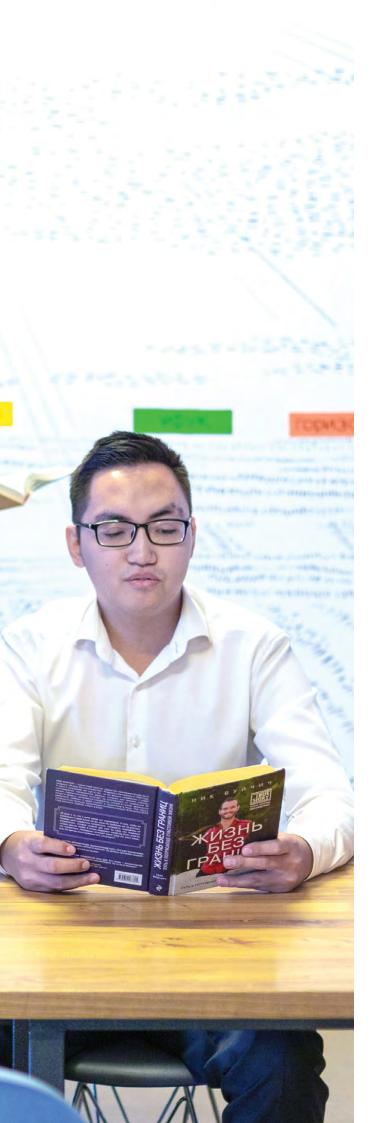
ANNUAL REPORT







# ANNUAL REPORT 2018







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## **FORMATION**

The U.S.-Central Asia Education Foundation (the Foundation) commenced operation in May 2007. The Foundation is a not-for profit corporation funded by a grant of \$15.7 million from the U.S. Government-sponsored Central Asian-American Enterprise Fund (the Fund) to continue the Fund's work in Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan. The Foundation provides educational opportunities in business and other activities to cultivate a principled, entrepreneurial environment in Central Asia that fosters the growth of free enterprise and open markets. The Foundation is grateful for support from the Fund, the U.S. Government and its citizens, which make its operation possible.

## MISSION

The Foundation's mission is to encourage and assist the development and growth of a vibrant, openmarket, private business sector in Central Asia by supporting the quality of - and affordable access to - Western business know-how and practices at selected institutions of higher education in the region that have adopted Western curricula and teaching methods; providing opportunities for educational, vocational, and cultural experience in countries that serve as positive examples of an open-market economy operating within a democratic environment; and promoting other activities that will generate a favorable environment in Central Asia for private business to succeed and for an entrepreneurial spirit to thrive.

## **PROGRAMS**

The Foundation executes its mission through two programs.

## STUDENT FELLOWSHIPS:

A financial need-based undergraduate business education scholarship program for academically gifted students, who, due to financial hardship, would otherwise not be able to pursue a university education. Scholarships are provided at selected Central Asian universities to citizen residents of the Central Asian countries of Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan.

#### **INTERN FELLOWSHIPS:**

A program for select
Enterprise Student Fellows
to gain practical professional
experience within Central
Asia, as well as educational,
vocational and cultural
experience in the United States
or other countries that serve as
positive examples of democratic
open-market economies.



The Foundation is grateful for the support from the U.S. government, its citizens and the **Central Asian-American Enterprise Fund,** which have made its operation possible.



The U.S.-CAEF Alumni Association (the Association) supports and encourages the involvement of Enterprise Fellowship Program Alumni in complementing the mission and goals of the Foundation through communication, service and leadership.

# PARTNER UNIVERSITIES:

## AUCA & KIMEP UNIVERSITY

Our partner universities, the American University of Central Asia (AUCA) in Bishkek, the Kyrgyz Republic, and KIMEP University in Almaty, Kazakhstan, were selected based on several criteria including their use of English, the international language of business, as the primary language for instruction; their adoption of a Western-style curriculum and teaching methodology; and their willingness to support the goals of the Foundation and its Student Fellows.



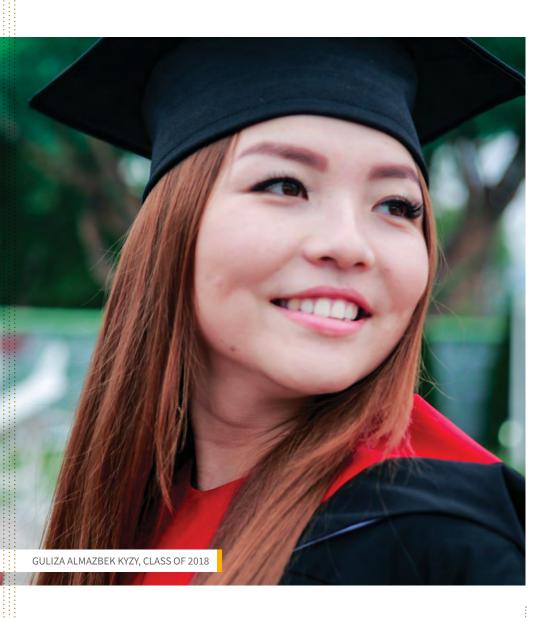


# PROGRAM ADMINISTRATOR:



American Councils for International Education is a premier, international nonprofit creating educational opportunities that prepare individuals and institutions to succeed in an increasingly interconnected and rapidly changing world. Through academic exchanges, overseas language immersion, data-driven research, and educational development programs, American Councils designs and administers innovative programs and language assessments that broaden individual perspectives, increase knowledge, and deepen understanding.

Since 1974, American Councils has worked in 85 countries important to national security, prosperity, and peace, and built a community of more than 89,000 Alumni, including national leaders, ministers, members of parliament, ambassadors, and CEOs.



# Student Fellowships

The 2018 fiscal year was another successful year for the Foundation. We celebrated our **eighth graduating class** of Enterprise Student Fellows.

29 Fellows,
14 from AUCA and
15 from KIMEP University,
completed their undergraduate
studies and embarked
on their careers.

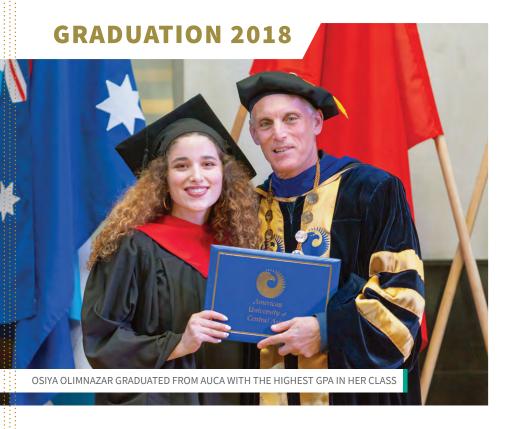
# Student Internships

The seventh U.S. **International Capstone Internship Program** took place during the fall of 2017, when six recent U.S.-CAEF graduates traveled to Washington, DC to engage in carefully selected internships from August 28 to December 6, 2017. Another select group of six graduates started their internship programs on August 27, 2018. The four-month internship program in the U.S. is designed to provide substantive professional experience relevant to each Student Fellow's degree studies.

The Regional Internship
Program continued to
be a success. Fifteen
sophomores successfully
completed their 2018
summer internships,
gaining a first-hand look at
business operations in the
region and preparing for
additional internships in
their junior and senior years.



## ENTERPRISE STUDENT FELLOWSHIPS



The class of 2018 is the eighth graduating class of U.S.-CAEF Enterprise Fellows, bringing the total number of Alumni to 229.

U.S.-CAEF
remains the largest
scholarship provider
at KIMEP University
and among the largest
financial supporters
of AUCA students.

The Directors of U.S.-CAEF traveled to Central Asia to attend commencement ceremonies on May 19 in Almaty and on June 2 in Bishkek.

Receptions in honor of graduating Fellows took place after the commencement ceremonies. Graduates and their families, current Fellows, Alumni, university faculty, administrators, internship hosts, and honored guests from the U.S. Embassy and USAID joined the events. Attendees recognized and honored the founders and directors of U.S.-CAEF and expressed their gratitude to the program, which changed the lives of U.S.-CAEF Fellows and opened important opportunities for them to grow and serve their communities.

## STEVEN F. SHEA AWARDS FOR GRADUATING FELLOWS

During the graduation receptions, Directors announced recipients of the Steven F. Shea Excellence Award (Award) for graduating Fellows. This Award was established by the Foundation in May 2015 to commemorate Mr. Steven F. Shea. a founding director of U.S.-CAEF and its first President. The Award is presented annually to the most outstanding graduating Fellows in recognition of their significant academic and professional achievements, service to the community, and active commitment to the economic growth of Central Asia.

In special recognition of the exceptionally high quality of this year's graduating Fellows at both institutions, the U.S.-CAEF Board of Directors granted Steven F. Shea awards to two graduating Fellows from each of our partner institutions, making a total of four awards for new graduates in 2018. Each awardee received a monetary award of \$1,000 USD and a plaque of recognition.

GRADUATING SENIOR AWARD WINNERS



#### **AZATBEK ISMAILOV**

Azatbek is originally from Osh, Kyrgyz Republic. He graduated magna cum laude from the School of Entrepreneurship and Business Administration (SEBA) at AUCA in June 2018.

During his time at AUCA, Azatbek served as Finance Manager of the ENACTUS Enterprise Club, Regional Counselor with "Camp of America," FLEX Project Leader for "Green Leaf," and Finance Manager and Vice President of the Youth Social Entrepreneurship Project (YSEP). He also participated in the Model United Nations conference at Ata-Turk University, Turkey, where he received the Distinguished Delegate Award. In 2016, he co-founded the AUCA Case Club and served as the organization's president.

In April 2018, together with two other U.S.-CAEF fellows, Azatbek won the international Mars case competition, bringing the first ever victory to AUCA. In addition to these accomplishments, Azatbek also held internships at Kyrgyzstan's State Antimonopoly Agency, SortD On Demand Service Company, Sky Mobile L.L.C. and the Central Asian Free Market Institution in Bishkek. In recognition of his remarkable achievements, Azatbek was selected to participate in the U.S.-based Capstone Internship Program in fall 2018.



#### **ZHIBEK KAMALBEK KYZY**

A native of Padek village, Jalal-Abad, Kyrgyz Republic, Zhibek is an outstanding AUCA Fellow who has demonstrated academic excellence and impressive leadership abilities. She graduated from AUCA summa cum laude. During her semester abroad at the SolBridge International School of Business in Daejon, South Korea in spring 2017, Zhibek earned high grades as well.

