



Growing New Brunswick Learning Partnerships Worldwide

ANNUAL REPORT

2020-
2021

Our Mission:

AEI's mission is to provide learners from around the globe with access to New Brunswick's quality education system, in the province and abroad, and to maximize the resulting educational, economic and social benefits.

Our Vision:

AEI provides a rich international New Brunswick educational experience, with a focus on quality, integrity and strong partnerships at home and abroad.

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CONTACT INFORMATION

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ABOUT AEI

Incorporated in 1995 under the Province of New Brunswick, Atlantic Education International (AEI) is an agent of the provincial government with the mandate to oversee and manage the external sale of educational products and services for the Anglophone Sector of the Department of Education & Early Childhood Development. Through its two main business lines, the New Brunswick Offshore Schools Program (NBOSP) and the New Brunswick International Student Program (NBISP), AEI provides students from around the globe with access to our province's world-class education system and high school diploma. Since its inception, AEI has grown to become one of the most respected public-school international education programs both in Canada and abroad.

AEI generates all its revenues from sources outside the province and receives no direct funding from the Province of New Brunswick. All profits are reinvested into schools, school districts, communities, and general government operations. In the year preceding the onset of the COVID-19 pandemic, revenues totalled approximately \$13 Million, and while the past two years have seen a decrease in that number, our dedicated staff and partners have ensured we remained in a healthy financial position, and we have already made progress towards a return to our previous growth trajectory. With no pandemic-related subsidies to assist us, we have remained financially solvent and fully engaged in the international education marketplace.

Although the pandemic has brought significant challenges to our operations and those of our overseas clients, it has also presented new opportunities for AEI to develop and market virtual learning products, which are in growing demand. While we continue to focus on our two main business lines, we are exploring these new opportunities with the support of our talented partners at the Department of Education & Early Childhood Development. International education is changing at a rapid pace, and AEI is poised to embrace the new demands while strengthening our commitment to NBOSP and NBISP, the two large, complex, and exciting endeavours for which we've developed a world-class reputation.



MESSAGE FROM THE BOARD CHAIR

Message from Board Chair



It is with great pride that I share my thoughts on the performance of Atlantic Education International (AEI) for this past fiscal year. Nobody could have predicted the unprecedented strain that would be placed on our organization prior to the onset of the global COVID-19 pandemic, and therefore, nobody could have possibly prepared for the monumental effort that would be required by the dedicated members of our staff and partners over these past many months.

AEI is a self-sustaining operation, with its entire revenues generated from sources outside the province. In the year preceding the pandemic, AEI's revenues totalled approximately \$13 million, all of which remained in New Brunswick to support our schools, communities, and families, and to add to the overall prosperity of our province. As we begin to emerge from this global catastrophe, I'm proud to say that we have not only survived, but we have diversified and innovated to the point where we are now poised to respond to new opportunities in the international education marketplace. This is a testament to the resilience, the determination, and the tireless work ethic of the AEI team and of the many New Brunswickers who contribute in various ways to our overall accomplishments.

Ours is a success story, not only in terms of revenue generation, but also in the very real difference we make in shaping cultural diversity in our schools and communities, and in our efforts to bring New Brunswick's world-class curriculum and high school diploma to deserving students around the globe. As Chair of the Board of Directors, I am pleased with the way we have navigated this challenging terrain, and I have full faith in our team that we will rebound, rebuild, and recover the impressive growth trajectory we've experienced over the past 25 years.

George Daley
Board Chair

BOARD OF DIRECTORS



Atlantic Education International Inc. (AEI) is led by an experienced public-sector board of directors, comprised of high-ranking government officials.

AEI is appreciative of the support and guidance of its varied and knowledgeable board members. These dedicated professionals are instrumental in governing and leading AEI towards its successful place in the field of international education.

