MINUTES

OF THE EXECUTIVE BOARD MEETING HELD IN BELGRADE (SRB) ON NOVEMBER 19TH, 2014



The Members of the Executive Board at Hotel Crowne Plaza in Belgrade (SRB).

| ARMENIE Arthur VARDANYAN | National Representatives and Presidium Members in attendance : | | |
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| AEHT HEAD OFFICE Xavier THEIN ALLEMAGNE Sibylle WEBER-POHL GERMANY WERRER PLOCE ARMENIE Arthur VARDANYAN ARMENIA Arpine SARGS AUTRICHE Klaus ENENGL AUSTRIA BELGIQUE Herman SIEBENS BELGIUM CROATIE Vesna BARANASIC CROATIA ESTONIE Neeme RAND ESTONIA ESTANIA ESPAGNE Nuria MONTMANY FINLANDE HARIT TROY FRANCE BERNARD ITALIE ROBERTA MONTI | PAYS/COUNTRY | Prénom/First name | NOM/SURNAME |
| AEHT HEAD OFFICE Xavier THEIN ALLEMAGNE Sibylle WEBER-POHL GERMANY WERRER PLOCE ARMENIE ARTHUR VARDANYAN ARMENIA ARPINE SARGS AUTRICHE Klaus ENENGL AUSTRIA BELGIQUE HERMAN SIEBENS BELGIUM CROATIE Vesna BARANASIC CROATIE Vesna RAND ESTONIE Neeme RAND ESTONIA ESTONIA MONTMANY SPAIN FINLANDE MARIT NIEMINEN FINLAND FRANCE FRANCE BERNARD ITALIE ROBERS MONTI | AEHT HEAD OFFICE | Natalia | KOMANICKA |
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| FRANCE IRLANDE Adrian GREGAN IRELAND ITALIE Roberta MONTI | FINLAND | | |
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| LETTONIE Silva OZOLINA | LETTONIE | Silva | OZOLINA |
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| LITUANIE Birute STASIUNIENE | LITUANIE | Birute | STASIUNIENE |
| LITHUANIA Lina BARGAIL | LITHUANIA | Lina | BARGAILIENE |
| LUXEMBOURG Louis ROBERT | LUXEMBOURG | Louis | ROBERT |
| LUXEMBOURG | LUXEMBOURG | | |
| MACEDOINE Zoran NIKOLOVSKI | MACEDOINE | Zoran | NIKOLOVSKI |
| MACEDONIA | MACEDONIA | | |

| NORVEGE | Stig | ANDREASSEN |
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| NORWAY | | |
| PAYS-BAS | Remco | KOERTS |
| THE NETHERLANDS | | |
| POLOGNE | Boguslawa | PIENKOWSKA |
| POLAND | | |
| PORTUGAL | Ana Paula | PAIS |
| PORTUGAL | | |
| ROYAUME-UNI | Aysegul | YESILDAGLAR |
| UK | | |
| SERBIE | Djordje | COMIC |
| SERBIA | | |
| SLOVAQUIE | Jozef | SENKO |
| SLOVAKIA | Mar | ek SOTAK |
| SLOVENIE | Helena | CVIKL |
| SLOVENIA | | |
| SUEDE | Louise | GULDBRAUDSSON |
| SWEDEN | | |
| SUISSE | Mauro | SCOLARI |
| SWITZERLAND | | |
| TURQUIE | Cevdet | TAMER |
| TURKEY | Ser | oil ARDA |
| UKRAINE | Marina | PALCHUK |
| UKRAINE | An | na VOLKOVA |
| Observers and special guests: | | |
| PAYS/COUNTRY | Prénom/First name | NOM/SURNAME |
| ITALY (AEHT member code | Carla Maria | GATTI |
| 107) | Frances | co LANZONI |
| France (AEHT member code F19) | Christian | BADINAND |

1. Welcome address by the President (Ana Paula PAIS)

Mrs Ana Paula PAIS welcomes the National Representatives to the second meeting of the Executive Board in 2014. The Presidium members need the counsel of the Board regarding some important issues on the agenda.

During today's meeting, some events scheduled in 2015 and listed in the official AEHT calendar will be presented by representatives from the organizing schools.

2. Apologies and adoption of the agenda

The National Representatives from Albania, Bulgaria, Cyprus, Denmark, Greece, Hungary, Island, Malta, Pakistan, Czech Republic, Romania and Russia are not present at today's meeting.

In the absence of any comments, the meeting's agenda is unanimously approved.

3. Approval of the minutes of the previous meeting

In the absence of any remarks, the minutes of the previous meeting held on March 1st, 2014 in Belgrade (SRB) are unanimously approved as a true record of the previous meeting.

4. Report of the President (Ana Paula PAIS)

Mrs Ana Paula PAIS apologizes on behalf of Vice-President Remco KOERTS who is unable to take part at this meeting because of his involvement in the on-going competitions.

Mr Klaus ENENGL will take over Mr KOERTS's report as both Vice-Presidents work closely together in this assignment.

Mrs PAIS then informs the members of the Executive Board about current developments within the AEHT since March 1st, 2014, date of the last meeting in Belgrade.