In the summer of 2017, Zhibek won a FLEX Alumni grant to organize a social project called "TechMothers" to teach basic computer skills to 35 women from Naryn and Jalal-Abad, the economically disadvantaged areas where digital resources are limited. The project aimed to enhance workplace productivity for employed women and to improve employment prospects for unemployed participants. In addition, Zhibek organized the "Better Understanding for a Better World" conference in 2016, as well as a special project for Children's Day, which raised money for children in the Korean Development Center in Ivanovka. Zhibek also participated in the ProKG Leadership Program and the Cultural Diplomacy Club, the ENACTUS Club, and led the Youth Social Entrepreneurship Project (YSEP). Zhibek continued to expand her work experience by interning at Beeline and the United States Embassy in Bishkek. In fall 2018, Zhibek participated in the U.S.-CAEF International Capstone Internship Program in Washington, DC.

**GRADUATING SENIOR AWARD WINNERS** 



#### **ZHAKSAT BASSEN**

Zhaksat grew up in Aiteke Bi, a provincial town and the administrative center of Kazaly District in the Kyzylorda Region of Kazakhstan. An Accounting and Audit major, Zhaksat graduated from KIMEP University summa cum laude by earning a GPA of 4.31 (of a maximum 4.33), the highest among U.S.-CAEF Fellows of all cohorts in Almaty. In 2016, Zhaksat won the "Best Student of Almaty" competition and received the Erasmus+ scholarship to study at Tomas Bata University in Zlin, Czech Republic. Prior to his semester abroad, he completed the E2 Educational Services Transformational Leadership training in Almaty and was selected to participate in the Entrepreneurial Leadership Program in Seattle and Chicago in the summer of 2016. In addition to excelling in his academic pursuits, Zhaksat has served as an office assistant in various departments at KIMEP, including the Office of the President, the Internal Audit Department, and the Finance and Planning Department. In 2017, Zhaksat's successful participation in the Accounting Olympiad led to an internship, and eventually a job offer, with PricewaterhouseCoopers. In addition, Zhaksat received several leadership awards and certificates for his involvement in the International Oil & Gas Exhibition, the Turan Model United Nations, the Nauryz Family Days, and the Special Olympics Games in Almaty. In fall 2018, Zhaksat became one of the six U.S.-CAEF fellows selected by the Board to take part in the Capstone Internship Program in Washington, DC.



#### JAHONGIR RAHIMOV

Jahongir comes from Chkalovsk, Sughd Province, Tajikistan. A Finance major, Jahongir graduated from KIMEP University cum laude in May 2018. In the 2017 fall semester, Jahongir studied at the University of Applied Sciences Upper Austria, Steyr through the Ernst Mach grant. Upon his return from Austria, Jahongir became a finalist of the Eurobak Academy competition, where he took part in the activities of the Marketing & PR University of Practical Knowledge. During the same year, he successfully completed the Bloomberg Market Concepts course, and his team won 1st place out of 65 teams at the CIMA Business Challenge. Jahongir was also Kazakhstan's winner of the Procter & Gamble CEO Challenge Europe, and was selected to travel to Moscow, Russia as a finalist.

In addition, Jahongir served as Vice President of Finance and President of the U.S.-CAEF Student Association. Jahongir's work experience includes internships at IMON International, M-KAT Group, Magnet Oil & Gas Group and employment with KPMG. He also held a position as Director Assistant with a U.S.-CAEF alum's company, CREATE3D, and most recently served as a project manager with Changellenge Kazakhstan. In recognition of his remarkable achievements, the Foundation selected Jahongir to participate in the fall 2018 U.S. Capstone Internship Program in Washington, DC.

## **NEW RECORD**

# 55% OF SENIORS GRADUATED WITH HONORS

In keeping with traditions established by previous cohorts, the 2018 graduating class upheld the high standards of the U.S.-CAEF program, completing their studies at AUCA and KIMEP University with impressive results. Of twenty-nine senior Fellows, sixteen graduated with honors, which is a new record for U.S.-CAEF.



**DASTAN AKHTAYEV** 



ZHAKSAT BASSEN



ZUHRO GANJIBEKOVA



ZHIBEK KAMALBEK KYZY



**OSIYA OLIMNAZAR** 



**KANAT OSMONOV** 



AZATBEK ISMAILOV



ADYLBEK KENZHEBEK



**ALTYNAI MELISOVA** 



**CHYNGYZ BEGIMKULOV** 



KAMILA BEKBAGANBETOVA



KARIMKHON BUKHADUROV



SHAHLO JONMAMADOVA



**MEERIM KARAKHASANOVA** 



JAHONGIR RAHIMOV



ZULFIYA URUNOVA





**13** KYRGYZ REPUBLIC

KAZAKHSTAN

**TAJIKISTAN** 

TURKMENISTAN

**UZBEKISTAN** 

Throughout their four years of study, the graduating Fellows have shown themselves to be true leaders and role models at their respective universities.

## Upon their graduation, about 92% of Fellows either secured employment or enrolled in graduate or internship programs,

an impressive indicator that AUCA and KIMEP Universities' business programs enjoy a strong reputation among such leading companies and organizations as Air Astana, Amadeus, Beeline, BDO LLP, Coca-Cola, Crowe LLP, Mars, KPMG, McCann, PricewaterhouseCoopers, Spitamen Bank, Samsung, United Nations Development Programme, and others. Two AUCA Fellows, Chyngyz Begimkulov and Kanat Osmonov, enrolled in master's degree programs at AUCA and Hult International Business School, San Francisco, USA respectively.

Enterprise Fellows reported that their academic programs, internship experiences, and career development workshops organized by the U.S.-CAEF program played a major role in their subsequent employment and scholarship awards.

# In 2017-18, the Foundation provided:

**108** FELLOWSHIPS

**56** AUCA

**52** KIMEP UNIVERSITY

In 2018-19, the Foundation provided:

**107** FELLOWSHIPS

**55** AUCA

**52** KIMEP UNIVERSITY

## STUDENT FELLOWS BY CITIZENSHIP SINCE PROGRAM INCEPTION:



#### STUDENT FELLOWS BY INSTITUTION SINCE PROGRAM INCEPTION:



The academic performance of Enterprise Student Fellows in 2017-18 was exemplary. Overall, the program-wide GPA average remained high at 3.58. The percentage of Fellows earning a GPA of 3.00 or higher stands at 92.2 % at AUCA, while 93.3% of Fellows at KIMEP University completed their studies in good academic standing.

21 AUCA FELLOWS WERE RECOGNIZED ON THE PRESIDENT'S & DEAN'S LISTS **DURING 2017-18 ACADEMIC YEAR.** 



At AUCA, fourth-year students with a cumulative GPA of 3.8 or higher are named to the President's List. Students in their second, third, or fourth years of study with a GPA of 3.67 or higher are named to the Dean's List.

The names of the AUCA Student Fellows who received such honors in the 2017-18 academic year are listed bellow:

CLASS OF 2018	CLASS OF 2019	CLASS OF 2020	CLASS OF 2021
Zuhro Ganjibekova	Daniiar Abdiev	Uulzhan Aitnazarova	Bekzat Sadyrbaev
Azatbek Ismailov	Azatbek Alibaev	Farzona Khaidarova	Iskender Tavaldiev
Zhibek Kamalbek kyzy	Kasiet Mambetkul kyzy	Suhailo Mamadniyozova	Bibigul Arzybaeva
Altynai Melisova		Zhanna Marchenko	Nurzada Abdivalieva
Osiya Olimnazar		Olga Pykhova	-mrg
Kanat Osmonov		Atobek Rakhimshoev	TOTAL DESIGNATION OF THE PARTY
	-	Aizharkyn Kudaibergenova	
		Meerim Zhanybek kyzy	W FOR

32 KIMEP UNIVERSITY FELLOWS WERE RECOGNIZED ON THE PRESIDENT'S & DEAN'S LISTS DURING 2017-18 ACADEMIC YEAR.



At KIMEP University, full-time students with a semester GPA of 4.0 or higher are named to the President's List, while those with a semester GPA of 3.75 to 3.99 are placed on the Dean's List.

The names of the KIMEP University Student Fellows who received such honors in the 2017-18 academic year are listed bellow:

CLASS OF 2018	CLASS OF 2019	CLASS OF 2020	CLASS OF 2021
Dastan Akhtayev	Aigerim Akimzhan	Bayan Bekbas	Mukhammadnosir Abduzhabbarov
Nursultan Aytbaev	Bekzhan Akbayev	Nazirakhon Kholturaeva	Dilnaz Imeramzayeva
Zhaksat Bassen	Nigora Burhonova	Gavkharkhon Mamadzhanova	Adilkhan Kalibek
Kamila Bekbaganbetova	Alisher Murtazaev	Sultan Molutov	Umar Nasriddinov
Elvira Chuibekova	Nilufar Umarova	Malikabonu Orifjanova	Dilrabo Saidalieva
Guljemal Hojalyyeva	Rustem Yesnazarov	Meylis Rahmanov	Symbat Slambayeva
Shahlo Jonmamadova		Paluan Rimov	Ruslan Zhanaidar
Jahongir Rahimov		A DO STATE	Abduvokhidkhuja Qodirov
Aidai Topchubaeva		The state of the s	
Zuhro Qonunova		VIII DOS TOTO	CALL TO THE STATE OF THE STATE
Zulfiya Urunova		STATE OF THE STATE	No. of the last of



On April 26, KIMEP sophomore **Dilnaz Imeramzayeva** was honored to be included in a book of top students of the Republic of Kazakhstan called "Zhas Kyran" ("Young Eagle"), in its first year of publication. The project was sponsored by the public organization Bridges of Accord.

"During the award ceremony, I met many successful and talented young people who came from different regions of my country. Representatives of different business communities and public authorities were also invited to the ceremony. Among them was the author of the coat of arms of the Republic of Kazakhstan, Zhandarbek Malibekuly, who presented the awards to us. This project made me believe that everything is possible if you try your best" wrote Dilnaz.

## Recruiting & Selection

Recruitment activities for the U.S.-CAEF Fellowships continued until the application deadline of January 19, 2018. American Councils field staff carried out a rigorous recruitment drive, traveling extensively throughout the region and finding creative strategies to reach out to new constituencies. As a result, we received 449 Fellowship applications in 2018. This is the highest number of applications in the history of the program.

By engaging applicants from diverse, often underserved areas of Central Asia. our colleagues' efforts continue to ensure that the Fellowship remains truly accessible to students of all backgrounds.

Application numbers remained high from Kazakhstan, the Kyrgyz Republic and Tajikistan continuing U.S.-CAEF's growing reputation in these countries.

However, application numbers remained low in Uzbekistan and Turkmenistan due to government policies that prohibit direct recruitment.

## **Future Leaders**

Enterprise Student Fellows are leaders, innovators, role models, and active members of university clubs. They contribute markedly to their campus communities and strive to develop the talent and perspective essential to leadership in a challenging world. Below are just a few of many examples of their leadership.

