Tokyo/Osaka/Madras
AT&T Foundation; Bank of America; Northwest Airlines; Siam Commercial Bank U.S. universities; Western Union; and other corporations

PUBLICATIONS

Academic Year Abroad 1997/98

An International Guide to Chicago
Kaplan Educational Centers

An International Guide to Kansas City
Sprint

ECE Information Exchange
The Andrew W. Mellon Foundation; The Pew Charitable Trusts

English Language and Orientation Programs in the United States

Listening to the Stakeholders: U.S. Philanthropy in Southern Africa
The Aspen Institute; The Rockefeller Foundation

Open Doors 1996/97: Report on International Educational Exchange
USIA

Ripple in Still Water
Ford Foundation

Towards Transnational Competence
United States-Japan Foundation

Vacation Study Abroad 1997/98

TESTING

Computer-Based Testing: Mexico/Indonesia
Sylvan Prometric

Consultancy on Educational Testing: East Central Europe/Southeast Asia/Latin America
Educational Testing Service

Indonesian Capital Market Competency Examinations
The Committee for Capital Market Professional Standards

Institutional TOEFL: East Central Europe/Mexico/Russia/Southeast Asia
Educational Testing Service

Secondary School Admissions Test:
Hong Kong
SSATB

Test of English as a Foreign Language (TOEFL): Indonesia/Mexico/Thailand/Vietnam
Educational Testing Service

Test of English in International Communication (TOEIC): Hong Kong/Indonesia
Chauncey Group

Conferences

Civitas—International Civic Education: Atlanta/Minneapolis/New York/San Francisco/Washington, DC
USIA

Educational Leadership Program: Budapest
Christian A. Johnson Endeavor Foundation

Fulbright Seminars: Chicago/Denver/San Francisco/Washington, DC
USIA

Humphrey Fellowship Alumni Conference: Istanbul
USIA; Turkish HHH Alumni Association; local sponsors

Humphrey Fellowship Workshops: Atlanta/Washington, DC
USIA; GE Fund; Emory University; International Monetary Fund; The World Bank

INROADS/Asia: Los Angeles
Ford Foundation; Asian Cultural Council

Legal Aspects of Broadcast Journalism Conference: Mexico City
Robert McCormick Tribune Foundation

Corporate and Institutional Services

CHILDREN OF EMPLOYEE PROGRAMS

The Chubb Foundation (Chubb & Son, Inc)
Dow Jones Foundation International Scholarship Program

FMC

IBM China/Hong Kong Corporation

Levi Strauss Foundation International Scholarship Program

Morgan Stanley International Scholarship Program

Raychem Corporation Paul M. Cook International Scholarship Program

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INTERNATIONAL PURCHASING

American University in Cairo; Center for Advanced Social Science; Centro International de Agricultura Tropical; Education Development Projects Implementing Task Force; Evangelical Lutheran Church in Tanzania; Ford Foundation/New York; GLOBAL 2000; IMO Self Help Organization; International Council for Research in Agroforestry; International Board for Soil Research & Management; International Fertilizer Development Center; International Institute of Tropical Agriculture; International Livestock Research Institute; International Maize & Wheat Improvement Center; International Potato Center — Peru; J.A.A.R.S., Inc.; Missionary Auto Truck Service; North American Baptist Conference; PRAAP/IRED; PACT — Private Agencies Collaborating Together; Sasakawa Africa Association; Smithsonian Institute; Techno-Serve; The John D. & Catherine T. MacArthur Foundation; The Rockefeller Foundation; United Bible Societies; Wageningen Agricultural University; West Africa Rice Development Association; Wildlife Conservation Society; World TeamUSA

RECRUITMENT TOOLS

Locator Reports
U.S. corporations

Returning to... Series includes Hong Kong/Indonesia/Russia/Venezuela
Local American Chambers of Commerce; Associations; Corporations

GIVING TO IIE

For more than 75 years IIE has developed and administered exchange and training programs and provided educational services and other assistance. From helping international scholars displaced by war to building U.S. expertise in the global marketplace, IIE works to meet changing world needs. IIE is most grateful for the generosity of foundation, corporate, and individual supporters, without whom this work would not be possible. We thank all those listed below who have supported IIE's special initiatives, contributed to IIE's Capital Campaign, made unrestricted charitable donations, or participated in fundraising events.