[George Daley – Board Chair](#)

Deputy Minister, Education and Early Childhood Development (Anglophone Sector)

[Craig Caldwell – Board Vice-Chair](#)

Assistant Deputy Minister, Education & Early Childhood Development (Anglophone Sector)

[Lana Tingley Lacroix](#)

Chief of Protocol, Intergovernmental Affairs

[Peter French](#)

Director of Research and Strategic Initiatives, Post Secondary Education, Training and Labour

[Cameron Bodnar](#)

Director, Strategy and Planning, Opportunities New Brunswick

[Zoë Watson](#)

Superintendent, Anglophone School District South

MESSAGE FROM THE PRESIDENT / CEO

Atlantic Education International (AEI) is all about bringing international students to New Brunswick and bringing New Brunswick's curriculum to the world. Through our two main business lines, the New Brunswick International Student Program (NBISP) and the New Brunswick Offshore Schools Program (NBOSP), we have been successful in doing exactly that, and we've developed a world class reputation along the way. As we prepare to release this annual report, and as I reflect on this past year of pandemic-driven turmoil, uncertainty and fear, I can say with certainty that absolutely nothing can stand in our way. Even the greatest public health crisis to befall the globe in generations was no match for the grit, determination, courage and resilience of our incredible team, and our success is all about them.



There were moments this year when, I must admit, I wondered if we were up to the task. Consider the following challenges we were forced to confront:

- Tracking hundreds of students from around the world as they made their way in the middle of a pandemic to our province to live with host families and to attend schools
- Arranging prolonged safe and secure quarantine facilities for these hundreds of students, and providing food, medical attention and virtual activities to stave off boredom and depression within the confining walls of hotel rooms around the province
- Finding hundreds of host families willing to take these students into their homes during these uncertain and tumultuous times
- Staying on top of educational programming and standards in schools around the world without being able to be there in person
- Responding to financial uncertainties facing our own business while being sensitive to the pressures faced by our partners
- Navigating constantly changing public health and transportation restrictions that had a direct impact on operations and the kinds of experiences we want to provide to students

The answer, of course, was a resounding “YES!” Our exceptional AEI team members never flinched as they made and revised plans as necessary, and implemented measures to ensure students, families and our fellow New Brunswickers remained safe as we continued to pursue our business activities. While operations diminished to a certain degree over the past year, I am proud to say that we have rebounded and are positioned to reclaim our former successes in both of our business lines, and we are innovating and changing in order to capture new opportunities in this rich and exciting international marketplace.

Congratulations to all who have contributed to AEI's many successes in 2020-2021. I offer a special thank-you to our Board of Directors, our colleagues at the Departments of Education & Early Childhood Development, Health and Public Safety, and of course, to our incredible team who, through this exhausting period of pandemic, never tired, remained strong, and kept looking forward.

John McLaughlin
President / CEO

ATLANTIC EDUCATION INTERNATIONAL INC. – THE TEAM



The AEI team is its most valuable asset. The organization's success could not be achieved without their dedication, passion, and commitment. This has been particularly evident and important as we navigated the challenging landscape precipitated by the COVID-19 pandemic. Because of them, we have remained active in the international marketplace, financially solvent, and reputationally

strong. There have been no changes to our staffing complement this year, which has allowed us to approach the pandemic with the knowledge and leadership of an experienced and highly skilled team of professionals.

CORPORATE



John McLaughlin
President / CEO



Megan Stymiest
Senior Director
Corporate



Dawn Weatherbie
Vice-President / COO



Chris Hubbard
Senior Financial
Coordinator



Lilian Ketch
Senior Teams
Support Officer



Lisa Atkinson
Financial Support
Officer



Teng Jing (TJ)
Foreign (Canadian)
Director and Lead
Teacher Confucius
Institute

NEW BRUNSWICK INTERNATIONAL STUDENT PROGRAM



Bruce MacDonald
Director
New Brunswick International
Student Program



Marie Mourant
Marketing and Development
Officer



Christina Campbell
Agent Relations and
Admissions Coordinator



Caroline Kennedy
New Brunswick International
Student Program and
Corporate Support Officer



Debra Walls
District Administrator
(ASD-N)



Julie O'Brien
District Administrator
(ASD-W)



Debbie Thomas
District Administrator
(ASD-S)



Pam Sheridan
District Administrator
(ASD-E)

NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM



Terry Currie
Director
New Brunswick Offshore
Schools Program



Holly Lydon
Recruitment, Offshore
Schools Program and HR
Support



Sharon Robertson
Education Services Specialist

2020 - 2021 STRATEGIC PRIORITIES

With the disruptions caused by the coronavirus pandemic, AEI was forced to focus on maintaining its success within existing operations, which necessitated solutions to new problems that emerged over the course of the year. AEI staff exhibited strengths in being able to respond to new and evolving challenges that appeared on many fronts, including Public Health, client and parent expectations, and provincial education realities.