For the first time in the history of the program, three U.S.-CAEF fellows were elected to the AUCA Student Senate in AY 2017-18: Suhailo Mamadniyozova of Tajikistan as Financial Officer and PR Assistant, **Elaman Saralayev** of Kazakhstan as Head of the Hearing Committee and Sevara Tadzhibaeva of Kyrgyzstan as Head of the Student Intellectual Life Committee. During the recent AUCA Senate elections for AY 2018-19, U.S.-CAEF Fellows Sezim Zhenishbekova and Olga Pykhova shared a sweeping victory over their opponents for the positions of Vice Chairman and Finance Officer, respectively. In their roles as Senate officers, the Fellows support studentinitiated projects, professional development opportunities, student research, and activities at the Writing Academic Resource Center (WARC) and Career Center.



In addition to her involvement with the student government, Sezim Zhenishbekova also serves as President of the AUCA Case Club. Established by U.S.-CAEF Fellows in June 2016, the Club has successfully promoted the business case culture not only among the students of AUCA but among other universities in Kyrgyzstan. They accomplished this primarily by organizing national case competitions, which helped create a group of motivated students who were prepared to test their skills against the best business students around the world. Four AUCA students, including U.S.-CAEF sophomores Sevara Tadzhibaeva, Meerim Zhanybek kyzy and Zhanna Marchenko, took part in the HSBC/HKU Asia Pacific Business Case Competition held in Hong Kong on June 4-8, 2018 and earned a spot in the final round.

In Almaty, President of the KIMEP Case Club, senior Zulfiya Urunova, upheld the organization's high standards and values established by her predecessor, U.S.-CAEF Fellow **Chynara Erkulova**. The club provides substantive training in analyzing and solving real-world business problems to its members, who are admitted to the club through a rigorous selection process. The club organizes both national and international case competitions in cooperation with the leading companies of the region. In April 2018, Zulfiya signed an agreement with Mars Kazakhstan, which allowed the club to organize a case competition for the leading universities in Almaty and Bishkek. The club prides itself on grooming its members for excellence and giving them a career advantage.

KIMEP junior Sultan Molutov became one of 30 young leaders out of 600 applicants to win the Surplace Scholarship Award from the Konrad Adenauer Foundation (KAF), a German political organization that promotes freedom, peace, democracy and justice. The foundation supports gifted young people who aspire not only to achieve

## ENTERPRISE STUDENT FELLOWSHIPS

excellence in their studies, but are also willing to devote their knowledge, strength and leadership to participating in the political and social life of their countries. Another KIMEP junior, Gavkharkhon Mamadzhanova, was selected to take part in the Central Asian Youth Network (CAYN) conference held on June 26-28, 2018, in Almaty, Kazakhstan. At the conference, young leaders from Central Asia, Mongolia and Afghanistan met to share perspectives on addressing threats to security in the region and encourage a co-operative approach among students from their respective countries.

After taking part in the Study of U.S. Institutes (SUSI) on Women's Leadership Program in the summer of 2017, Nigora **Burhonova** was motivated to share the knowledge that she gained in the U.S. with the girls in her own community. In August 2018, she was able to realize her idea and conducted a two-day training program called "Women Make Change" for girls in her hometown, Khujand.

"Most girls in Tajikistan have limited opportunities for development and fulfillment of their goals, although many of them have potential to make positive changes in their lives and in society. Consequently, the goal of the training was to teach young girls aged 14-18 about women's leadership, help them develop their leadership and communication skills, learn about project management and eventually, implement their own projects,"

-Nigora.







A similar project, organized by AUCA Junior Meerim **Zhanybek kyzy**, focused on developing self-confidence and leadership skills in high school girls in Kochkor-Ata. The project, called "Dream Girl," was conducted with the help of a grant from the U.S. Department of State.

U.S.-CAEF Fellows and Alumni Altynai Melisova, Guliza Almazbek kyzy, Kasiet Mambetkul kyzy, Atai Amanatov, Sezim Zhenishbek kyzy, Olya Pykhova, Uulzhan Aitnazarova, Samat Osmonov and Azim Tilekov were selected from among 200 applicants to participate in ProKG's highly rated leadership program on May 18-19 in Bishkek. The program provides intensive professional development workshops, guest lectures, and great opportunities to build a professional network through its mentorship program.

# OF THE FINALISTS WERE U.S.-CAEF FELLOWS & ALUMNI

"I am sure that the fact that I am a U.S.-CAEF student played a great role in being selected for the Leadership Program. U.S.-CAEF is like a well-known brand. When people know that you are a U.S.-CAEF Fellow or Alumna, they know that you are a motivated, responsible and talented person. This brand of the U.S.-CAEF program builds trust between you and the admission committee. They know if they invest in you, they won't be mistaken"

- Guliza Almazbek kyzy

## Enhancing Learning Through Practical Experience

U.S.-CAEF Fellows actively seek out professional development opportunities to prepare for their future careers. To meet this demand, numerous career planning, professional development, and team-building seminars are organized by U.S.-CAEF throughout the year. Such activities help Fellows develop important soft skills, learn about local industries, establish important business contacts, and explore potential career paths. They also inspire Fellows to seek opportunities to apply their knowledge and skills outside the university. A few examples include:



Fascinated by the power of new technologies to change the business world.

Daniiar Abdiev has focused on gaining experience at companies that use technology to improve their products and processes. In May 2018, Daniiar joined the Big Data department of Beeline telecommunications company where he develops algorithms detecting patterns in big data using machine learning techniques.





In July, Sevara **Tadzhibaeva** helped a group of researchers from Germany

to collect data in the Chui district for the new project, Insurance for Farmers, launched by a local insurance company called "Jubilee." Sevara found this experience eye-opening and enriching, and felt that it helped her understand the challenges and risks of planning and implementing new projects.





Sezim **Zhenishbekova** was involved in a research project throughout the

summer called "Electric Vehicles in Kyrgyzstan: Status Quo, Potentials and Strategies for Accelerated Deployment," sponsored by USAID. The purpose of the project was to provide an analysis of electric vehicles in Kyrgyzstan, including the total costs of ownership, a review of existing policies, and an overview of current options for an accelerated adoption.



As part of the FLEX Exchanges to Internships program, AUCA junior Bekzhan

**Tashbaev**, was selected to intern at the State Agency for Antimonopoly Regulation in the spring of 2018. This highly competitive program, created by the U.S. Embassy in Kyrgyzstan and American Councils in 2011, offers only 10 internship placements each year.

"My peer and I developed brochures providing information about the antimonopoly agency and fair competition. The brochure was very useful, as most consumers do not know where to go in cases of violations of customers' rights."

-Bekzhan



For **Meerim** Moldalieva. interning with Textile Trans was a special

opportunity, as she has been dreaming about working in the textile industry since high school. Meerim hopes that the experience will give her a competitive advantage when she applies for her first job in the industry.



While interning in the finance department of Mars CEAB, Aidai **Topchubaeva** 

developed a new system that significantly improved the efficiency of financial analysis and audit procedures of the company.



Sophomore **Nazirakhon** Kholturaeva also found her internship with

Eurasia Insurance helpful for her future development and career. As a member of the organizational committee, she was involved in the four-month preparation for the 14th International Risk Management Conference held at Ritz Carlton in Almaty on April 19-20. The internship helped her gain insider knowledge about the insurance field, enhance her communication skills and expand her business network.



Following the footsteps of older Fellows, freshman **Bekzat** Sadyrbaev took

an internship with Civil Initiative on Internet Policy (CIIP). This NGO focuses on internet security and seeks to ensure transparency in government, fair competition, and free access for citizens to telecommunication services and information resources in Kyrgyzstan.

"This internship gave me an opportunity to discover all the nuances of working in the non-governmental sphere. Being part of this team was useful for my growth as a young businessman, as any business requires negotiation skills and knowledge of project procedures."

- Bekzat





Fellows recognize the need to bring a global perspective to the economy of the Central Asian region. Therefore, they use every opportunity to enrich their knowledge and experience through participation in international events and programs.

On November 18-21, KIMEP senior Karimkhon **Bukhadurov** attended the 43rd Business Today International Conference called "Redefining Innovation: Leading the 21st Century Revolution" in New York, organized by undergraduate students at Princeton University. Karimkhon was chosen as the only delegate from Central Asia and was one of 130 attendees from a pool of 2,100 applicants from top universities around the globe. The conference featured 70 executives who shared their perspectives on disruption, innovation, and sustainability in the current business world. During the conference, Karimkhon listened to keynote speakers, participated in panel discussions, and attended executive seminars on change management and value creation, disruption in the media and entertainment industry, and sustainability in the

banking industry. In addition, students competed in the Millennium Challenge, during which teams worked on solving social issues in the areas of health care, environment, globalization, and education, and pitched their ideas in front of a panel of judges. Karimkhon's team developed the concept of an application to match electric vehicle owners with electric charging stations and became one of the top four teams, featured in the Wall Street Journal.

Saira Duishonbekova, Zhibek Kamalbek kyzy and Takhmina Zakirova were selected to represent Kyrgyzstan at the 19th World Festival of Youth and Students on October 14-21 in Sochi, Russia. The festival gathered over 20,000 students from 180 countries.

"I attended almost every lecture about entrepreneurship and support of small and medium businesses. I gained many fresh ideas for my future career plan. Meeting participants from all over the world helped us see things from other perspectives."

#### -Saira Duishonbekova

Many U.S.-CAEF Fellows regard study abroad as a critical component of their higher education experience. Therefore, it is no surprise that the number of students interested in exchange programs is consistently large. In AY 2017-18, 22 U.S.-CAEF Fellows were selected to participate in international exchange programs in Austria, France, Hong Kong, Norway, Poland, South Korea, Singapore, Sweden, and the USA.





Nigora Burhonova and Nilufar Umarova were awarded Ernst Mach scholarships by the Austrian Agency for International Cooperation in Education and Research to study at the IMC University of Applied Sciences in Krems, Austria. Interactive sessions and involvement in market research projects helped them gain valuable professional knowledge and piqued the Fellows' interest in the marketing field.

A semester at Gachon University, South Korea helped Olga Pykhova determine her major at AUCA.



"I took Strategic Management and Organizational Behavior courses and through studying them, I understood that I am interested in learning management, and how organizational culture can affect productivity. Now, management is a field that I want to study in depth."

- Olga



## **RISING TO THE CHALLENGE:**

# Fellows Fare Well in Business Competitions

Every year, U.S.-CAEF Fellows take part in challenging business competitions to test their knowledge and skills. As in past years, our current Fellows fared well in competitions with their peers, garnering numerous prizes.