During their meeting in June 2014, the Presidium discussed the following matters:

Task description for National Representatives

The Presidium members redefined the task of the National Representative more accurately to establish a clear working strategy with clear objectives in order to optimize each one's work at national level.

AEHT member countries have been redistributed between the members of the Presidium according to cultural, language and geographic criteria.

Mr Herman SIEBENS will determine the main characteristics of National Representatives together with the members present at this meeting.

AEHT presentation flyer

An AEHT flyer will be prepared by the Presidium to present the main activities and goals of the association in a concise and comprehensive manner. This will give National Representatives a useful working tool to present the association to new schools or to convince ex-member schools to reapply for membership.

This flyer will be available in the two official languages of the AEHT, namely English and French. National delegates are free to translate the flyer in their own language to transmit its content more efficiently.

Official language for AEHT competitions

English and French are the two official languages of the AEHT. Nevertheless, the Presidium members esteem that only English should be allowed for competitions in future to facilitate competition procedures and proceedings for judges, teachers and students.

Nowadays, English is spoken by nearly every participant and French is hardly ever used. Even French speaking students have understood the importance of fluency in English to communicate in the international hospitality and tourism business.

If this rule is adopted, the official administrative languages of the AEHT will remain English and French.

The members of the Executive Board adopt the proposal to use only English language for AEHT competitions by majority vote.

The AEHT Statutes will be amended accordingly after ratification of the proposal by the General Assembly.

Cooperation with Pestena Hotels & Resorts

Besides the existing collaboration with the group "Starwood Hotels", the AEHT will cooperate with the Portuguese hotel group "Pestena Hotels & Resorts" to place teachers in professional environments. The group has a total of 51 hotels in Europe, Africa, Brazil, Columbia, Venezuela and the United States.

As a general rule, teachers only have to bear their travel costs when participating in this programme. Accommodation will be free of charge.

Mrs Bugoslava PIENKOWSKA will be in charge of coordinating placements with this new partner.

National Representatives are reminded that they should regularly look out for teacher placement opportunities in their country.

New coordinator for the Higher Education Group (HEG)

Since 2009, honorary AEHT Vice-President, Adolf STEINDL, has devoted his time to organize Higher Education Seminars as well as hospitality management competitions taking place in the course of AEHT's Annual Conference.

Retired for almost 10 years, Adolf STEINDL wishes to pass on the torch to a new generation of teachers. The AEHT has therefor called upon its member schools to submit candidacies for the replacement of Mr STEINDL. The new coordinator will take over either one or all the tasks of the HEG coordinator.

The National delegate of Spain, Mrs Nuria MONTMANY, points out that the international coordinator at her school might be interested in this vacancy.

The National delegate of the United-Kingdom, Mrs Aysegul YESILDAGLAR, would as well like to submit the candidacy of a teacher at her school for the position of HEG coordinator.

Details regarding the replacement of Mr STEINDL will be handled after today's meeting.

New professional privileged partner (PPP)

Considering the somewhat precarious financial situation of the AEHT, everything possible should be done to attract new professional privileged partners to financially support AEHT's activities.

In order to remedy the actual situation, the AEHT head office has prepared a proposal for potential partners. A letter will be sent to companies involved in the hospitality/tourism sector such as producers of kitchen equipment, beverages, wine, coffee, etc. A close follow-up with each contacted company will be made by the AEHT head office.

It deserves to be mentioned that a French cutlery producer has shown interest in becoming a new AEHT partner, but the details of this agreement remain to be set.

Another important remark in this matter is that a famous coffee producer, who funds a barista contest organized by a member school, could also be a potential partner of the AEHT. The AEHT Presidium will take action to clarify if a future cooperation with the coffee producer can be considered.

On this occasion, Mrs PAIS would like to extend many thanks to AEHT's partners "Casa della Divisa" and "Grand Marnier" for their long-term support.

National delegates are kindly requested to inform the AEHT Presidium in case they know other companies with the potential to become a financial partner of the AEHT.

• AEHT academic conferences

One of the objectives of the AEHT is to provide knowledge and expertise to its members to foster the participation of teachers in AEHT's activities.

In order to do so, the AEHT Presidium intends to launch a series of conferences where teachers are informed by specialists / international lecturers on academic issues such as the latest advances in a scientific field or the evolution of an economic sector.

The first conference will probably take place in Portugal in 2015 or 2016. More information will be provided in due time. The AEHT is looking for member schools interested in taking over the organisation of the next editions of the AEHT academic conference.

Social network promotion

In order to promote AEHT's activities among young people, AEHT is looking for 3-4 teachers who are willing to manage AEHT's Facebook account on a daily basis. A social network account needs to be fed constantly with live information in order to be of any interest for young people.

The delegate of the National Representative of Turkey, Mrs Serpil ARDA, would like to assist the AEHT in this task.

5. Report of the Vice-President in charge of fixed events and of competitions at the Annual Conferences (Klaus ENENGL)

Mr ENENGL starts his report by sharing some information about the ongoing competitions. Some minor language problems occurred since the start of the 2014 competitions. But this is nothing compared to the situation faced by organizers 10 years ago. The new competition rules have eliminated most language problems.