Special Initiatives

These are programs IIE initiated, expanded, or administered to meet timely objectives with the support of individuals, foundations, corporations, and governments.

ARTS INTERNATIONAL

Inroads

Ford Foundation
Fund for US Artists at International Festivals and Exhibitions
National Endowment for the Arts
The Pew Charitable Trusts
The Rockefeller Foundation
USIA

International Presenters Forum

The Pew Charitable Trusts

Lila Wallace-Reader's Digest Artists at Giverny Program

Lila Wallace Readers Digest Fund

Other Initiatives

Asian Cultural Council
The Cintas Foundation, Inc.
Philip Morris Companies, Inc.
The Trust for Mutual Understanding
U.S.-Mexico Fund for Culture

SOUTH AFRICAN PROGRAMS

Career Development Fellowship Program (CDFP/South Africa)

Anonymous

Macro Economics Policy Analysis Program

USAID

Mandela Economics Scholars Program

USAID

South Africa Radio Station Managers

Open Society Foundation — South Africa
USIA

South African Education Program

USAID
U.S. corporations and foundations

Archbishop Desmond Tutu Scholars

USAID

U.S. - South Africa University Linkages Program

Anonymous

OTHER INITIATIVES

Asia Pacific WINGS (Women in the Nongovernmental Sector)

The Freeman Foundation
The Japan Foundation Center for Global Partnership
Levi Strauss Foundation, KK

Global Engineering Education Exchange

AT&T Foundation
The National Science Foundation
U.S. Department of Education
U.S. universities

Kenneth Holland Regional Office Awards

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IIE/United Negro College Fund Program

Ford Foundation

Increasing Women's Participation in International Scholarship

Ford Foundation

International Human Rights Internship Program

Danida
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The John Merck Fund

Joyce Mertz-Gilmore Foundation

The Swedish NGO Foundation for Human Rights

Elisabeth Luce Moore Leadership Program for Chinese Women

The Henry Luce Foundation, Inc.

North American Regional Academic Mobility Program (RAMP)

GE Fund
U.S. Department of Education

North American Journalist Exchange

The Freedom Forum

Capital Campaign

IIE is currently in the final phase of a capital campaign, chaired by IIE Trustees Thomas S. Johnson and Henrik N. Vanderlip, to match a remarkable \$5 million challenge grant made by the Ford Foundation in recognition of IIE's more than 75 years of services to international education. The \$10 million capital fund thus created will enable IIE to respond swiftly and effectively to new opportunities created by rapidly changing world events. We are particularly grateful to our lead donors, The Marion O. and Maxmillian E. Hoffman Foundation, Inc., the Henry & Elaine Kaufman Foundation, and The Starr Foundation for their generous gifts of \$1 million each to spearhead this initiative.

IIE would like to thank all of our friends and donors who have helped us in our efforts to date to meet the Ford Foundation challenge. The Capital Campaign pledges and contributions listed below were received as of February 1, 1998.

\$1 MILLION +

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\$100,000 — \$500,000

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In addition to the Capital Campaign contributors listed at left, IIE is grateful for the valuable support provided by the individuals and organizations listed here. Unrestricted contributions to IIE provide the funds that allow us to meet critical international education needs.

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"NEW YORK & THE WORLD: A CELEBRATION"

The 1997 Benefit Dinner was held on December 3 at The Plaza. IIE honored four distinguished New Yorkers — The Honorable Cyrus R. Vance, Richard S. Fuld, Jr., Andrew Heiskell and Maurice R. Greenberg — who represent aspects of the City that are critical to its dynamic global role. Master of Ceremonies Letitia Baldrige also presented the Distinguished Fulbright Alumna Award to Smith College President Dr. Ruth J. Simmons for her outstanding contributions to higher education.