## **SMART & TAXY**

On March 16-30. KIMEP senior Shahlo Jonmamadova participated in the Smart and Taxy case competition, organized by PricewaterhouseCoopers, Kazakhstan.

This competition gives students from different universities the opportunity to learn more about taxes, test their analytical and presentation skills, make new friends and compete to receive a job offer from the PWC tax department.



"My team was tasked to act as a PwC consulting group. For our analysis, I decided to work on transfer pricing (TP), since we do not cover TP in our taxation course at KIMEP and I wanted to learn something new. That made the research even more interesting and challenging. After two weeks of working on our case, we presented our solutions to the PwC managers and partners, explaining what taxes the company had to pay, which taxes they could avoid and what the consequences would be if the company violated the country's tax laws. Two weeks of intense research paid off- my team won 1st place. The moment when they announced us as winners was euphoric and magical. This competition was an opportunity to work with talented team members and understand how interesting taxation can be. I really enjoyed working with students from different universities of Almaty." -Shahlo



## MARS CASE COMPETITION

In April 2018, AUCA seniors Azatbek Ismailov, Adylbek **Kenzhebek** and **Kanat Osmonov** became winners of the Mars business case competition in Almaty.



"The competition consisted of two parts: the online stage and Super Finals. First, we were asked to develop a strategy that would increase Mars' sales up to 30% by 2021. Using the knowledge and skills gained from our internships, previous case competitions, and academic courses, we submitted the first part of the solution, and we were invited to the Super Finals in Almaty. Eight strong teams defended their ideas and strategies in front of the Mars executives. However, the judges leaned towards our solution as they found it the most innovative and logical. This case competition will remain forever in my memory for two reasons: first, we are the first students from Kyrgyzstan to win a case competition in Kazakhstan; and second, the amazing 35 sleepless hours spent together with my friends while preparing for Super Finals."

#### -Azatbek



## STOCK SIMULATOR COMPETITION

KIMEP junior Paluan Rimov placed 5th at a stock simulator competition organized by Kazakhstan Stock Exchange (KASE) in the fall of 2018. Stock simulator is an annual event organized by KASE. The main goal of the project is providing the opportunity for participants to enhance and practice their financial knowledge. This year, the top 23 students were offered internships at leading Kazakhstani banks & investment companies.



# Community Outreach

During the 2017-18 academic year, Enterprise Student Fellows took part in a wide range of initiatives that helped them make a difference in their communities while developing skills to become socially responsible business leaders. Fellows organized charitable events and fund-raising activities for local orphanages and disabled people, took part in multiple business development projects, provided consultations to local startups, implemented several environmental and health awareness projects, and helped organize important conferences. The following are just a few examples of our Fellows' involvement in projects that benefit society.

## YOUTH SOCIAL **ENTREPRENEURSHIP PROGRAM**

## Meerim Zhanybek kyzy,

Co-Founder and President of the Youth Social Entrepreneurship Program (YSEP), spearheaded two important projects. The first one, "Help for Homeless," carried out with fellow U.S.-CAEF peer Aizhamal Shaeva, was a successful clothing drive for 30 homeless people in Bishkek

The second project, "Explore English," aimed to teach English to 21 secondary school students from financially disadvantaged backgrounds. Among the trainers were several U.S.-CAEF Fellows: Elvira Shekeeva, Bekzat Sadyrbaev, Nurzada Abdivalieva, Iskender Tavaldiev, and Bibigul Arzybaeva. In addition to English classes, Fellows motivated the students to explore educational opportunities and programs.



## **VOLUNTEERING** WITH UNICEF **KYRGYZSTAN**

Begimai Bolotbekova became one of the first forty UNICEF Kyrgyzstan volunteers. In August 2018, UNICEF Kyrgyzstan launched a project called "Safe Schools." Begimai visited different schools where she made presentations about safety for parents and teachers, conducted fire alarm and earthquake simulation exercises, and posted information on social media to raise awareness about safety in society.





In August, Sevara Tadzhibaeva and Azatbek Ismailov volunteered at Summer Camp America in Isfana, Kyrgyzstan. The camp program included a wide range of activities for children from remote villages including music, dance, art, English classes, book discussions, and sports.



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"Interacting with pure and innocent kids melted my heart. This experience was another reminder of how rewarding it is to spend your time on social projects."

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-Sevara

## 3RD WORLD **NOMAD GAMES**

From August 20 to September 9, Olga Pykhova volunteered at the 3rd World Nomad Games, Issyk-Kul, Kyrgyzstan as a translator and a guide for a group of 7 journalists from the USA, Germany, Ireland, Austria, South Africa and Russia.



"A total of 550 representatives of different media agenciescame to the World Nomad Games. While helping the journalists by explaining the Kyrgyz traditions and sports, I learned about the Kyrgyz culture more myself.

The World Nomad Games gave me an opportunity to fall in love with Kyrgyzstan once again."

-Olga

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#### ENTERPRISE STUDENT FELLOWSHIPS

## **MEGAMOZGIYA**

In November 2017, Altynai Melisova organized the "Megamozgiya" project in At-Bashy, Naryn, Kyrgyzstan. was to address educational

The main purpose of the project gaps in rural and urban schools, and to help children from low-income families build confidence in their future



"The project was interactive and extremely creative. We founded the republic of "Megamozgiya," where 50 high school students had to apply for Mega visas, become citizens, attend universities, invest money in Mega and be engaged in several civic activities. It was a simulation of metropolis life for teenagers who live in remote regions of the Kyrgyz Republic. The key purpose was to encourage kids in rural communities to believe in themselves, develop critical thinking skills and make actions toward their dreams! This was my seventh social project.

My goal is to run 100 civic initiatives throughout my life since social entrepreneurship has become my passion and I truly enjoy working with youth. I am also glad that freshman Elvira Shekeeva and sophomore Atai Amanatov volunteered to help me. Our young Megamozgians were so happy to participate in this fun project, and they infected us with their excitement. We returned to Bishkek full of positive emotions!"

-Altynai





During the fall break, **Bekzat Sadyrbaev** and **Jyldyz Apyshova** organized a social education fair for 25 children in Talas.

"We wanted to motivate them to apply for different programs and teach them time management skills. We used videos and stories of U.S.-CAEF Fellows to motivate the students. Also, a FLEX alum shared his story about the FLEX program. I hope that one day they will share their own success stories with school students."

-Bekzat

# Regional Summer Internship Program

The Foundation's Regional Internship Program offers Fellows the opportunity to take their first steps toward a successful career. The program continues to draw a significant number of Fellows despite the wide range of competing employment and educational opportunities available in the summer months. The program allows Interns to explore their professional interests and examine new career paths, learn practical work skills, expand their knowledge, and gain first-hand experience in professional work-place settings.

**SOPHOMORES** WERE SELECTED TO PARTICIPATE IN SUMMER REGIONAL **INTERNSHIPS** 

The quotations below, excerpted from students' reports, reflect Fellows' thoughts about their internship experiences in Bishkek and Dushanbe:



"I was lucky to have my internship in the summer, as it is the busiest season in the beverage industry. There were three major highlights: having a chance to be part of Coca-Cola Kick Off, which was organized by U.S.-CAEF alumna Anisa Hojieva, a marketing specialist at the company; being introduced to the corporate financial programs led by another U.S.-CAEF alumna, Mohinav Amonulloeva, an ambitious commercial finance analyst; and taking part in the official launch of the Fuse Tea production with new technology in Tajikistan. In addition, I had a chance to participate in several meetings with the organizations that work with CCI Tajikistan."



"Since I worked with the project management team, including my supervisor, U.S.-CAEF alumna Aizharkyn Burkanova, I helped with the implementation of several projects simultaneously. All of them were different, so it was very useful for me. I was able to use and improve several skills, namely, negotiation skills, Microsoft Excel, market analysis, and case solving. Negotiation with the partners of the company was perhaps the most useful experience, as it helped me overcome the fear of business communication.... This program was the best opportunity to understand myself and determine the next steps in my career."



"I interned in two departments: the commercial accounting department and the marketing department of the company. The internship helped me not only to develop my hard and soft skills, but also to learn important lessons which will help me in my future career path. One of the most useful insights I gained from the internship relates to understanding of my own strengths and weaknesses. I understood that I need to advance my skills in Microsoft Excel, 1C business software, data analytics, and the basics of programming further. On the other hand, I found out that I am a quick learner and a communicative person. These qualities helped me overcome the challenges."



Since the expansion of the Regional Internship Program to Tajikistan in 2016, a total of **14 Tajik sophomores** have interned at leading international companies in Dushanbe; several Fellows have subsequently received job offers or second internship offers. Motivated by the success of the program, Tajik students from other cohorts sought out summer internship opportunities in Dushanbe as well, leading us to believe that more Tajik Fellows are interested in pursuing careers in their native country, which needs highly qualified, English-speaking specialists in finance, accounting, auditing, and marketing.



Among the Fellows who completed their second internship in Dushanbe is KIMEP senior Nilufar Umarova.

"I loved my internship company and the people of JYSK Tajikistan, so I decided to do another internship there for the second summer in a row. After taking the Digital Marketing course at KIMEP, I wanted to gain experience through maintaining JYSK's social media pages and website. With my supervisor Jovid Bakhtovarkhonov's support, I became in charge of JYSK's Facebook and Instagram pages. Within a month of the internship, I received a job offer for assistant of the marketing manager that I might accept after graduating from KIMEP University," -Nilufar

The success of the internship program in Dushanbe can be largely credited to the partnership between American **Councils and American Chamber of Commerce in** Tajikistan. AmCham played an important role in helping U.S.-CAEF establish collaborative relations with Coca-Cola, BDO, Deloitte, JYSK, FINCA, Moores Rowland Crowe, and RSM through the summer internship program. This year, AmCham also invited U.S.-CAEF interns and Alumni to participate in the business training on Risks and Methods of Risk Evaluation.

Legal Risks in Bank Activities and The Advantages of External Audit in Development of Business conducted by Crowe Horwath ACG on August 8. Over 15 representatives attended the meeting, from such companies as Coca-Cola, General Electric, Deloitte, ASR Leasing, Spitamen Bank, Sheraton Hotel and others. According to the Fellows' feedback, the conference helped them learn about the businesses environment in Tajikistan and motivated them to pursue their careers in their home country.