AEHT competitions

A problem occurred with regard to the number of competitors per country allowed to participate in the same contest. The competition regulations clearly specify that only one competitor per school is allowed to participate in the same competition. The only exception is granted to the organizer in case the later needs to adjust the number of participants in a contest. In this case, he can appoint a second competitor from the hosting school to fill gaps in competition groups.

Last year, the AEHT modified the duration of contests due to the specific venue conditions on the cruise ship. These modifications received a favourable response. This is why, the head judge accepted to implement the same conditions during this year's competition.

The AEHT appreciates the commitment head judges show during the annual competitions. To ensure the high quality of the competitions in 2015, the head judges will be invited to attend a competitions'

coordination meeting taking place on the occasion of the next Executive Board meeting in March 2015 in Italy. Travel and accommodation expenses will be covered by the AEHT.

In addition, the AEHT will also bear the head judges' registration fees for the annual competition.

Finally, the official competition programme should be made available as soon as March 2015 to give the participating schools enough time to find the most suitable candidate for each competition among their students.

These measures will be of great help to organizers and participating schools. Moreover, they will guarantee high quality standards of AEHT competitions in future.

Mr ENENGL concludes his report with regard to competitions by forwarding many thanks to Mr Louis ROBERT (LUX), Mrs Helena CVICL (SLO), Mrs Romana BAUER (AUT) and Asdis VATNSDAL (ISL) for their long-term commitment and involvement in AEHT's competitions.

Mrs CVICL and Mr BAUER have confirmed that they will remain in function to guarantee the smooth running of AEHT competitions in future.

The National Representative of Slovenia, Mrs CVICL, does not see the necessity of inviting the head judges to a coordination meeting in March. In her point of view, it would be sufficient to convey the head judges one day earlier to the venue before the start of the competition.

Mr ENENGL replies that appointing the meeting in March will leave the head judges and organizers sufficient time to prepare the venue and the facilities of the competition in the best possible conditions. According to Mr ENENGL, this measure will guarantee the high standards of the competition in the same way as the decision to appoint head judges for two consecutive years.

The delegate of the National Representative of Serbia, Mr Djordje COMIC, suggests that the judges involved in AEHT competitions should be appointed 1 or 2 years in advance. This should be a general rule to guarantee high working standards.

Mr ENENGL stresses that it is the task of head judges to appoint judges according to the information they submit when registering for the competition. The selection process for judges should be kept as light as possible.

• AEHT Youth Parliament

The 3rd edition of the AEHT Youth Parliament (on information and communication technologies & the future of tourism) took place on April 22nd – 27th, 2014 in Porec (SVK). 37 students of 18 member schools from 10 different countries attended the event and made it a success.

Since this event takes place every two years, the AEHT is calling upon its member schools to consider hosting the 2016 edition of the AEHT Youth Parliament.

The National Representative of the United-Kingdom, Mrs Aysegul YESILDAGLAR, expresses her interest in hosting the 2016 edition of the AEHT Youth Parliament. However, Mrs YESILDAGLAR would like to receive additional information about the event to get a better idea of its nature before taking any decision.

The AEHT Youth Parliament is a copy of the UN parliament model, a place to meet and discuss matters of general interest (tourism, social life, health, etc.) The event primarily aimed at students of AEHT member schools. The number of students admitted per country is proportional to the total number of AEHT member schools in each country.

Thus, countries counting a high number of member schools may send more students to the Youth Parliament than countries counting less member schools

The average number of students attending the event is 20 - 30. AEHT's objective is to increase the attendance to 50 students. Board and logging should be free of charge for participants. The AEHT helps funding the event.

6. <u>Report of the Vice-President collaborating in the organisation of fixed events</u> and in Annual Conference competitions as well in setting up of new projects for financial sustainability (Remco Koerts)

This matter is handled by Vice-President & Treasurer Klaus ENENGL on behalf of Vice-President Remco KOERTS under point 5 of these minutes.

7. Report of the Vice-President in charge of occasional events, the collaboration with the OIF and the information on national education systems and on educational EU programmemes (Boguslawa Pienkowska)

Mrs Boguslawa PIENKOWSKA informs the Executive Board on the situation regarding AEHT events listed in the official calendar for 2014.

Calendar of events for 2014

Out of 14 events scheduled for 2014, 11 were carried out successfully, two had to be cancelled and one is yet to come.

The Seminar 'The land of fish flavours' scheduled on March $13^{th} - 16^{th}$, 2014 in Kolobrzeg (PL) was cancelled and postponed to 2015 because of a lack of participants. This might be due to the fact that access to the location is quite difficult.

The seminar on 'Douro Wines - experience an emotion' scheduled in Lamego (PT) was postponed to 2015. The dates of the seminar have not yet been confirmed.

No information is available concerning the final event listed in the 2014 calendar, the 'Chocolate festival of the Atlantic 2014' scheduled on December $6^{th} - 8^{th}$, 2014 in Praia de Vitoria (PT).

To date, a total of 889 participants attended 11 events hosted by AEHT member schools in 2014.

• Calendar of events for 2015

Referring to the calendar of events for 2015, Mrs PIENKOWSKA points out that for the first time in AEHT history, a member school (from Poland) intends to organize a competition on soft drinks. More information regarding this event will be available in due course.

