



AIESEC UNITED STATES INC.

Annual Report

2020-2021

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AIESEC United States, Inc. Annual Report 2020-21

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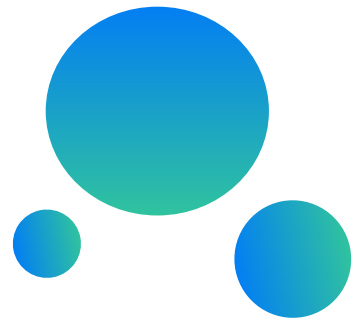
What is AIESEC?

AIESEC is a global platform for young people to explore and develop their leadership potential. We are a non-political, independent, not-for-profit organization run by students and recent graduates of institutions of higher education. Our members are interested in world issues, leadership, and management. AIESEC does not discriminate on the basis of ethnicity, gender, sexual orientation, religion, or national/social origin.

Since we were founded, we have engaged and developed over 1 million young people who have been through AIESEC experiences. The impact of our organization can be seen through our alumni who represent business, NGO, and world leaders, including one Nobel Peace Prize laureate, Martti Ahtisaari of Finland.



The AIESEC Way



THE AIESEC WAY

It all started after the

SECOND WORLD WAR
WHEN A GROUP OF
Young People
determined that **cross-cultural understanding**
was essential to prevent similar conflicts.

WHY

WE STRIVE TO ACHIEVE
Peace
&
Fulfillment of Humankind's Potential

HOW

WE PLACE OUR **CONFIDENCE**
IN
Youth
AS THE KEY TO UNLOCK A
BETTER FUTURE.
WE BELIEVE THAT
LEADERSHIP
IS THE
Fundamental Solution
AND IT CAN BE DEVELOPED IN ANYONE.

WHAT

WE ENABLE YOUNG PEOPLE TO DEVELOP THEIR
LEADERSHIP
THROUGH LEARNING FROM
PRACTICAL EXPERIENCES
IN
CHALLENGING ENVIRONMENTS.

WE DO THIS THROUGH

CROSS-CULTURAL EXCHANGES
& BY CREATING THESE OPPORTUNITIES.

CAN YOU IMAGINE WHAT HAPPENS TO THE WORLD WHEN WE
Engage
Develop
EVERY
YOUNG PERSON?

THIS IS THE QUESTION THAT
DRIVES US
AS WE STRIVE TO ACHIEVE
WHAT WE ENVISION:
Peace
&
Fulfillment of Humankind's Potential

OUR VALUES



STRIVING FOR EXCELLENCE



DEMONSTRATING INTEGRITY



ACTIVATING LEADERSHIP



ENJOYING PARTICIPATION



LIVING DIVERSITY



ACTING SUSTAINABLY

THE LEADERS WE DEVELOP



EMPOWERING OTHERS



SOLUTION ORIENTED



SELF AWARE



WORLD CITIZEN

AIESEC IS A GLOBAL, INDEPENDENT, NON-POLITICAL, NOT-FOR-PROFIT YOUTH-RUN ORGANIZATION.

AIESEC DOES NOT DISCRIMINATE ON THE BASIS OF GENDER, SEXUAL ORIENTATION, DISABILITIES, CREED, OR RELIGION, NOR ON THE BASIS OF NATIONAL, ETHNIC, OR SOCIAL ORIGIN.

The AIESEC Way captures the essence of our organization and how we work towards peace and fulfillment everyday.



Letter from the President

When I began my term as President & CEO of AIESEC United States, I truly had no idea what would lay ahead of my team and I. Month after month, the global impact of COVID-19 grew exponentially. Exchanges that we desperately hoped would be resumed in the winter quickly became a distant reality. In such unprecedented times, the main question that kept popping up for us, understandably so, was what do you do when there's nothing TO DO?



We did the only thing we could think of. We decided to dream.

Dream of an AIESEC US that would become the perfect avenue for youth to have a global learning experience. An AIESEC US where each generation saw themselves as contributors to the bigger picture, rather than the creators of a standalone piece. An AIESEC US that would be around long after our term concluded.

These were lofty dreams, and it felt like we had the weight of the world on our shoulders, being the generation that would either make or break our then 64 year streak as an organization. Fortunately, our local leadership bodies and their members, the MC team and I, along with the invaluable support and guidance of our Board of Directors, survived through the winter of a year that was 2020. 2021 offered hope and, with the election of my successor Haley Wickman, validation that AIESEC US still had a fighting chance to get through this.