The Foundation is grateful to the companies in Kazakhstan, the Kyrgyz Republic and Tajikistan that have hosted **118** Enterprise Regional Interns since the inception of this program in 2009. These companies include:

ADM CAPITAL	FINCA MICROFINANCE BANK LIMITED	OLIVE HOTEL
ALPHA TELECOM	FLAMINGO PARK	POLYGON INTERNATIONAL, LTD
ARDAMINA TEXTILE COMPANY	FOREIGN INVESTORS ASSOCIATION	PROJECT HOPE
ARLAN FINANCE LLC	GARANT, LLC	PROMOTANK
ASIA UNIVERSAL BANK	GAZPROM OIL ASIA	QUASAR
BAI TUSHUM & PARTNERS MICROFINANCE BANK	GIZ	RCG INVESTMENT FUND
BDO INTERNATIONAL	HSBC BANK	RSM TAJIKISTAN
BEELINE	HYATT REGENCY	SAVE THE CHILDREN INTERNATIONAL
BEYOND INVESTMENT GROUP	INSPIRE CONSULTING	SBERBANK OF RUSSIA
BUSINESS CLINIC OF CENTRAL ASIA	INTERNATIONAL BUSINESS COUNCIL	SHORO COMPANY
CAI CONSULTING	JYSK TAJIKISTAN	SK LEASING JSC
CAPITAL BANK KAZAKHSTAN	KARAKOL COFFEE SHOP	STATE SECTOR FOR HUMAN RESOURCES MANAGEMENT
CENTER FOR EDUCATIONAL ASSESSMENT	KAZINVEST	TALAS COPPER GOLD, LLC
CHANNEL 7	KAZNETEVENTS	TEACHING METHODS
COCA COLA	KYRGYZ CONCEPT	THE FARM
CROW HORWATH ACG TAJIKISTAN	KYRGYZ CREDIT INVESTMENT BANK	THE U.S. EMBASSY IN BISHKEK
DELOITTE & TOUCHÉ TAJIKISTAN	MANAS INTERNATIONAL AIRPORT	THE UNITED NATIONS
DEMIR KYRGYZ INTERNATIONAL BANK	MEGACOM	WORLD CLASS FITNESS CENTER
DININGSMART	MINISTRY OF FINANCE OF KYRGYZ REPUBLIC	ZHETI ATA
EURASIAN BANK	NATIONAL LEASING COMPANY	



Enterprise International Capstone Internship Program

The U.S.-CAEF Enterprise International Capstone Internship Program (Capstone) is administered by American Councils in partnership with The Washington Center, TWC (www.twc.edu). Conducted in Washington, D.C., the program is designed to help postgraduate Fellows decide a career direction and acquire the skills and experience needed to succeed in their professional pursuits.

Two groups of outstanding sophomore Fellows participated in the U.S.-CAEF Enterprise International Capstone Internship Program during the period of this report.

## **CAPSTONE 2017**

During the reporting period, the 2017 Capstone Fellows – Shahnoz Jonmamadova, Zhamilia Klycheva, Zarrinakhon Mulloboeva, Samatbek Osmonov, Kuttubek Rakhmanberdiev and Jamshedi Umarzoda – successfully completed their fall semester program in December 2017. The program helped them gain valuable workplace skills, explore career options, and build international professional networks. Zhamilia Klycheva, who credits her recent successes to the Capstone program, wrote,

"I have an advantage over my peers back home and it is not only because of the professional skillsets I have gained. It is also because of my cross-cultural communication skills."

Upon her return to Bishkek, Zhamilia was employed as a marketing specialist by Coca-Cola. In fall 2018, Zhamilia received a scholarship to pursue a master's degree in International Studies with a focus on Data Science at Claremont Graduate University, Claremont, CA, USA.

"These four months became some of the best in my life. The Capstone program gave me invaluable knowledge and experience that will enable me not only to become a successful professional, but more importantly, to make a tangible contribution to my community," reflected **Samatbek Osmonov**, who was hired as a mobile application developer by Zensoft, a leading IT company in Kyrgyzstan, immediately after completion of his internship program.



## **CAPSTONE 2018**

On August 27, six outstanding U.S.-CAEF Fellows began the 2018 U.S. International Capstone Internship Program: Zhaksat Bassen, Azatbek Ismailov, Zhibek Kamalbek kyzy, Altynai Melisova, Jahongir Rahimov and Zulfiya Urunova.

In keeping with their interests and skills, the Fellows were placed in internships at Atlas Corps, Global Entrepreneurship Network, Ashoka, PYT Funds, Manchester Trade and Street Entrepreneurs. The comments below reflect the interns' first impressions about their internships.

## **ZHAKSAT BASSEN** ATLAS CORPS

"Overall, the first month in Washington, DC changed a lot of things in my life. I became more confident in my goals and identified areas where I want to develop."



## ZHIBEK KAMALBEK KYZY

ASHOKA CHANGEMAKERS

"Before the Capstone program, I didn't think that an internship could meet both my professional and personal interests. Professionally, I am striving to work in the field of finance and business, while personally I am passionate about developing local communities. I am very satisfied with my experiences, and I am motivated to set clear and attainable career goals by the end of my Capstone experience."

#### **AZATBEK ISMAILOV**

GLOBAL ENTREPRENEURSHIP NETWORK (GEN)

"The Capstone Internship has fully met my expectations, if not exceeded them. While working in a different sphere than finance, I have learned a lot about myself and found my different strengths. Now, I believe that I am flexible and can adapt to different situations, which is very essential for my entrepreneurial career down the road. At the moment, I am even more inspired to develop myself, and will seek any further opportunities to improve my professional pathway to carry out not only local, but global changes."





#### **ALTYNAI MELISOVA**

PAY YOUR TUITION FUNDS, INC.

"I am planning to run my own company in the field of education. Thus, by interning at PYT Funds, I am gaining hands-on experience that will be beneficial to achieving my entrepreneurial goals."

## JAHONGIR RAHIMOV

MANCHESTER TRADE LTD

"I am learning about trade barriers for businesses going international. As I would like to dive into the entrepreneurship sphere at some point in the future, I need to know about these policies."

## **ZULFIYA URUNOVA**

STREET ENTREPRENEURS

"My long-term goal is to have my own business or a start-up; therefore, working in an incubator that helps startups completely matches my interests."



The internship program runs through December 2018. Interns work full-time Monday through Thursday at their internship companies. Each Friday, they join classes, workshops or site visits that focus on developing their global competencies. Individual mentoring sessions help Fellows apply the skills they learn throughout the semester.

In addition to the vocational and educational components of their internships, Fellows have many valuable opportunities to meet peers from the U.S. and other countries. One such opportunity is the International Festival, during which interns present their homecountry cultures and learn about those of their peers. This year, our interns once again proudly represented Central Asia at the festival and won the top prize for the competition for best cultural presentation.



"As a participant, I was excited to learn about the disruptive innovation trend in the financial industry from the heads of NASDAQ, NYSE, and the U.S. Securities and Exchange Commission. The highlights also included meeting with the Principal of Financial Innovation at KPMG U.S., who invited us for a company tour in the NYC headquarters." -Jahongir Rahimov

"I found the speeches from NASDAQ's and NYSE's top management very interesting. They introduced the current trends at the stock market and challenges public companies are facing. The main takeaway for me was that we could adopt it in Kyrgyzstan. Companies and people simply do not know what our financial regulators work on; thus, I believe a close interaction between entrepreneurs and government officials would enhance the entrepreneurial

#### - Azatbek Ismailov

ecosystem of Kyrgyz Republic."

"I was lucky to talk to Mr. Thomas Clark, who turned out to be Senior Manager at BlackRock, one of the world's largest investment management corporations. Mr. Clark advised me to be brave and pursue big goals!"

### - Altynai Melisova

"Being a supporter of gender equality in the workplace, I was absolutely amazed to meet the current President of the NYSE, Stacey Cunningham, the first female president since the establishment of the stock market in the U.S. During her panel discussion, she advised the student participants like us to strive for success...Meeting the people in person whom we previously only read about in the news and finance books felt so powerful and motivating. During the networking time, I was able to meet with the representative of the U.S. Securities and Exchange Commission, Hans Heidle, who serves as Financial Economist. His career advancement history helped me understand that there is a variety of career opportunities we can take using our business-related knowledge."

-Zhibek Kamalbek kyzy





Capstone Interns highly value the rich educational opportunities afforded by Washington, D.C.'s wide range of national and international policy centers, think-tanks, non-profits, media organizations, and cultural institutions. Among a wide range of enrichment activities this year, our interns attended the Financial Markets Quality Conference held at Georgetown University on November 1, 2018. This business event gathered top financial companies and organizations in the United States, including the U.S. Securities and Exchange Commission (SEC), the Financial Industry Regulatory Authority (FINRA), the New York Stock Exchange (NYSE), NASDAQ, the U.S. Commodity Futures Trading Commission, and others. Fellows shared their impressions and takeaways from the conference:

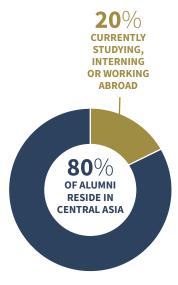


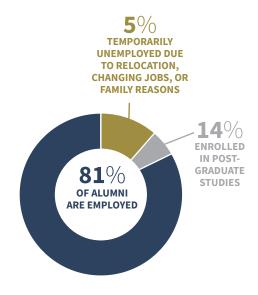
**29 NEW GRADUATES** JOINED THE U.S.-CAEF **ALUMNI ASSOCIATION** (THE ASSOCIATION), **BRINGING THE TOTAL NUMBER OF PROGRAM** ALUMNI TO **229** 

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U.S.-CAEF Alumni work in international corporations, leading domestic enterprises, and small- or medium-sized businesses throughout Central Asia and abroad. Several have demonstrated outstanding entrepreneurship skills and have started their own businesses in often challenging economic environments. Other Alumni have decided to further their education and are pursuing their post-graduate studies.

### THE ALUMNI COUNCIL CONDUCTED AN EMPLOYMENT SURVEY IN THE SPRING OF 2018 WHICH REVEALED THE FOLLOWING RESULTS:

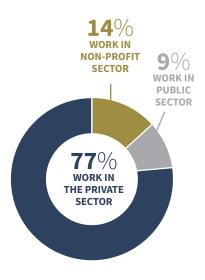


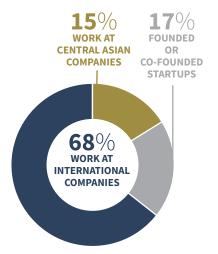


Among those currently pursuing post-graduate studies, the overwhelming majority (about 84%) are enrolled in graduate schools in Australia, China, Germany, Hungary, Italy, Poland, Russia, South Korea, the U.K. and the U.S., whereas 16% are pursuing their master's degrees at Central Asian universities.