Some events listed in the calendar for 2015 will be presented in detail on the occasion of the AEHT General Assembly.

In conclusion, Mrs PIENKOWSKA asks the members of the Executive Board to communicate any information on additional events to the AEHT head office.

| CALENDAR OF EVENTS FOR 2015 | | |
|-----------------------------------------------------------------------------------------------------------------|--|--|
| MARCH | | |
| March 31 st – April 3 rd 10 th Bartender G&T Competition 2014, Bled (SI) | | |
| postponed from 2014 to Seminar on 'Kolobrzeg – the land of fish flavours, Kolobrzeg (PL) 2015 (to be confirmed) | | |
| APRIL | | |

| April 16 th – 19 th | Seminar for teachers and directors (for EQF level 5 and up) on Hospitality and Tourism Management focusing on culture as a factor of attraction for tourism and hospitality and on city tourism in particular, Riga (LV) | |
|-----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| | MAY | |
| Postponed from 2014 to Easter 2015 | Seminar on 'Douro Wines - experience an emotion', Lamego (PT) | |
| (to be confirmed) | | |
| JUNE | | |
| June 18 th – 27 th | 10 FEST AZORES 2015 – 10 days, 10 chefs, Ponta Delgada, Island São Miguel (PT) | |
| OCTOBER | | |
| October 5 th – 10 th | 28 th AEHT Annual Conference, Cervia (IT) | |
| NOVEMBER | | |
| November 10 th - 12 th | Eurocup 2015 – 23 rd edition of the Junior bartenders competition (special edition), Prešov (SK) | |
| DECEMBER | | |
| December 2 nd – 8 th 24 th Christmas in Europe, Diekirch-Ettelbrück (LU) | | |

Teacher placements

As mentioned in the report of the AEHT President, Mrs PIENKOWSKA will be in charge of coordinating teacher placements with the new partner Pestena Hotels & Resorts.

8. Report of the Vice-President responsible for work placements as well as for activities within the field of quality management and business ethics (Herman Siebens)

In his capacity as AEHT Vice-Present, Mr Herman SIEBENS also deals with teacher placements for observation periods within the hospitality sector, namely with the Starwood hotel group.

The departure of the group's CEO did not affect the relationship with the AEHT. Mr SIEBENS is waiting to meet the new CEO of the group to discuss cooperation details for the coming years.

It would be appreciated if the number of participating hotels within the group could be increased. There are only 7 participating hotels at this time.

In 2014, Mr SIEBENS received 7 demands for placements. The average number of demands is 6-7 per year. National Representatives should take action to increase this number in 2015. Placement opportunities are not intended exclusively for teachers in hospitality, but can also be very rewarding for teachers in other disciplines (e.g.: English, accounting, etc.). Thus, by participating in a placement programme, an English teacher may adjust his course to the real needs of the profession and better prepare students for their career in the hospitality industry.

Task definition of National Representatives

During their meeting in June 2014, the members of the Presidium redefined the tasks of National delegates to improve the quality of their cooperation with the AEHT. One of the very important tasks of

a National Representative is to make sure that the member schools of the countries they represent update their contact information in the AEHT database.

After the meeting of the Executive Board, Mr SIEBENS will carry out an inquiry to establish the characteristics of a National Representative.

Seminar on 'burn-out versus commitment'

The seminar that Mr SIEBENS will hold during this year's conference will be devoted to the prevention of stress at the working place. Mrs SIEBENS would very much appreciate if the members of the Executive Board could attend his seminar. The subject handled by Mr SIEBENS concerns School Headmaster in particular as they have to manage many teachers who are frequently affected by burnouts.

• VEGUCATION, a European project born of cooperation between AEHT members

Vegetarianism is booming like no other market. Alongside the growing number of vegetarians, over 50% of the population regularly chooses plant-based options. Customers expect vegetarian options to have the same high standards as other dishes on the menu. Unfortunately, in classic cookery courses little attention is given to creative vegetarian cuisine.

For this reason, a European consortium of NGO's and AEHT member schools, with financial support from the European Commission, has created VEGUCATION: the first vegetarian culinary education programme for professionals.

The programme is aimed at chefs and caterers, to be rolled out during both initial and continued training. It consists of a curriculum, a student textbook, teacher guidelines, assorted task book and recipe book, and ICT tools. All learning aids are provided in English, Dutch, German, French and Czech and will be accessible to schools free of cost.

The new learning aids will be officially launched during a European day programme available for students, teachers and educational decision makers (school directors, advisors, and national & international press).

The European day programme will take place in Wemmel (B) near Brussels on February 24th, 2015.

Schools attending the launch will receive hard copy of a student textbook in their preferred language (one of the 5 languages mentioned above).

The scheduled day programme for secondary school students includes a workshop by Belgian top chef (to be announced) preparing lunch and a cooking demonstration with tasting by Dutch chef Jeroen Bakker (Restaurant De Eetstee – Winner of Best Veggie Award 2015).