I want to end my note with gratitude, because the success of the term was the result of so many incredible people coming together with the express purpose of keeping AIESEC US afloat. Thank you to my MC Team, VPs and both generations of Directors, for your fearless leadership in uncertain times. Thank you to my LCPs, Gen ROUGE and Gen Surge, for being positive examples for your local Executive Boards and membership and providing an unforgettable experience for me as your network manager. Lastly, I want to thank the Board of Directors for continuously rooting for our success and challenging us to dig deeper and think bigger. I truly enjoyed working with all of you.

It is with a great sigh of relief that I confidently pass on the torch to the next generation of AIESECers who have chosen to stand for AIESEC United States. Take care, stay unafraid, and continue to assemble the AIESEC US puzzle!

All the best,

Renée Osaigbovo

A handwritten signature in black ink, appearing to be 'Renée Osaigbovo', written in a cursive style.

President of AIESEC United States
2020-2021

Executive Team



Renée Osaigbovo
President & CEO



Nathaniel Kroah
VP of Finance



Angela Schmitz
VP of Operations



Haley Wickman
VP of Local Committee
Development

Letter from the Chairman of the Board



AIESEC United States was not immune to the challenges posed by COVID-19 and the J-1 visa ban. In 2020, we were forced to pause exchange operations and break approvals for existing exchange participants. The management team took additional steps to minimize expenses until operations could be resumed. We have persevered thanks to the hard work of all AIESEC-U.S. staff, volunteers, Board of Directors, and alumni.

In 2021, we were able to resume exchange operations on a limited scale, despite the ongoing J-1 visa ban, resulting in over 30 exchanges. These experiences will have a profound impact on participants – and provide the groundwork for preparing them to become the *interconnected* global leaders of tomorrow.

Moving forward, we are committed to expanding our exchange programs further, and are working to develop new partnerships with universities and businesses. We believe that now, more than ever, it is important for students to have the opportunity to experience different cultures and to develop the skills they need to be successful in the global economy. While we still feel the impact of COVID-19, AIESEC-U.S. continues to stay strong because of the support we received this past year.

A stylized, handwritten signature in black ink, appearing to read 'Eric Anderson'.

Eric Anderson
CEO – AEG Vision
Chairman of the Board – AIESEC-U.S.

Board of Directors



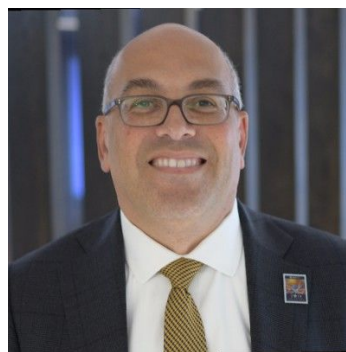
Eric Anderson

Chairman of the Board
CEO of Acuity EyeCare Group



Marica Zellers

Chair, Outgoing Exchange
CEO and Founder, Chironomy



David Crawford

Chair, Nominations
Vice President Talent Acquisition
// HR, New York Presbyterian
Hospital



Andrew Lewis

Chair, Local Committee
Development
Partner, KPMG LLP



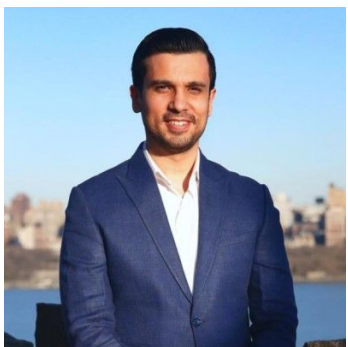
Farai Nyoni

Chair, Security & Technology
Global Head - Operational
Analytics, Credit Suisse



Paul Hamill

Chair, Incoming Exchange &
Corporate Relations
Retired



Paarth Sharma

Board Member
Director of Product Marketing,
Acxiom



Franklin Moralez

Chair, Sponsorships &
Partnerships
Political Attaché, Embassy of
Panama in the U.S.A.



Chris Gassman

Board Member
Associate Director of the
Center for Sustainable Business

Board of Directors



Mike Geringer
Board Member
Professor at Ohio University



Cole Wirpel
Board Member
Associate Partner at McKinsey & Company



Thomas Gooley
Chair, Finance
Chief Operating Officer, Cetera Financial Group



Scott Beale
Board Member
Founder & CEO, Atlas Corps



Kaitlyn Yuan
Plenary Representative
President, AIESEC in Washington D.C.