#### OF THE EMPLOYED ALUMNI:





# Leadership Team

The Association's leadership team represents both AUCA and KIMEP Universities, and four Central Asian Republics:



**ANISA ATALOVA** PRESIDENT ENTREPRENEUR, LET'S MAKE UP BISHKEK & OSH, KYRGYZ REPUBLIC



ADEL SULTANBEKOVA TREASURER HEAD OF BUSINESS DEVELOPMENT, HIGHLAND CAPITAL BISHKEK, KYRGYZ REPUBLIC



ZHAMILIA KLYCHEVA VP FOR PROFESSIONAL DEVELOPMENT MARKETING ASSOCIATE BISHKEK COCA-COLA BISHKEK BOTTLERS BISHKEK, KYRGYZ REPUBLIC



**CHYNGYZ ZHANYBEKOV** VP FOR OUTREACH PRESS & PUBLIC INFORMATION ASSISTANT, ORGANIZATION FOR SECURITY & COOPERATION IN EUROPE (OSCE) BISHKEK, KYRGYZ REPUBLIC



BATIMA MYRZABEKOVA VP FOR PROFESSIONAL DEVELOPMENT PROGRAM ASSISTANT, AMERICAN COUNCILS ALMATY, KAZAKHSTAN



SITORA SHAGAMBAYEVA VP FOR OUTREACH JUNIOR BRAND MANAGER PEPSICO ALMATY, KAZAKHSTAN



AZIZA AKILOVA VP FOR REGIONAL NETWORKS INTERNAL AUDITOR EMPIRE FURNITURE DUSHANBE, TAJIKISTAN



YULIYA DAVYDENKO VP FOR REGIONAL NETWORKS ASSISTANT CONSULTANT TURKMEN EXPERT ASHGABAT, TURKMENISTAN



IRINA ABASOVA PROFESSIONAL CONSULTANT ENTREPRENEUR CREAT3D & KAZTOPLIVO ALMATY, KAZAKHSTAN

#### ENTERPRISE STUDENT FELLOWSHIPS

## Alumni Milestones 2018

The Alumni officers continued arranging networking, teambuilding and professional development events to benefit both Alumni and current Student Fellows.



#### Among the leadership team's major events were:

PERFORMANCE MANAGEMENT & CREATIVE THINKING

a training workshop led by business expert Edward Doherty;

WOMEN EMPOWERMENT a panel discussion with activists Nazira Beishenalieva and Nazira Sheraly about the role of women in Kyrgyz society and how women can empower each other;

PANEL
DISCUSSIONS
& PROFESSIONAL
DEVELOPMENT
WORKSHOPS
FOR CURRENT
FELLOWS
CONDUCTED
BY U.S.-CAEF
ALUMNI:

Elena Soboleva

Co-founder and CFO, Honorlock Inc.

Yelena Vorobey Graduate Trainee, E. ON Group

Obidjon Akhmedov Co-founder, Algor School

Nargiza Chaikozova Co-founder, Chekiroff Consult

Anna Charintseva Accountant, VISTRA, ACCA Moldir Kussainova

Co-founder and CEO, Foxout

Talgat Kadirov Senior III, Ernst and Young

Sitora Shagambayeva Junior Brand Manager, PepsiCo

Irina Abasova Founder and CEO, Creat3D Kazakhstan

Gufronjon Ayubjonov Marketing Specialist, Sarob;

STRENGTHS QUEST TRAINING proposed by former Alumni officer **Karina Kussainova** in 2015, which remains highly popular among U.S.-CAEF Alumni and Fellows- a series of training sessions took place in Almaty and Bishkek conducted by Inspire Consulting, a Bishkek-based consulting firm that provides coaching and leadership training for businesses and organizations;

FUNDRAISING PROJECTS for the U.S.-CAEF emergency fund to support the program Alumni and current Fellows in need.



Initiated by the Alumni Council in 2015, Black Tie has become the most popular and awaited event among the U.S.-CAEF Alumni and Fellows. This year, the event took place on December 1, 2018 at Jannat Hotel, and was carried out by three Alumni Council members, Anisa Atalova, Adel Sultanbekova and Chyngyz Zhanybekov, and several current U.S.-CAEF Fellows: Bekzat Sadyrbaev, Nurzada Abdibalieva, Bakyt Mamytbekov, Meerim Moldalieva, Sezim Zhenishbekova, Meerim Zhanybek Kyzy and Kasiet Mambetkul Kyzy.

As in the previous year, the planning committee was able to bring several influential speakers to the event, including Maksat Ishenbaev, Chairman of the Board of Trustees for Bai-Tushum Bank; Urmat Nasykulov, CEO and Managing Director of Change Fitness; Tilek Toktogaziev, Senior Manager & Founder at Agroholding Jashyl Charba; Alana Gorodnyanskaya, Director of Alana Event Agency; and Daniiar Emilov, Founder of INFODAANA.

Instead of traditional success stories, the speakers were asked to focus on their biggest failures. All five speakers shared several stories with the audience of missteps and blunders that they made on their career paths. The speakers also spoke about how their perseverance allowed them to use their failures as opportunities to reflect, learn and grow. Their inspirational stories helped the Fellows and

Alumni understand that failures are natural, and often inevitable in the path to any success story. They emphasized the importance of not walking away from their goals and giving up, but rather learning from these experiences, rising up from the setbacks and moving forward. Those in attendance at the event agreed that the highlight was hearing from the speakers and having an opportunity to network with professionals whom they would not have otherwise met.

Following the banquet, the attendees participated in games, contests and dancing and enjoyed bonding with and creating a further sense of community among other U.S.-CAEF Alumni and Fellows. Alumni Association members are delighted with the success of the Black Tie event and hope to continue the tradition for years to come.



A total of six U.S.-CAEF Alumni, three from AUCA and three from KIMEP, were honored this year with the Steven F. Shea Excellence Award for their significant professional achievements, service to the community, and active commitment to the economic development of Central Asia. From among the Alumni, one individual from AUCA and one from KIMEP were selected to receive the top honor of \$1,000 and a plaque of recognition. In addition, four honorable mention candidates, two from each university, were also selected to receive a certificate of recognition and a monetary grant of U.S. \$250.

Stephen D. Weinroth announced the Alumni awards for former KIMEP and AUCA Fellows at the U.S.-CAEF receptions in Almaty on May 19 and on June 3 in Bishkek, respectively.

#### **AWARD** WINNERS



KARINA KUSSAINOVA AUCA CLASS OF 2014

JUNIOR MERCHANDISER BUSINESS GROWTH INITIATIVE, USAID FOUNDER, BED SET

After graduating from AUCA in 2014, Karina began her career as a translator and assistant at Inspire Consulting. With her help, Inspire Consulting grew from 3 to 15 employees and introduced Gallup's StrengthsFinders Program, which the company still uses to this day. In 2016, Karina and two partners started Bed Set, a business that offers fitted sheets. All of Bed Set's profits go to charity, which have so far supported a widow with two children, who are now able to take English classes. In addition to running her business, Karina holds a position with USAID's Business Growth Initiative project in the Apparel sector. In her role as Junior Merchandiser, she serves as liaison between local factories and clients from Russia and Europe. She has also independently led preparation for the international trade fair, Apparel Sourcing Paris. Additionally, Karina serves as the Vice President for Professional Development with the U.S.-CAEF Alumni Association, and spearheaded the creation of the Youth Social Entrepreneurship Project (YSEP) in May 2016. YSEP organizes various fundraising initiatives and professional development events for current U.S.-CAEF Fellows and Alumni.



**MOLDIR KUSSAINOVA** 

KIMEP UNIVERSITY CLASS OF 2012 CO-FOUNDER & CEO FOXOUT.KZ

Moldir recently took a gap year from her job at Beiersdorf in order to pursue her passion for entrepreneurship. At Beiersdorf, she served as a Shopper & Customer Marketing Manager, and pioneered the first category management project in Kazakhstan and Georgia with international retail chains Ramstor and Carrefour. The project, called "Path to Purchase," won an award for Best Practice in Hamburg, Germany, and helped Beiersdorf increase their sales by 300% in Central Asia. During her gap year, Moldir used her savvy business skills and the help of a factory in China to develop a unique, environmentally friendly product meant to hold GPS devices and other products in cars. It features a clever design to ensure that items placed on it do not fall off while the car is moving. Moldir quickly and strategically developed the brand and was able to sell the product in America through Amazon.com. The product has become a 5-star product on Amazon and has received numerous positive reviews. In December 2017, Moldir successfully launched her startup, Foxout.kz, sponsored by Idea Wave Labs, a Singaporebased IT company. Foxout serves as a ticketing platform for various events.

#### **HONORABLE MENTION**



**ELENA SOBOLEVA** AUCA CLASS OF 2011 CO-FOUNDER & CFO HONORLOCK INC.

Elena Soboleva, an MBA student at Florida Atlantic University, recently formed Honorlock LLC with fellow student Adam Roth, to prevent academic cheating. They developed a patentpending technology that identifies students who try to access blacklisted URLs, and sends notifications of suspicious behavior to instructors. Since the duo created Honorlock LLC in 2014, they have received over \$1 million from investors, applied for several patents, and expanded their team to 12 employees. Schools are using the team's proctoring solutions across the U.S. and abroad, and they have received positive recognition from some of the world's leading publishers, including Pearson and McGraw-Hill Education. In 2017, Honorlock opened a satellite office in Bishkek that employs nine people withplans to hire seven to ten more employees in the coming year. Honorlock closed 2017 with a revenue of \$355,000 and estimates 2018 will close with a revenue of \$1,200,000.



**NAZOKAT ALIMOVA** AUCA CLASS OF 2014 ACCOUNTANT RIYAD BANK

Upon her graduation from AUCA in 2014, Nazokat accepted a job at General Electric Global Operations Finance in Budapest, Hungary as an Accounting Analyst for the Cash and Banking team. She later won the NASDAQ-CEU Business School Scholarship to study in the Master of Science in Finance program at Central European University's Business School. During her studies, she worked on different startups and helped entrepreneurs with the financial planning of their businesses. More recently, Nazokat won the Google Developer Challenge Scholarship for her idea to create an app about child development. The app will keep parents informed about health and development issues among children, and how to maintain healthy practices during pregnancy.

In addition to the app, Nazokat plans to hold trainings and distribute informative booklets to young parents with the help of partnerships with UNICEF and the Ministry of Health of the Kyrgyz Republic during her summer vacation in 2018. Nazokat won a Green Card and moved to Houston. Texas in 2017, where she first worked as General Ledger Accountant at RAE Security Inc. Recently, she was employed as Accountant by Riyad Bank, Houston.

#### **HONORABLE MENTION**



MALIKA PULOTOVA KIMEP UNIVERSITY CLASS OF 2014 **CONTRACTS & PROCUREMENT SPECIALIST** 7HAIKMUNALLI P

As part of the select group of U.S.-CAEF Capstone fellows, Malika interned at Voice of America in Washington, D.C. in 2014. Upon her return to Kazakhstan, she gained work experience from International Advertising Agency APEX Interactive, Almaty, and Leisure & Catering Services, Atyrau. In order to study business from the client's side, Malika then found employment with the oil and gas sector in West Kazakhstan, Zhaikmunai LLP. In just a short time, Malika has worked her way from an entry-level position to a skilled negotiator working closely with all areas of upper management and outside vendors. Recently, she was recognized for giving the top performance in her division (Field Operations). Her managers trusted her to lead several proposals about materials and equipment suppliers, which were critical for operations.