The day programme for teachers includes a cooking demonstration (group A) with tasting by Dutch chef Jeroen Bakker (Restaurant De Eetstee - Winner of Best Veggie Award 2015: The most delicious and most creative veggie restaurant of the Benelux) or a cooking workshop (group B) with tasting by Austrian chef Siegried Kröpfl (Restaurant 57 - author of "Wir kochen vegan")

The day programme for school directors/advisors and (international) press will be to experience Vegucation in practice (students and teachers at work) followed by the official launch of Vegucation by Julia Schneider, project manager. The programme will end with the tasting of Vegucation prepared by students and Belgian top chefs

All participants/visitors need to register before January 20th, 2014.

Registration link: https://docs.google.com/forms/d/1-tChhrzlu_Hvh-8XsBwa_BmVh2J1xnLFn

More about Vegucation: www.vegucation.euhttp://www.vegucation.eu/

Questions about the event: vegucation@evavzw.be

9. <u>Report of the Vice-President responsible for the Internet site of the AEHT and the</u> technical support for Annual Conference registration platform (Neeme Rand)

AEHT database

In charge of the maintenance of the AEHT website and the optimization of communication systems within the AEHT network, Mr Neeme RAND informs the Executive Board that the new software for managing AEHT's member database has been implemented successfully in the beginning of this year.

At this time, the new AEHT database counts 630 member accounts. This includes accounts of active and inactive members. The database can be accessed under https://www.aeht.eu/db.

With the new database, member schools can register directly for the AEHT Conference using their member account. Member accounts should be accessed with the same username and password used for the registration to the AEHT Annual Conference in Belgrade. Those members who have not participated in this year's conference, need to open an own account by choosing a new username and password.

If members forgot their username and password to login to AEHT database, they should contact AEHT's webmaster Ahti PAJU (email: Ahti.Paju@ametikool.ee) or AEHT Vice-President Neeme RAND (e-mail: neeme.rand@ametikool.ee).

With the new database, account managers can enable several teachers to receive AEHT mailings by including their data in the account.

In the future, to continue to receive AEHT communications and invoices, every account manager must update the data of his school on a regular basis. The AEHT head office does not have adequate administrative resources to update the data of approximately 400 active member schools.

AEHT website

The AEHT website is available in English and French language. It contains an updated list of Presidium and Executive Board members.

The total number of visits on the AEHT website for the academic year 2013/14 is 36,513. Compared to last year, visits slightly decreased.

The activity on AEHT's website decreased during the weeks before the conference in Belgrade because the organizing school created a separate website for this event.

71% of visitors are people that have never been on AEHT's website before. 29% are visitors that have already visited the website.

Considering that the use of tablets and smartphones increased in the last years, AEHT's IT team is working on a smartphone- and tablet-friendly platform for the website. This platform will soon be operational.

| Number of visits to the AEHT website (by country) | | |
|---------------------------------------------------|------------------|-----------------------------|
| Country | Number of visits | % of total number of visits |
| Italy | 4,339 | 11.88 |
| France | 2,267 | 6.21 |
| USA | 1,876 | 5.14 |
| The Netherlands | 1,708 | 4.68 |
| Austria | 1,658 | 4.54 |

| Estonia | 1,648 | 4.51 |
|-------------|-------|------|
| Portugal | 1,498 | 4.10 |
| Croatia | 1,283 | 3.51 |
| Philippines | 1,193 | 3.27 |
| Belgium | 1,160 | 3.18 |

| How did visitors reach the AEHT website | | |
|-----------------------------------------------|---------------------|--|
| Means | Number of visitors | |
| Organic search (search engine such as Google) | 18,690 visits (71%) | |
| Direct (www.aeht.eu) | 6,494 visits | |
| Referral (redirected) | 5,987 visits | |
| Social (social media) | 814 visits | |

AEHT facebook account:

The AEHT facebook account has tripled since its creation. **The total number of page "likes" to date is 1,357.**

All members are kindly invited to visit AEHT's Facebook page under: https://www.facebook.com/aeht.eu

They should call upon their teachers to 'like' AEHT's page. The high number of 'likes' will raise awareness of the AEHT. This information can also be used as an argument when negotiating partnership agreements.

The National Representative of France, Mr Bernard TROY, points out that the AEHT should create an app (application) for smartphones showing all contact information of AEHT members.

Mr RAND replies that as soon as the smartphone-friendly platform will be ready, all member information will be available via smartphone.

10. Treasurer's report (Klaus ENENGL)

The AEHT Treasurer Klaus ENENGL presents the AEHT balance sheets for 2013. A summary of the profit and loss accounts is projected onto the screen of the meeting room and Klaus ENENGL gives a commentary on the various headings of this document.

• Profit and loss table for 2013

The members of the Executive Board received the table of profit and loss for 2013 in the file of documents prepared by the AEHT head office for this meeting.

The Luxembourg government has paid its annual grant for 2013, thus balancing the accounts.

AEHT's accounting is done by an accounting company in Luxembourg. The external auditors, Danielle SNAUWAERT and Jürgen CLAUSEN, met with General Secretary Nadine SCHINTGEN and the accountant Stéphanie MARION-CORTES, to check AEHT's accounts for the 2013 financial year.