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1997 IIE/MIDWEST ANNUAL BENEFIT DINNER

IIE/Midwest Benefit Dinner featured Peter G. Peterson, Chairman, The Blackstone Group on May 13, 1997 at the Four Seasons Hotel.

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1997 "A SALUTE TO AUSTRIA: AN EVENING WITH THE AMBASSADOR"

This year's IIE/Rocky Mountain benefit on August 27, 1997 featured the country of Austria and honored Swanee Hunt, the U.S. Ambassador to Austria.

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1997 "FESTIVAL OF NATIONS" CELEBRATION

IIE/Southern honored India: 'Democracy on the Move' with a gala on September 13, 1997.

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*On March 4, 1997, IIE/Southern
hosted its 44th Annual
Luncheon. Mr. Dick Cheney,
President and CEO of
Halliburton Company, addressed
over 600 guests at the Westin
Galleria, Houston.*

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1997 ANNUAL BENEFIT DINNER

*IIE/West Coast honored Sam
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the IIE Distinguished Service
Award at a dinner held in San
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Bank on September 16, 1997.*

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Franklin College Switzerland

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American Intercontinental University
Richmond College

International Associates

AUSTRALIA

IDP Education Australia
University of New South Wales

BELGIUM

Academic Cooperation Association

CANADA

Alberta Teachers' Association
Association of Universities and Colleges of Canada
Canadian Bureau for International Education
Malaspina University-College

CHINA/HONG KONG

Chinese University of Hong Kong
South China Institute

COLOMBIA

ICETEX

FRANCE

International Association of Universities

GERMANY

Deutscher Akademischer Austauschdienst
Institut für Internationale Bildung, Berlin

ISRAEL

Hebrew University of Jerusalem

ITALY

Istituto per l'Arte e il Restauro
Studio Art Centers International

JAPAN

Bunkyo University Academic Inc
Doshisha University
Kansai Gaidai University
Keio University
Minnesota State University, Akita
Obirin University
Ryukoku University
Tamagawa University
Toyo Eiwa Women's University
University of Aizu
Waseda University

MEXICO

Instituto Tecnológico y de Estudios Superiores de Monterrey
Universidad Autónoma de Guadalajara
Universidad Autónoma de Nuevo León
Universidad Iberoamericana
Universidad La Salle
Universidad Popular Autónoma del Estado de Puebla

NETHERLANDS

European Association for International Education
Leiden University
Netherlands Universities
Foundation for International Cooperation

NEW ZEALAND

New Zealand Education International

ROMANIA

European Centre for Higher Education

SPAIN

Universidad de Navarra

UNITED KINGDOM

Association of Commonwealth Universities
Central Bureau
Middlesex University
Roehampton Institute London
UKCOSA: The Council for International Education
University of Westminster

UNITED STATES

DISTRICT OF COLUMBIA

Alliance for International Educational and Cultural Exchange
American Association of Collegiate Registrars and Admissions Officers
American Council on Education
College Board
Council of Graduate Schools
Fulbright Association
NAFSA: Association of International Educators
Partners for International Education and Training

ILLINOIS

Institute for American Universities
Institute of European Studies
Rotary Foundation

MARYLAND

Association for International Practical Training

MISSOURI

American Assembly of Collegiate Schools of Business

NEW YORK

Council on International Educational Exchange

ABOUT THE IIE FINANCIAL STATEMENTS . . .

The following describes the work of IIE in each functional area appearing in the audited financial statement.

PROGRAM SERVICES: SPONSORED PROGRAMS

International Exchange of Persons

IIE brings foreign nationals to the United States for academic study and/or practical training and arranges for U.S. nationals to study, provide technical assistance, conduct research, teach, or serve as teaching assistants and business advisers abroad. IIE also arranges training in third countries and gives courses and seminars in participants' home countries.