Malika attributes her successes largely to the opportunities provided by U.S.-CAEF. This appreciation led Malika to serve for as Vice President for Outreach with the U.S.-CAEF Alumni Association in 2015-16.



**TEMUR UTEGENOV** KIMEP UNIVERSITY CLASS OF 2012 **FOUNDER** UTEGENOV T.M.

Temur, along with his brother, founded an individual entrepreneurship logistics firm in Almaty that provides delivery services for goods within CIS countries. The company's revenue was over \$30,200 in 2016 and over \$74,000 in 2017. The company has steadily increased its number of clients and has successfully arranged and delivered over 800 shipments in Kazakhstan and Russia in 2017 alone. In addition to growing their business, Temur and his brother have developed a social networking group for hundreds of logistics industry representatives. The group serves as a platform to share feedback on transportation firms and clients and reveal which companies are reliable and which ones are unreliable or fraudulent. As part of this initiative, they created an in-house database used by 20,000 logistics professionals in Kazakhstan and helped a leading logistics website (www.fa-fa.kz) to build an interactive feedback database. Temur attributes much of his company's success to this project and hopes the business will continue to grow in the coming year.

#### ALUMNI HIGHLIGHTS

# Chynara Erkulova Represents Kyrgyzstan in Silicon Valley

On February 12-14, Chynara Erkulova (KIMEP Class of 2016), currently employed as Senior Program Manager in the strategic development department of Beeline telecommunications company, took part in the Startup Grind Global Conference in San Francisco, California. Founded in Silicon Valley, Startup Grind has helped millions of entrepreneurs build their businesses through events, media, and partnerships with organizations like Google for Startups.

The conference brought over 5,000 participants and featured successful founders, innovators, educators and investors who shared lessons learned on the road to building their companies. Over three days, Chynara attended sessions led by top CEOs, dynamic networking events and meetings with investors, and visited tech giants such as Facebook, Apple, Salesforce, LinkedIn and Google X.

Chynara was chosen to represent Kyrgyzstan at this event in recognition of her remarkable contribution to the success of Global Digithon, a competition among employees of the entire VEON group. VEON Group is a hub that unites Beeline brands in the 11 countries of Eurasia. The competition helped generate innovative ideas for modern digital services, which is imperative for the company's business development.







# Kuralay Baisalbayeva Co-authors Two Major **Publications**

In 2017, tax industry experts at Microsoft and PwC teamed up to author a series of thought-provoking publications about the digital transformation that tax administrations will need to embark on to help their countries' overall economic growth and attractiveness to investors.

Kuralay Baisalbayeva (KIMEP University Class of 2012), who currently serves as Senior Tax Consultant at PwC in Amsterdam, the Netherlands, became part of this team of tax experts and co-authored two major publications. The first paper, "Digital Transformation of Tax Administration," was published in November 2017. "The Data Intelligent Tax Administration – Meeting the Challenges of Big Tax Data and Analytics," published in February 2018, is the second paper in this series and focuses on how tax administrators can embrace digitalization and transform themselves into data-intelligent organizations.

At PwC, Kuralay is focused on design and implementation of sustainable tax compliance strategies for governments, tax administrations, intergovernmental organizations, businesses and other organizations. This also includes support on digital transformation agenda, innovative audit strategies, co-operative compliance modelling, capacity-building and performance measurement. In addition, Kuralay conducts sessions on Tax Assurance, Managing Tax in a Changing World, Tax Governance and Risk Management, and Tax Technology at the universities in Vienna, Lausanne and Neyenrode. She holds an LL.M. Degree in International Tax Law from Vienna University of **Economics and Business**.



# Ulukbek Abdubaliev Organizes Silicon Valley Week in Bishkek

During his trip to California in November 2017, Ulukbek Abdubaliev (AUCA Class of 2015), came up with the idea of organizing a social entrepreneurship project called "Silicon Valley Week" in Bishkek. He invited fourteen enthusiastic Silicon Valley professionals from Facebook, Google, Apple, LinkedIn, Uber, and SAP to conduct training for 12 local teams who have innovative and impactful ideas for improving life in Kyrgyzstan. All of them expressed a willingness to encourage and support social entrepreneurs in Kyrgyzstan.

On June 18-22, they took part in a five-day Business Model Validation Lab Accelerator for a select group of early-stage Kyrgyz entrepreneurs involved in social entrepreneurship projects related to youth education and employment, poverty, and healthcare. The program was designed to help these entrepreneurs identify and validate the foundational assumptions of their business. Twelve local mentors from such leading companies as Ololo Haus, Kulikovski Confectionery, BizExpert, and Lalafo were assigned to each startup to make sure they receive support after the training as well.

The training week also included bigger discussions at AUCA with 3 panels of speakers on the following topics-"Let's Teach Girls How to Code!," "Startup: Personal Experience in Silicon Valley," and 'Design Thinking".





# Nazerke Aibar Becomes Secretary-General of the First Model SCO

Nazerke Aibar (KIMEP University Class of 2016), who is currently pursuing her master's degree in Chinese Studies in Economics and Business at Peking University, became Secretary-General of the first Model Shanghai Cooperation Organization (SCO) Youth Conference. Seventeen master's degree, three undergraduate and two PhD students from 12 countries attended SCO Model-2018, held at the SCO headquarters in Beijing on June 3, just a week before the leaders of the 18-nation Eurasian group met for their annual summit in China's eastern coastal city of Qingdao.

The activists of the SCO Youth League modeled the SCO summit. The participants exchanged views on a broad range of international and regional economic development issues. They also shared their perspectives on prospects and measures for intensifying youth policy cooperation in the SCO space to further strengthen mutual understanding and friendship between SCO member states. Their ideas were incorporated into a joint communiqué, which was presented to SCO Secretary-General Rashid Alimov.

The conference was highlighted in more than 20 mass media sources in eight countries including CCTV, CGTN, the Shanghai Cooperation Organization's official website, TASS, and more. After the conference, Nazerke was interviewed by China's largest international television channel, CGTN, as a representative of Kazakhstan to talk about the youth perspective on Shanghai Cooperation Organization. The screening was broadcast as part of "The Point with Liu Xin," a 30-minute current affairs program on CGTN. In the interview, Nazerke provided her feedback about the conference and expressed her expectations about the annual SCO Summit in Qingdao, China.





**JANUARY 25, 2019** 

TO THE BOARD OF DIRECTORS **U.S. - CENTRAL ASIA EDUCATION FOUNDATION** 

WASHINGTON, DC

We have audited the accompanying financial statements of U.S. - Central Asia Education Foundation (a nonprofit organization), which comprise the statements of financial position as of September 30, 2018 and 2017, and the related statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

**MANAGEMENT'S RESPONSIBILITY** FOR THE FINANCIAL **STATEMENTS**  Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **AUDITORS'** RESPONSIBILITY

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **OPINION**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of U.S. - Central Asia Education Foundation as of September 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Cummings, Lamont & The Name , P.A. **Certified Public Accountants** 

Portsmouth, New Hampshire

#### FINANCIAL STATEMENTS

#### STATEMENTS OF FINANCIAL POSITION:

• SEE NOTES TO FINANCIAL STATEMENTS

ASSETS	2018	2017
CURRENT ASSETS		
CASH & CASH EQUIVALENTS	\$1,143,115	\$6,232,762
ACCRUED INTEREST & DIVIDENDS RECEIVABLE	\$12,043	\$1,026
GRANT REFUND RECEIVABLE	\$91,858	\$90,742
PREPAID EXPENSES	\$11,056	\$1,861
TOTAL CURRENT ASSETS	\$1,258,072	\$6,326,391
OTHER ASSETS		
INVESTMENTS (NOTES 3 & 4)	\$3,685,755	\$-
TOTAL OTHER ASSETS	\$3,685,755	\$-
TOTAL ASSETS	\$4,943,827	\$6,326,391
LIABILITIES & NET ASSETS		
CURRENT LIABILITIES	,	
ACCOUNTS PAYABLE AND ACCRUED EXPENSES	\$21,250	\$26,944
TOTAL CURRENT LIABILITIES	\$21,250	\$26,944
NET ASSETS		
UNRESTRICTED NET ASSETS	\$4,922,577	\$6,299,447
TOTAL NET ASSETS	\$4,922,577	\$6,299,447
TOTAL LIABILITIES & NET ASSETS	\$4,943,827	\$6,326,391

#### STATEMENTS OF ACTIVITIES & CHANGES IN NET ASSETS:

• SEE NOTES TO FINANCIAL STATEMENTS

	2018	2017
REVENUES & OTHER SUPPORT		
INVESTMENT INCOME (NOTE 4)	\$78,533	\$104,007
TOTAL REVENUES & OTHER SUPPORT	\$78,533	\$104,007
EXPENSES		
PROGRAM SERVICES (NOTE 1)		
ENTERPRISE STUDENT FELLOWSHIPS	\$1,211,015	\$1,267,487
ENTERPRISE INTERN FELLOWSHIPS	\$212,096	\$255,429
TOTAL PROGRAM SERVICES	\$1,423,111	\$1,522,916
MANAGEMENT & GENERAL	\$66,748	\$98,346
TOTAL EXPENSES	\$1,489,859	\$1,621,262
CHANGE IN UNRESTRICTED NET ASSETS BEFORE REALIZED & UNREALIZED GAINS (LOSSES) ON INVESTMENTS	(\$1,411,326)	(\$1,517,255)
REALIZED & UNREALIZED GAINS (LOSSES) ON INVESTMENTS	\$34,456	\$421,851
CHANGE IN NET ASSETS	(\$1,376,870)	(\$1,095,404)
NET ASSETS, BEGINNING OF YEAR	\$6,299,447	\$7,394,851
NET ASSETS, END OF YEAR	\$4,922,577	\$6,299,447

STATEMENTS OF CASH FLOWS:

• SEE NOTES TO FINANCIAL STATEMENTS

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
CHANGE IN NET ASSETS	(\$1,376,870)	(\$1,095,404)
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH	PROVIDED BY (USED IN	N) OPERATING ACTIVITIES:
REALIZED AND UNREALIZED (GAINS) LOSSES ON INVESTMENTS	(\$34,456)	(\$421,851)
CHANGES IN OPERATING ASSETS AND LIABILITIES:		
ACCRUED INTEREST & DIVIDENDS RECEIVABLE	(\$11,017)	\$33,696
GRANT REFUND RECEIVABLE	(\$1,116)	\$111,800
PREPAID EXPENSES	(\$9,195)	(\$245)
ACCOUNTS PAYABLE & ACCRUED EXPENSES	(\$5,694)	\$8,887
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	(\$1,438,348)	(\$1,363,117)
CASH FLOWS FROM INVESTING ACTIVITIES		
PURCHASES OF INVESTMENTS	(\$6,142,537)	(\$2,049,441)
PROCEEDS FROM SALES OF INVESTMENTS	\$2,491,238	\$9,239,040
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES	(\$3,651,299)	\$7,189,599
NET INCREASE (DECREASE) IN CASH & CASH EQUIVALENTS	(\$5,089,647)	\$5,826,482
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	\$6,232,762	\$406,280
CASH AND CASH EQUIVALENTS, END OF YEAR	\$1,143,115	\$6,232,762
SUPPLEMENTAL CASH FLOW DISCLOSURES		
INTEREST EXPENSE PAID	\$-	\$-
INCOME TAXES PAID (REFUNDED)	\$17,958	(\$587)

THERE WERE NO NONCASH INVESTING & FINANCING ACTIVITIES DURING 2018 & 2017.