The auditors reported that Mrs SCHINTGEN and Mrs MARION-CORTES had been able to provide all requested clarifications, enabling the auditors to confirm that the account books were well kept.

In the light of these considerations, the Executive Board unanimously approves the 2013 accounts. The Executive Board proposes to the General Assembly to renew the auditor's mandate for 2014.

• Invoices for the annual membership fee in 2014

Invoices for the annual membership fee 2014 have been sent to all members in early March. A reminder has been sent out before the summer break holidays. Unfortunately, some member schools still have not paid their membership fee. To remedy this situation, the Treasurer calls upon the members to get in touch with the delegates of these schools. They should pay their dues as soon as possible to avoid exclusion.

• Projected budget for 2015

The 2015 budget is presented. As mentioned in the President's report, many actions are being taken by the Presidium to find additional funding for AEHT's activities.

11. Report on membership applications, resignations and exclusions (Klaus ENENGL)

New applications

The AEHT welcomed 20 new members since November 2013. Some membership fees are still outstanding but the Treasurer is confident that all dues will be paid in short time.

| | NEW MEMBERS | | |
|-----------|------------------|--------------------------------------------------------------------------|--|
| AEHT CODE | CITY | SCHOOL NAME | |
| A18 | INNSBRUCK | TOURISMUSSCHULEN VILLA BLANKA INNSBRUCK | |
| A19 | VIENNA | GASTGEWERBEFACHSCHULE DES SCHULVEREINS DER WIENER GASTWIRTE | |
| A20 | VIENNA | TOURISMUSSCHULE WIEN 21 | |
| B29 | AALST | TECHNIGO | |
| CR27 | CARAZDIN | GOSPODARSKA SKOLA VARAZDIN | |
| CY03 | CYPRUS MINISTRY | CYPRUS MINISTRY OF EDUCATION & CULTURE | |
| E21 | SALAMANCA | ESCUELA MUNICIPAL DE HOSTELERIA DE SANTA MARTA DE TORMES | |
| F95 | GUYANE FRANCAISE | LPO BERTENE JUMINER | |
| I169 | LEGNAGO | ISTITUTO PROFESSIONALE DI STATO GIUSEPPE MEDICI | |
| l171 | ROVERETO | ROVERETO AND LEVICO TERME INSTITUTE FOR TOURISTIC PROFESSIONAL EDUCATION | |
| ME02 | PODGORICA | SCHOOL FOR SECONDARY AND HIGHER VOCATIONAL EDUCATION 'SERGIJE STANIC' | |
| P15 | COLARES | ESCOLA PROFISSIONAL ALDA BRANDAO DE VASCONCELOS | |
| PL22 | MYSLENICE | MALOPOLSKA SZKOLA GOSCINNOSCI | |
| S59 | BORLÄNGE | HUSHAGSGYMNASIET | |
| S60 | ÖREBRO | YRKESGYMNASIET ÖREBRO, THORENGRUPPEN AB | |

| S61 | HELSINGBORG | DESIGN AND CONSTRUCTION COLLEGE |
|----------|-------------|----------------------------------------------------------------------|
| SLO | MAribor | 'LIDIJA SIJANEC' VOCATIONAL COLLEGE FOR CATERING AND TOURISM MARIBOR |
| TR47 | BURSA | HAVVA ASLANOBA OTELCILIK VE TURIZM MESLEK LISESI |
| TR48 | SAKARYA | SEZGINLER TOURISM AND HOTEL MANAGEMENT VOCATIONAL SCHOOL |
| TR99-IND | | Mr. Hasan Evrim ARICI |

| EXCLUSIONS | | |
|------------|---------------------------------|--------------------------------------------------------------------------------|
| AEHT CODE | CITY | SCHOOL NAME |
| CR08 | RAB | SREDNJA SKOLA MARKANTUNA DE DOMINISA RAB |
| CR15 | OÜATIJA | UGOSTITELJSKE SKOLE OPATIJA |
| CZ05 | HAVIROV | HOTELOVA SKOLA A OBCHODNI AKADEMIE HAVIROV |
| F23 | BONNEVILLE | LP PROFESSIONNEL HOTELIER FRANÇOIS BISE |
| F37 | METZ | LYCEE DES METIERS DE L'HOTELLERIE 'RAYMOND MONDON' |
| 105 | STRESA | IPSSAR 'E. MAGGIA' |
| I102 | FIGLINE VALDARNO | ISIS 'Giorgio VASARI' |
| I105 | CALUSO | IIS 'CARLO UBERTINI' |
| I115 | PALERMO | IPSSAR 'FRANCESCO PAOLO CASCINO' |
| l117 | VALLO DELLA LUCANIA -SALERNO | IPSSAR 'G.MARCONI' |
| I131 | ORISTANO | IPSAA 'DON DEODATO MELONI' |
| I140 | VARESE | IPSSAR 'DE FILIPPI' |
| 1141 | LUCERA | ISTITUTO D'ISTRUZIONE SUPERIORE IIST. PROF. PER I SERV. ALBERG. E RISTORAZ. |
| I150 | GRAVELLONA TOCE | CIPAS PASTORE GIANCARLO |
| I162 | BARI | I.I.S.S. 'E. MAJORANA' |
| I165 | VILLA SANTA MARIA | IPSSAR 'G. MARCHITELLI' |
| IRL04 | DUBLIN | SCHOOL OF CULINARY ARTS AND FOOD TECHNOLOGY, DUBLIN INSTITUTE OF TECHNOLOGY |
| P02 | LISBON | WYZSZA SZKOLA HOTELARSTWA I GASTRONOMII |
| P06 | FUNCHAL | ZESPOL SZKOL PONADGIMNAZJALNYCH NR 1 W PIONKACH |
| RUS08 | NIZHNY NOVGOROD | LINGUISTIC UNIVERSITY OF NIZHNY NOVGOROD |
| S49 | ÖSTERSUND | PALMCRANTZSKOLAN |
| TR02 | TEKIRDAG | TEKIRDAG OTELCILIK VE TURIZM MESLEK LISESI |
| TR31 | KONAK/IZMIR | NEVVAR SALIH ISGÖREN OTELCILIK VE TURIZM MESLEK LISESI VE UYGULAMA OTELI |