For foreign students and professionals, IIE services include technical assistance to sponsors in assessing training needs, identifying or developing appropriate training programs, selecting participants, and arranging for their admission to training programs. Training sources include academic degree and non-degree programs, mid-career and other specialized short courses, internships, orientation visits, study tours, and professional affiliations. IIE disburses sponsor funds; acts as participants' visa sponsor; monitors their progress; provides English-language training when necessary; arranges professional and social enrichment activities; and maintains liaison with the training providers.

For U.S. scholars, students, and young professionals, IIE administers international study and professional-development programs for a variety of public and private sponsors, including USIA, USAID, the U.S. Department of State, the U.S. Trade and Development Agency (USTDA), foreign governments, nongovernmental organizations, and educational and cultural institutions. IIE conducts the nationwide competition for the USIA Fulbright grants for U.S. scholars and graduate students, conducts auditions for grants in the performing arts, and administers grants to students and scholars going to countries without Fulbright Commissions.

Scientific Cooperation Activities

IIE provides international purchasing services to a number of international agricultural and other research institutes as well as to developing-country universities and nongovernmental organizations.

Short-Term International Visitors

IIE arranges U.S. visits for foreign leaders and specialists, from both the public and private sectors, singly and in groups. Sponsors include the U.S. Information Agency Office of International Visitors, USAID's U.S.-Asia Environmental Partnership, the U.S. Trade and Development Agency, foreign governments, and a wide range of private institutions. Each visit focuses on a specific theme, such as environmental protection, U.S. higher education, the U.S. legal system, or U.S. technological cooperation. IIE arranges meetings with U.S. leaders and professionals, visits to cultural institutions, and home hospitality to provide a broad view of American life.

Assistance to Colleges and Universities

IIE offices in Bangkok, Budapest, Hanoi, Hong Kong, Mexico City, and Moscow (and, through the International Education Foundation, in Jakarta) administer and/or provide support services for the administration of tests of English-language competence and other standardized U.S. university admissions tests. The Educational Testing Service (ETS) and Sylvan Prometric provide support for various testing activities in these offices. The Test of English in International Communication (TOEIC) is made available to corporations and government agencies in Indonesia, in cooperation with IEF and the Chauncey Group.

INSTITUTE EDUCATIONAL AND ARTS SERVICES

Publications, Census, Counseling, Library, and Reference Services

IIE conducts research and publishes findings relevant to all aspects of international education. IIE's annual census of international student flows between the United States and other countries is the basis of an annual publication, *Open Doors*. IIE researches and publishes comprehensive directories of study-abroad programs and provides information and advice on international study in its New York, regional, and overseas offices. IIE also provides specialized international education information services in New York and maintains ties with almost 700 academic institutions worldwide through its Educational and International Associates programs.

OVERSEAS AND REGIONAL OFFICE ACTIVITIES

IIE offices in Bangkok, Budapest, Hanoi, Hong Kong, Mexico City, and Moscow provide information and educational services to students, universities, the business community, and government officials in the regions they serve, in addition to supporting IIE projects in their regions. IIE/Hong Kong/China, IIE/Latin America, IIE/Southeast Asia, and IIE/Vietnam maintain information centers on U.S. higher education, advising thousands annually, and conducting outreach programs for schools in their regions. USIA provides support to IIE/Hong Kong/China and IIE/Latin America for these activities.

U.S. regional offices in Chicago, Denver, Houston, and San Francisco develop and conduct locally supported exchanges and support national IIE projects, including supervising IIE-related students in their regions, monitoring their progress, and arranging professional enrichment programs, and home hospitality. They also stimulate international awareness through discussion groups, seminars, and school outreach programs. IIE offices in Denver and Houston serve as centers for programming USIA international visitors.