Gabriel Flores
Plenary Representative
President, AIESEC in Michigan



Haley Wickman
Plenary Representative
President, AIESEC United States 21.22

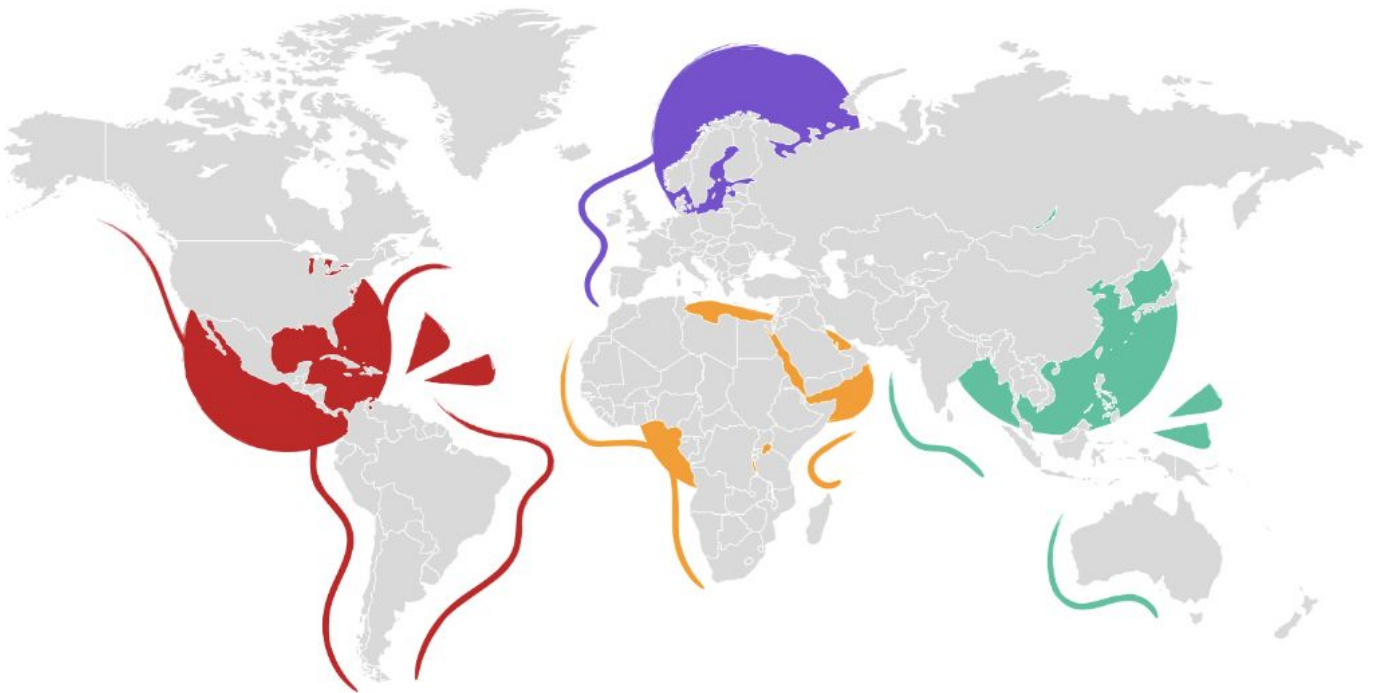


Renée Osaigbovo
Board Member
President of AIESEC United States 20.21

Our Global Presence

2,433

Exchange Experiences



109

National Entities

Our Global Presence



Leadership is at the core of everything we do.

By 2025 AIESEC experiences have distinctive qualities and their impact is measurable. Our leadership development model empowers more young people to become leaders, creating a community that continues to drive positive impact.



By 2025 AIESEC has sufficient resources to continue developing leadership for years to come. We consciously build on the knowledge of previous generations to move our organization forward. We ensure sustainability by creating value through our programs and empowering members to take on further roles.



By 2025 we build and keep long-term partnerships that enable growth, amplify our impact, and create value for both young people and partners. By delivering on our promises we make AIESEC a first-choice partner for leadership development.



Our Local Presence

ARIZONA

University of Arizona - Tucson

CALIFORNIA

University of California - Los Angeles

San Jose State University

University of Southern California

COLORADO

University of Colorado at Boulder

CONNECTICUT

Yale University

FLORIDA

Florida International University

GEORGIA

Georgia Tech University

University of Georgia - Athens

ILLINOIS

Northwestern University

MARYLAND

University of Maryland

MASSACHUSETTS

Suffolk University

MICHIGAN

University of Michigan

NEW YORK

City University of New York - Baruch

NORTH CAROLINA

University of North Carolina at Chapel Hill

OHIO

Ohio University

TEXAS

Houston University

St. Edward's University

University of Texas at Austin

University of Texas at Dallas

WASHINGTON

University of Washington - Seattle

WASHINGTON, D.C.