| TR36 | ZEYTINBURNU | MEHMET IHSAN MERMERCI OTELCILIK VE TURIZM MESLEK LISESI |
|--------|-----------------|------------------------------------------------------------|
| TR38 | KUMYALI /ISKELE | KARPAZ VOCATIONAL SCHOOL |
| UKR 01 | ODESSA | ODESSA |

| RESIGNATIONS | | |
|--------------|------------------|----------------------------------------------------------------|
| AEHT CODE | CITY | SCHOOL NAME |
| FIN20 | HÄMEENKYRÖ | LPKKY WEST PIRKANMEE DISTRICT MUNICIPAL FEDERTION OF EDUCATION |
| GR03 | THESSALONIKI | IIEK HOTELIA HOTEL & RESTAURANT MANAGEMENT SCHOOL |
| I152 | CANOSA DI PUGLIA | IISS 'LUIGI EINAUDI' |
| 175 | PESCARA | IPSSAR 'FILIPPO DE CECCO' |
| PL16 | OLESZYCE | ZESPOL SZKOL W OLESZYCACH |
| S58 | LUND | REALGYMNASIET LUND |
| SLO07 | KOPER | UNIVERZA NA PRIMORSKEM - UNIVERSITA DEL LITORALE |

12.2015 Annual Conference in Cervia (IT)

Mr Francesco LANZONI, deputy headmaster of the hosting school in Cervia (IT) presents the venue of the 28th AEHT Annual Conference by means of a promotional video on the city of Cervia and its surroundings accompanied by detailed explanations.

The 2015 edition of the AEHT Annual Conference will take place on October 5th – 10th, 2015 in Cervia (IT), a town and municipality located at the Adriatic Sea in the province of Ravenna (Emilia-Romagna) in the north of Italy. Cervia is located some 160 km south of Venice, 100 km south-east of Bologna and 500 km north of Bari.

Tourism is the main economic activity in this region of Italy. In October, weather conditions are still very good and conference participants can enjoy the beach and the sea during their free time.

The conference and competition will take place in the city centre and distributed among various locations which are very close to each other. The competition will be held in the facilities of the organizing school.

The participants will be accommodated in the best 4 star hotels located in the city centre next to the beach. On request, rooms will also be provided in a prestigious 5 star hotel. Early booking prices are valid until June 30th 2015. Single, double or triple room prices vary from 470 − 600 €. Rooms are built to 5 star standards. After the early booking deadline, a surcharge will be applied.

Participants travelling by air will arrive at Bologna Guglielmo Marconi airport where they will be accompanied to the connecting train station. Participants from Easter European countries will mainly arrive at Rimini Federico Fellini airport which is temporarily under construction but will reopen very soon.

Participants travelling by train will arrive at Bologna central station where they will get a connection train to Cervia.

Several excursions and sightseeing tours will be organized in cooperation with other AEHT member schools in the region. During these excursions, meals will be served at the supporting schools.

All important information related to the 28th AEHT Annual Conference may be obtained through the following means of communication implemented by the organizer:

Webpage: www.aeht2015.it

Email address: aeht2015@gmail.com

Facebook page: Facebook.com/pages/aeht-2015-cervia

Twitter account: Twitter.com/aeht2015

Mr LANZONI concludes his presentation by inviting all AEHT members to come in force to Cervia to take part in the 28th AEHT Annual Conference and to share this unforgettable experience.

13. <u>Presentation of the RETOUR (Russian for tourism) project and their future</u> collaboration with AEHT National Rerpesentatives (Natalia Komanicka)

The RETOUR project is designed to develop, pilot and promote a Russian language training programme for employees in the retail, hotel and restaurant sectors. This project concerns AEHT member schools offering Russian language courses to their students.

Many Russians, who take tourist tours in Western European countries, cannot speak any other language than Russian. The project RETOUR is aimed at teaching students the Russian terminology in use in the field of hotel and restaurant business to improve their communication skills with Russian customers

The role of AEHT member schools would be to try out these materials before they are finalized. After the trial period, Russian teachers should give their feedback about the teaching material before its final issue.

The RETOUR project lasts 2 years and will be made available in English, French, Italian, Spanish, Greek and Bulgarian.