ARTS SERVICES, STUDENT ACTIVITIES, CONFERENCES, AND PROJECTS

This category includes administrative costs of IIE's Arts International program as well as administrative costs of conferences and seminars on key international education issues. IIE maintains an emergency loan fund for foreign students.

SUPPORTING SERVICES

Management and General

This function includes expenses of running IIE as a whole, from human resources management to equipment maintenance. IIE continued in 1997 to invest in equipment, maintenance, and staff training to extend and upgrade its worldwide electronic communications capabilities.

Fundraising

This function is devoted to raising unrestricted funds to support IIE educational services to the public and to provide start-up funding for IIE-initiated programs to meet emerging needs. Funds come from individuals, corporations, and foundations as well as from fundraising benefits honoring corporate and civic leaders.

Program Development

This function includes developing special IIE initiatives and finding support for them, as well as coordinating development of IIE proposals to obtain grants and contracts from governments, foundations, corporations, academic institutions, nongovernmental organizations, and individuals to implement specific projects. Those IIE implemented in 1997 are described and/or listed in this report.

STATEMENT OF FINANCIAL POSITION

SEPTEMBER 30, 1997

Assets

ASSETS:

Cash	\$2,831,845
Reimbursable expenditures under contracts in progress	7,269,664
Contributions receivable	1,518,513
Investments, at market value	24,777,928
Prepaid expenses and other current assets	1,880,126
Land, building and equipment, net	
Land	987,491
Building	4,177,789
Equipment	10,449,874
	15,615,154
Less- Accumulated depreciation	10,826,405
Total land, building and equipment, net	4,788,749
Total assets	<u>\$ 43,066,825</u>

Liabilities and Net Assets

LIABILITIES:

Accounts payable and accrued expenses	\$ 5,772,061
Deferred income	614,998
Sponsored funds received in advance	5,045,306
Total liabilities	<u>11,432,365</u>

NET ASSETS:

Unrestricted	4,383,251
Land, building and equipment	4,788,749
Total unrestricted net assets	9,172,000
Temporarily restricted	18,440,405
Permanently restricted	4,022,055
Total net assets	31,634,460
Total liabilities and net assets	<u>\$ 43,066,825</u>

IIE's financial statements are audited on an annual basis by Arthur Andersen LLP. The Statement of Financial Position, as of September 30, 1997, and the related Statement of Activities and Statement of Cash Flows for the year ended September 30, 1997 are part of IIE's financial statements. The complete audited financial statements are available upon request. Please contact the Controller, Institute of International Education, 809 United Nations Plaza, New York NY 10017, 212-984-5475.

STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED SEPTEMBER 30, 1997

	Unrestricted	Temporarily Unrestricted	Permanently Restricted	Total
REVENUES:				
Sponsored programs	\$ 96,841,200	\$ -	\$ -	\$ 96,841,200
Contributions	897,624	3,124,660	-	4,022,284
Investment income	621,951	1,002,732	855	1,625,538
Unrealized appreciation in fair market value of investments	1,388,454	1,643,511	-	3,031,965
Rental income-				
Revenues	1,105,998	-	-	1,105,998
Direct costs	<u>558,137</u>	<u>-</u>	<u>-</u>	<u>558,137</u>
Net revenues from rental	<u>547,861</u>	<u>-</u>	<u>-</u>	<u>547,861</u>
Sales of publications	420,086	-	-	420,086
Special events-				
Contributions	679,155	-	-	679,155
Direct costs	<u>148,209</u>	<u>-</u>	<u>-</u>	<u>148,209</u>
Net revenue from special events	530,946	-	-	530,946
Membership fees	277,403	-	-	277,403
Miscellaneous income, net	321,695	-	-	321,695
Other revenue	<u>218,750</u>	<u>-</u>	<u>-</u>	<u>218,750</u>
Total revenue	102,065,970	5,770,903	855	107,837,728
Net assets released from restrictions				
Satisfaction of program restrictions	<u>3,083,726</u>	<u>(3,083,726)</u>	<u>-</u>	<u>-</u>
Total revenues and net assets released from restrictions	<u>105,149,696</u>	<u>2,687,177</u>	<u>855</u>	<u>107,837,728</u>
EXPENSES:				
Sponsored programs-				
International exchange of persons	83,698,893	-	-	83,698,893
Scientific cooperation activities	2,860,302	-	-	2,860,302
Short-term international visitors	5,451,526	-	-	5,451,526
Assistance to colleges and universities	<u>2,770,161</u>	<u>-</u>	<u>-</u>	<u>2,770,161</u>
Total sponsored programs	<u>94,780,882</u>	<u>-</u>	<u>-</u>	<u>94,780,882</u>
Institute, educational and arts services-				
Publications, census, counseling, library and reference services	1,366,691	-	-	1,366,691
Overseas and regional office activities	1,032,148	-	-	1,032,148
Art services, student activities, conferences and projects	<u>386,672</u>	<u>-</u>	<u>-</u>	<u>386,672</u>
Total Institute, educational and arts services	<u>2,785,511</u>	<u>-</u>	<u>-</u>	<u>2,785,511</u>
Total program services	<u>97,566,393</u>	<u>-</u>	<u>-</u>	<u>97,566,393</u>
Supporting services-				
Management and general	3,163,058	-	-	3,163,058
Fund-raising	494,229	-	-	494,229
Program development	<u>1,326,009</u>	<u>-</u>	<u>-</u>	<u>1,326,009</u>
Total supporting services	<u>4,983,296</u>	<u>-</u>	<u>-</u>	<u>4,983,296</u>
Volunteer service/in-kind contribution expense	<u>244,644</u>	<u>-</u>	<u>-</u>	<u>244,644</u>
Total expenses	<u>102,794,333</u>	<u>-</u>	<u>-</u>	<u>102,794,333</u>
Increase in net assets before cumulative effect of accounting change	2,355,363	2,687,177	855	5,043,395
CUMULATIVE EFFECT OF ACCOUNTING CHANGE				
Increase in net assets	694,537	875,928	-	1,570,465
Increase in net assets	3,049,900	3,563,105	855	6,613,860
NET ASSETS, beginning of year	<u>6,122,100</u>	<u>14,877,300</u>	<u>4,021,200</u>	<u>25,020,600</u>
NET ASSETS, end of year	<u>\$ 9,172,000</u>	<u>\$ 18,440,405</u>	<u>\$ 4,022,055</u>	<u>\$ 31,634,460</u>

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED SEPTEMBER 30, 1997

CASH FLOWS FROM OPERATING ACTIVITIES:

Change in net assets	\$6,613,860
Adjustments to reconcile change in net assets to net cash used in operating activities-	
Cumulative effect of accounting change	(1,570,465)
Depreciation	649,810
Increase in reimbursable expenditures under contracts in progress	(1,663,664)
Increase in contributions receivable	(745,213)
Increase in prepaid expenses and other current assets.....	(301,526)
Decrease in accounts payable and accrued expenses.....	(364,439)
Decrease in deferred income	(5,780,202)
Increase in sponsor funds received in advance	5,045,306
Unrealized appreciation on investments.....	(3,031,965)
Net realized gains on investments	(1,625,538)
Net cash used in operating activities.....	<u>(2,774,036)</u>

CASH FLOWS FROM INVESTING ACTIVITIES:

Purchase of equipment.....	(742,254)
Purchase of investments.....	(32,147,986)
Proceeds from sale of investments.....	<u>36,950,421</u>
Net cash provided by investing activities	<u>4,060,181</u>
Net increase in cash and cash equivalents	1,286,145

CASH AND CASH EQUIVALENTS, beginning of year1,545,700

CASH AND CASH EQUIVALENTS, end of year\$2,831,845

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