What follows are highlights of our efforts to address the goals which are set forth in our *2018-2023 Strategic Plan*. It should be noted that, given the new domestic and international realities and opportunities that have emerged through the pandemic, we will be establishing a new Strategic Plan to put into place at the start of the 2022-2023 fiscal year.

NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM (NBOSP)

ENSURE QUALITY LEARNING FOR ALL STUDENTS ENROLLED AT A NEW BRUNSWICK ACCREDITED OFFSHORE SCHOOL

- ✓ Ensured Program Coordinators with university degrees in Education and appropriate background in the New Brunswick Education Program are leading the program
- ✓ Ensured virtual curriculum support, including companion documents, is available to all our offshore schools
- ✓ Ensured virtual professional development for teaching staff (by synchronous and asynchronous means), is available when needed

ENSURE GROWTH FOR NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM IN A SUSTAINABLE WAY

- ✓ Negotiated and established contracts with new partners
- ✓ Made plans to conduct a market analysis in France to determine opportunities



ENSURE ACADEMIC STAFF DELIVERING NEW BRUNSWICK PROGRAM AT OFFSHORE SCHOOLS HAVE QUALIFICATIONS COMPARABLE TO NEW BRUNSWICK TEACHER CERTIFICATION STANDARDS

- ✓ Ensured offshore schools hire only those with university credentials
- ✓ Ensured all teachers are licensed to teach in the country in which the schools operate
- ✓ Ensured that teachers with certain credentials are contractually obligated to complete professional learning as determined by AEI
- ✓ Implemented professional development programs in schools to support additional learning and attainment of skills



NEW BRUNSWICK INTERNATIONAL STUDENT PROGRAM (NBISP)

ENSURE QUALITY EDUCATIONAL EXPERIENCES FOR ALL NBISP STUDENTS

- ✓ Followed all pandemic related public health requirements, including the complex task of safely quarantining students for 14 days upon entry to New Brunswick. Staff took measures to care for students' physical and mental health while they underwent isolation alone in hotel rooms.
- ✓ Replaced the usual interprovincial trips with local adventures and experiences that highlighted New Brunswick's own cultural, social, historical and geographical treasures.
- ✓ Offered a residential language learning and adventure camp to those students who stayed in New Brunswick for the summer months to ensure they would be able to continue their studies in the fall.
- ✓ Distributed supplemental funding to districts, in addition to their share of international student tuition, to support additional language tutoring and other program enhancements. This funding had been held back as a Covid-19 contingency when the pandemic first began but establishing a sound financial position over the course of the year allowed us to make this investment in schools around the province.
- ✓ Arranged summer coursework in collaboration with the Department of Education & Early Childhood Development to keep students engaged in their studies during this challenging time.



CONFUCIUS INSTITUTE OF NEW BRUNSWICK

MANAGE THE CONFUCIUS INSTITUTE OF NEW BRUNSWICK (CINB)

- ✓ AEI staff created plans to wind down the CINB program at the end of the 2021-2022 school year.
- ✓ AEI staff visited classrooms where CINB teachers delivered the Mandarin course, to ensure appropriate supports and oversight are in place.

AEI OPERATIONS

ENSURE AEI OPERATES EFFECTIVELY TO MEET IDENTIFIED NEEDS

- ✓ New organizational structure was put in place to clarify roles, responsibilities and communication protocols.
- ✓ President / CEO conducted a performance appraisal survey with board members, staff and partners in New Brunswick and abroad. This helped identify priority areas for leadership and organizational improvement.
- ✓ New website was launched, with the aim of enhancing outward facing communication, marketing and brand strength.
- ✓ New financial software was deployed to improve financial transactions and accounting practices.

IN SUMMARY

Despite the significant challenges created by the global COVID-19 pandemic, AEI has maintained its focus on the most critical practices related to its main business lines and its overall operational health. While continuing to work on day-to-day practices, many of which were made more complicated by new pandemic-related realities, staff also selected key improvement strategies to enhance our overall growth and operations. In this way, we did not simply survive, but rather positioned AEI for an immediate period of recovery and growth. As we approach a new school year, we are pleased that our business lines are rebounding, and indeed our international student program is expected to return to pre-pandemic levels.