It consists among others of 30 short videos on typical situations within the hotel, restaurant and retail sectors, paper based material (30 transcriptions of the dialogues, 6 units with grammar hints and exercises related to the 30 videos).

Besides the AEHT, the following partners are involved in the project: ASEV, Agenzia per lo Sviluppo Empolese Valdelsa – Italy; FASE, Training formation in employment- Spain; IDEC – Consultancy training company, Greece; SUD Cooperative Sud Concept – France; Translex (a language school) – Ireland; UNWE – University of National and Word Economy – Bulgaria.

The RETOUR project is expected to start in 2016. For additional information, AEHT members are advised to consult the RETOUR homepage: www.russian-for-tourism.eu

14. Other business

• 2015 edition of the 'WSET®' (Wine and Spirit Education Trust) Seminar, level 1 & 2 certificate in wines and spirits, Maribor (SI)

The 2014 edition of the 'WSET®' (Wine and Spirit Education Trust) seminar, issuing level 1 certificates in wines and spirits took place from September 25th – 28th, 2014 in Maribor. After the big success met by the seminar (16 participants from 10 member schools in 4 countries), organizers decided to extend their offer and propose level 1 and level 2 certificates in 2015.

The seminar will be combined with an important wine festival in the region of Maribor, which is famous for its exceptional wines.

To obtain the level 1 certificate, participants will have to pass a theoretical exam (consisting of 30 questions) at the end of seminar. Participants of the level 2 seminar have to pass a more difficult test (consisting of 50 questions on international wines). The questionnaires will be sent to the WSET headquarters in London where they will be corrected. The results of the test will be transmitted to the organizers in Slovenia.

Prices for full board accommodation including the seminar fee are:

- 190 Euro for a single room
- 200 Euro for a double room

Normally, only the seminar fee amounts to 190 Euro. The organizers conclude their presentation by calling upon all AEHT members to participate in the 2015 edition of the seminar to make it a big success.

• Presentation of the AEHT member school « Docklands Academy » (AEHT Code GB-18)

The AEHT National Representative of the United-Kingdom and headmaster of the Docklands Academy, Mrs Aysegul YESILDAGLAR, would like to shortly present her school to the Board members and make a more extensive presentation at the AEHT General Assembly.

The Docklands Academy is a Higher Education Institution established in July 2011 and aiming to bridge education and the world of work. It is a non-profit organization providing high-quality education in business management, hospitality, travel and tourism, catering and restaurant management, strategic management and leadership.

The school was initially created by its Managing director and owner, Mr Onder SAHAN, to form own staff for the restaurant group the latter owns in the UK.

Some exchange programmes are going on at the moment with partner schools in Estonia, Portugal, Italy and France. But the management of Docklands Academy would like to create more projects with AEHT member schools in future.

The school has prepared special education packages with language courses for students with difficulties in English. Docklands Academy will offer a free scholarship/training for a winning team at the AEHT competitions.

The AEHT President thanks the management of Docklands Academy for this generous offer.

• Presentation of the AFLYHT

The President of the AFLYHT (Association française des Lycées d'Hôtellerie et de Tourisme), Mr Bernard TROY, and the Vice-President, Mr Christian BADINAND, briefly present the French association of hotel and tourism schools counting more than 230 member schools in France. The AFLYHT is a very dynamic association with 40 institutional sponsors. It is the largest association of its kind in France offering legal counsel and technical solutions to its affiliated members.

The AFLYHT is very successful at national level, but the managing board would like to open up the association towards the international scene and thus strengthen the links with the AEHT.

In order to enhance the exchange of ideas and information between officials of two associations, the managing board of the AFLYHT proposes to invite AEHT officials to the annual congress of the AFLYHT and to send AFLYHT Representatives to the annual congress of the AEHT.

The next congress of the AFLYHT will take place on March 25th – 28th, 2015, in Amiens (F). The AFLYHT congress is the ideal occasion to discuss technical matters and the evolution of the tourism sector in general. Nearly all French hotel & tourism schools (public and private) are represented at the congress.

Mr TROY and Mr BADINAND express their wish to assist the AEHT Presidium in finding new institutional sponsors for the AEHT among the sponsors of the AFLYHT.

The AEHT President thanks the Representatives of the AFLYHT for their initiative and hopes that the negotiations with potential partners will be conclusive in short time.

• Three-monthly AEHT magazine

The delegate of the National Representative of Serbia, Mr Djordje COMIC proposes to create a three-monthly AEHT Magazine with the aim to promote the AEHT and its activities.

The National Representative of the United-Kingdom, Mrs Aysegul YESILDAGLA, approves the idea of an AEHT magazine. The team of Docklands Academy could provide technical support by bringing together the editorial content and financially supporting the printing of the magazine.

The AEHT Presidium will evaluate the necessity of an additional AEHT publication besides the AEHT newsletter.

15. Date of the next Executive Board Meeting

The next meeting of the Executive Board will take place on March 14th, 2015 in Cervia (ITA).

Diekirch, December 8th, 2014

Ana Paula PAIS

AEHT President

Nadine SCHINTGEN

AEHT Secretary General