### NOTES TO FINANCIAL STATEMENTS

#### NOTF 1

#### NATURE OF ORGANIZATION

The U.S. - Central Asia Education Foundation (the "Foundation") was incorporated in May 2007 to further the work of the Central Asian-American Enterprise Fund ("the Fund") by building upon the private-sector development assistance programs established by the Fund. The Foundation's mission is to encourage and assist development and growth of a vibrant open-market private business sector in Central Asia by: supporting the quality of - and affordable access to - Western business knowhow and practices at selected institutions of higher learning in the region that have adopted Western curriculum and teaching methods; providing opportunities for vocational, educational, and cultural experiences in countries that serve as positive examples of an openmarket economy operating within a democratic environment; and, promoting other activities that will generate a favorable environment in Central Asia for private business to succeed and entrepreneurial spirit to thrive.

To accomplish its mission, the Foundation is sponsoring the following two programs in the Central Asian republics of Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan:

(1) Enterprise Student Fellowships - a financial need-based undergraduate business education scholarship program for academically gifted students who, due to financial hardship, otherwise would not be able to pursue a university education. Scholarships are provided at selected Central Asian universities to citizen residents of the Central Asian countries of Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan.

(2) Enterprise Intern Fellowships - a program for select Enterprise Student Fellows to gain work experience within Central Asia - as well as educational, vocational and cultural experience in the United States or other countries that serve as positive examples of democratic open-market economies.

#### NOTE 2

#### SUMMARY OF SIGNIFICANT **ACCOUNTING POLICIES**

Significant accounting policies of the Foundation are described below:

Method of Accounting - The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Basis of Presentation - Financial statement presentation follows the requirements of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards, Financial Statements of Not-for-Profit Organizations. Under this standard, the Foundation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations.

Temporarily restricted net assets - Net assets that are subject to donor-imposed stipulations that may or will be met by actions and/or the passage of time. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently restricted net assets - Net assets that are subject to a donor-imposed stipulation that contributed resources be maintained permanently but permits the use or expenditure of part or all of the income or other economic benefits derived from the donated assets.

#### **Restricted and Unrestricted Revenue and**

**Support**-Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All

other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions

#### Accounting Estimates and Assumptions -

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported support, revenues and expenses. Actual results could differ from those estimates.

**Cash and Cash Equivalents** - The Foundation considers highly liquid financial instruments purchased within three months or less of their maturity date to be cash and cash equivalents for purposes of the statement of cash flows.

**Investments** - The Foundation's investments consist of investment-grade debt and equity securities. Investments maturing within one year or less are considered short-term investments. The Foundation's investments are carried at fair value, based on quoted market prices. Changes in fair value are included in gains (losses) on investments in the statement of activities.

Grant Refund Receivable - Grant refund receivables are stated at the amount management expects to collect from outstanding balances of unexpended grants. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to grant accounts receivable. No allowance for doubtful accounts was considered necessary at September 30, 2018 and 2017.

#### FINANCIAL STATEMENTS

**Grant Expenditures** - The Foundation awards grants for specific academic periods. Grant expenditures are recognized in the year in which the academic period begins provided the grant is not subject to future contingencies. Grant payments made for academic periods beginning after year end are recorded as prepaid grant awards. There were no prepaid grant awards at September 30, 2018 and 2017.

Income Taxes - The Foundation is exempt from federal taxes under Internal Revenue Code Section 501(c)(3) and contributions to the Foundation are deductible by the donors as provided in section 170(b)(1)(A)(vi). Effective with the year ending September 30, 2015, the Foundation was classified as a private foundation. As a private foundation, the Foundation qualifies as a tax-exempt organization under section 501(c)(3) of the Internal Revenue Code and is not subject to federal income taxes except for income from its unrelated business activities. Under Section 4940 of the Internal Revenue Code, a federal excise tax of 2% is normally imposed on a private foundation's net investment income (principally interest, dividends, and net realized capital gains, less expenses incurred in the production of investment income). This tax is reduced to 1% when a foundation meets certain distribution requirements.

The federal and Washington, DC tax returns of the Foundation are subject to examination, generally for three years after they are filed.

**Reclassifications** - Certain 2017 amounts have been reclassified to conform with the 2018 financial statement presentation. Net assets and changes in net assets are unchanged due to these reclassifications.

**Donated Services** - Donated services are recognized as contributions in accordance with Statement of Financial Accounting Standards, Accounting for Contributions Received and Contributions Made, if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Foundation. There were no services that met this criteria for the years ended September 30, 2018 and 2017.

#### NOTE 3

#### **FAIR VALUES OF ASSETS**

Effective October 1, 2008, the Foundation adopted Statement of Financial Accounting Standards, Fair Value Measurements, which provides a framework for measuring fair value under generally accepted accounting principles. This standard defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The standard requires that valuation techniques maximize the use of observable

inputs and minimize the use of unobservable inputs. The standard also established a fair value hierarchy, which prioritizes the valuation inputs into three broad levels.

There are three general valuation techniques that may be used to measure fair value, as described below:

1) Market approach- Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. Prices may be indicated by pricing guides, sale transactions, market trades, or other resources; 2) Cost approach- Based on the amount that currently would be required to replace the service

capacity of an asset (replacement cost); and 3) Income approach- Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts (includes present value techniques, and option-pricing models). Net present value is an income approach where a stream of expected cash flows is discounted at an appropriate market interest rate.

For the year ended September 30, 2018, the application of valuation techniques applied to similar assets and liabilities has been consistent. The following table sets forth by level, within the fair value hierarchy, the Foundation's investments at fair value at September 30, 2018.

		QUOTED PRICES IN ACTIVE MARKETS FOR IDENTICAL ASSETS	SIGNIFICANT OTHER OBSERVABLE INPUTS	SIGNIFICANT UNOBSERVABLE INPUTS
DESCRIPTION	FAIR VALUES	(LEVEL 1)	(LEVEL 2)	(LEVEL 3)
EQUITIES-MUTUAL FUNDS	\$2,341,947	\$2,341,947	\$-	\$-
FIXED INCOME-MUTUAL FUNDS	\$1,343,808	\$1,343,808	-	-
TOTAL	\$3,685,755	\$3,685,755	\$-	\$-

Fair values for investments are determined by reference to guoted market prices and other relevant information generated by market transactions.

NOTE 4
INVESTMENTS
Investments consist
of the following at
September 30,:

	2018		2017	
MUTUAL FUNDS	соѕт	FAIR VALUE	соѕт	FAIR VALUE
EQUITIES	\$2,240,904	\$2,341,947	\$-	\$-
FIXED INCOME	\$1,363,925	\$1,343,808	\$-	\$-
TOTAL	\$3,604,829	\$3,685,755	\$-	\$-

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended September 30;:

	2018	2017
INTEREST & DIVIDEND INCOME	\$78,533	\$104,007

#### NOTE 5

#### **CONCENTRATIONS OF CREDIT RISK AND MARKET RISK**

The Foundation maintains cash, comprised of bank deposit accounts and a money market fund account, and investment balances which are insured by the Federal Deposit Insurance Corporation and the Securities Investor Protection Corporation. At times balances may exceed insured limits. Management has evaluated this risk and considers it to be a normal business risk.

The Foundation maintains its cash and securities with a high quality financial institution which the Foundation believes limits its cash and custodial risk.

As of September 30, 2018, the Foundation has not experienced any losses in such accounts.

#### NOTE 6

#### **FUNCTIONAL EXPENSES**

The expenses of providing various program and supporting services are presented on a functional basis. Accordingly, certain expenses have been allocated among the programs and supporting services benefited. Allocations may be direct or indirect according to the type of expense incurred.

#### **COMMITMENTS**

The Foundation has entered into an administration agreement with the American Councils for International Education (ACIE) to create, administer and operate its programs. Payments for these services are paid near the beginning of certain academic periods and are determined based on program operating budgets mutually agreed upon by the Foundation's Board and the ACIE.

After each academic period, the Foundation and ACIE reconcile actual expenses and fees to the operating budget and make appropriate adjustments. The administrative agreement has an initial term of three years and will automatically extend for one-year periods unless earlier terminated by either party.

The Board has approved a \$605,411 grant award for Enterprise Student Fellowships and a \$302,706 grant award for Enterprise Intern Fellowships to be paid in 2019.

#### NOTE 8

#### **ENTERPRISE STUDENT FELLOWSHIPS - FUTURE COSTS**

Under its Enterprise Student Fellowship program, during the year ended September 30, 2018, the Foundation awarded 27 new Student Fellowships and renewed 81 Student Fellowships for the 2018 academic year. During the year ended September 30, 2017, the Foundation awarded 24 Student Fellowships and renewed 88 Student Fellowships for the 2017 academic year.

Although the Foundation has the unconditional right to not renew awards, the Foundation intends and expects to renew awards for each Fellow's entire four years of undergraduate academic study, as long as the Fellow remains in full compliance with the terms and conditions of the award. The Foundation anticipates future expenditures for Student Fellowship awards and renewals will be: \$975,599 in 2019, \$781,385 in 2020, \$539,263 in 20210 and \$318,111 in 2022. Using a discount rate of 2.5% the Foundation estimates the present value of the program cost to continue these awards for the academic years 2019 through 2022 to be approximately \$2,546,602.

#### **SUBSEQUENT EVENTS**

Subsequent events have been evaluated by management through January 25, 2019, which is the date the financial statements were available to be issued. There were no material subsequent events at January 25, 2019 that require disclosure in the financial statements.

### **BOARD OF DIRECTORS**



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