PERFORMANCE

NEW BRUNSWICK INTERNATIONAL STUDENT PROGRAM (NBISP)



The New Brunswick International Student Program (NBISP) welcomes youth, aged 11-18, from around the world, into our province's communities, schools, and homes. NBISP recruits students, through a network of professional agents, to study in the Anglophone sector of our public education system. Once students have arrived in the province, they live with host families and attend classes with New Brunswick students.

Under normal circumstances, they also participate in extra-curricular activities at school and in their communities, and they are offered an option to explore, via chaperoned bus travel, other parts of Canada. The COVID-19 pandemic, however, has severely limited these opportunities for our visiting students, and our staff have done their best to create engaging and fun activities for them which are consistent with the evolving public health requirements. These activities tend to be opportunities to explore local features in the communities where they are hosted, or when conditions permit, in other parts of the province.

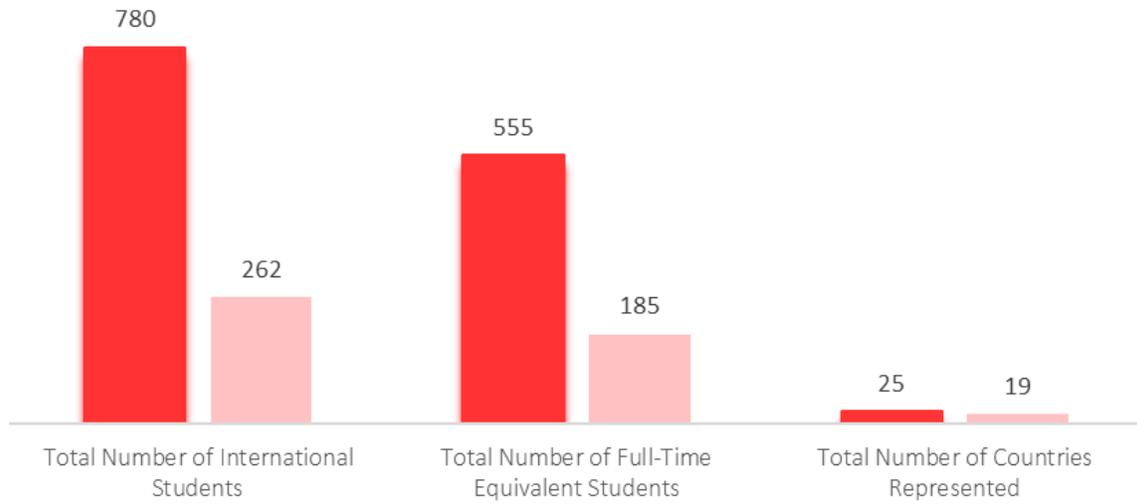
The academic school year 2020-2021 provided an additional challenge to all students and their NB teachers. In response to COVID protocols regarding physical distancing, some schools had to operate with students being in-class only on alternating days while completing research and assignments at home the days their cohort was not in school. NBISP's students engaged in the hybrid model of in-class and online learning to complete their courses and earn their high school credits.

The 2020-2021 fiscal year showed a marked decrease in NBISP participation, which was entirely due to the pandemic. While large numbers of students did choose to come to New Brunswick despite the global health crisis, our enrolments dropped from 780 students (555 Full Time Equivalents) in 2019-2020 to 262 students (185 Full Time Equivalents) in 2020-2021. While this unavoidable change was disappointing, it is notable that other provinces shuttered their international student programs altogether, while AEI staff, in cooperation with many open-minded and trusting government officials, remained active in the field.

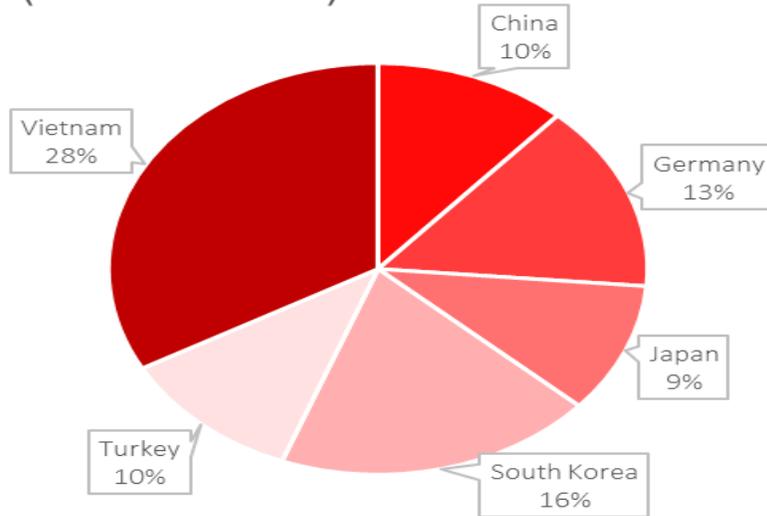


New Brunswick International Student Program (Enrollment)