George Washington University

WISCONSIN

University of Wisconsin at Eau Claire

University of Wisconsin at Madison

University of Wisconsin at Milwaukee

Local Committee Development

National Support Team

The NST provides the national Executive Team with support in functional work, network management, and coaching of Local Committees (LCs). We have had around 70 people from the network to assist us in both summers and semesters. The NST provided an invaluable system of support and its members are natural pipeline for future executive teams.

National Education Cycle

In the time between conferences, LCs need support to run operations, plan, and develop effective strategies. The national team provided support in these areas through virtual sessions, videos, and trainings, most of which can be found on our internal information management platform, the AIESEC United States Hub.

Conferences

AIESEC United States organizes and delivers several conferences a year to accommodate the training and education needs of our widespread membership. Due to the nature of the COVID-19 pandemic, we took all of our conferences online.



Programs Overview

2020-2021

In 2020, due to the COVID-19 pandemic, the US government imposed a temporary ban on new J-1 visa applications. This had a significant impact on AIESEC United States, as the J-1 visa program is the primary visa that exchange participants use to enter the United States and a primary source for organizational revenue. In order to protect the health and safety of its members, AIESEC United States paused exchange operations and broke approvals for all existing exchange participants in 2020. In 2021, as Global conditions bettered, operations were restored with a focus on Incoming Global Volunteer.

Despite the challenges posed by the COVID-19 pandemic, AIESEC United States remains committed to its mission of promoting cultural exchange and understanding between the United States and other countries. The organization is currently exploring new and innovative ways to deliver its programs and services during the pandemic. For example, AIESEC United States has launched a number of virtual exchange programs that allow students and young professionals to participate in exchange experiences without having to travel.

Ultimately, AIESEC US can and always will bounce back from any event.

	Incoming	Outgoing
 Global Volunteer	10	14
 Global Talent	1	4
 Global Teacher		1
Total Exchanges Realized		30

Finance

AIESEC - U.S., Inc BALANCE SHEET

	Period Ended June 2020 Actual	Period Ended June 2021 Actual	Period Diff
Assets			
Cash and Cash Equivalents			
JPMorgan Chase-Checking	\$185,022	\$85,210	-\$99,812
JPMorgan Chase-Money Market	200,441	25,460	-174,981
Total Cash and Cash Equivalents	385,463	110,670	-274,793
Investments			
Vanguard Investment Account	590,754	599,425	8,671
Total Investments	590,754	599,425	8,671
Accounts Receivable			
Receivables for Services	106,570	14,612	-91,958
Allowance for Doubtful Accounts	-15,329	-3,398	11,932
Total Accounts Receivable	91,241	11,214	-80,026
Other Current Assets			
Pre-Paid Expenses	2,400	2,400	0
Security Deposits	35,160	20,458	-14,702
Payroll Deductions	-1,577	-15,300	-13,724
Total Other Current Assets	35,983	7,559	-28,426
Fixed Assets			
Office Equipment	22,850	22,849	0
Accumulated Dep. Office Equipment	-22,850	-22,850	0
IT System	8,576	8,576	0
Accumulated Depreciation IT System	-8,576	-8,576	0
Total Fixed Assets	0	0	0
Total Assets	\$1,103,441	\$728,868	-\$374,574
Liabilities and Net Assets			
Liabilities			
Current Liabilities			
Accounts Payable	-\$1,584	\$466	\$2,049
Accrued Expenses	58,652	17,600	-41,052
Other Payables	51,470	102,915	51,446
Total Current Liabilities	108,538	120,980	12,443
Liabilities - Program			
Deferred Health Ins. Participants	187,801	139,232	-48,570
Local Chapter Liability	-1,363	-1,693	-330
Total Liabilities - Program	186,438	137,539	-48,900
Total Liabilities	294,976	258,519	-36,457
Net Assets			
Net Assets, UR			
Net Assets, UR - Beg.	1,708,919	978,079	-730,840
Net Assets, UR - Current	-730,840	-755,246	-24,406
Total Net Assets, UR	978,079	222,833	-755,246
Net Assets, TR			
Net Assets, TR - Beg.	-143,180	-169,614	-26,434
Net Assets, TR - Current (LC)	-26,434	417,129	443,563
Total Net Assets, TR	-169,614	247,516	417,129
Total Net Assets	808,465	470,349	-338,117
Total Liabilities and Net Assets	\$1,103,441	\$728,868	-\$374,574

Acknowledgments

AIESEC United States, Inc Annual Report 2020-2021

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The AIESEC United States annual report is distributed to partners of AIESEC United States and is available for download on our website. Additional physical copies may be available by request.

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Thank you!