- New Brunswick International Student Program (Enrollment) 2019-2020
- New Brunswick International Student Program (Enrollment) 2020-2021



TOP SOURCE COUNTRIES (2020 - 2021)



STUDENT ENROLLMENT BY COUNTRY (2020 - 2021)	
Source Country	Total Number of Students
Austria	3
Bangladesh	3
Chile	1
China	26
Colombia	1
Germany	33
Hong Kong	3
Iran	1
Italy	9
Japan	23
Kazakhstan	2
Mexico	7
Poland	1
South Korea	43
Spain	3
Switzerland	2
Thailand	2
Turkey	25
Vietnam	74

While the decline in overall enrolment was somewhat disheartening, it would have been challenging for the NBISP team to have accepted more students than we served. Public health requirements necessitated 14-day quarantine periods, which were conducted in hotels, with meals delivered, daily health checks conducted, virtual activities organized, and round the clock supervision put in place. Further, while many of our long-standing homestay families welcomed our students with their open and caring arms, others were understandably reluctant to bring another person into their home during the pandemic.

Overall, NBISP's normal operations were drastically altered, as staff planned and implemented new strategies to ensure the health and safety of visiting students and of those New Brunswickers with whom they would come into contact. There was a massive undertaking, and AEI staff can be proud of the way they received and cared for the students who came to our province despite the new pandemic related realities that forced a different kind of study-abroad experience than we were accustomed to providing.



NBISP SUMMER CAMP

After the 2020-2021 school year was complete, the COVID-19 pandemic continued to present challenges for some of our NBISP students, which resulted in 82 of our students remaining in New Brunswick throughout the summer months. For a variety of reasons, such as flight cancellations or quarantine requirements, the 82 students were unable to return home to be with their families over the summer.

In collaboration with Mount Allison University, the NBISP team organized a three-week summer camp for these students during the month of July 2021. The summer camp offered students the opportunity to stay in a residence on the Mount Allison University campus, meet other international students, improve their English language skills with dedicated EAL classes, participate in afternoon and evening activities, and attend day trips to Nova Scotia and Prince Edward Island.



Mount Allison
UNIVERSITY



NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM (NBOSP)

Despite the coronavirus pandemic, the New Brunswick Offshore Schools Program (NBOSP) continues to provide solid educational opportunities to students in our affiliated schools around the world. Students work towards achieving an internationally recognized New Brunswick education and high school diploma. Despite logistical challenges associated with these difficult times, we continued to show growth this year within our program while also maintaining quality assurance in each school.

Creation, refinement, and enforcement continue to be the focus for our NBOSP policies and procedures in all area of business.

In 2020-2021, NBOSP continued to be affiliated with schools in China, Bangladesh, Brazil Turkey, St. Lucia and in the Province of Quebec. We currently have a total of 30 offshore schools and more than 7400 students, and at the writing of this report, we are exploring possible partnerships in France, Nigeria, and Ukraine.

PROFESSIONAL LEARNING:

The NBOSP team provides both virtual and in-person professional learning opportunities to educators and school personnel. These offerings support the use of curriculum content, as well as specific teaching and assessment practices. Current professional learning themes include:

- Math Strategies K-8
- Assessment Practices
- Classroom Management (Student Engagement)
- English as Additional Language Strategies in the Classroom

ONLINE
TRAINING



All expenses associated with any professional learning provided by NBOSP are considered reimbursable and are charged back to our partners.

IMPACT OF COVID-19 ON THE NBOSP BUSINESS LINE



Due to the ongoing complications created by COVID-19, we continue to follow all safety procedures to reduce risks to our team and to the staff and students in offshore schools. Because of the continued pandemic-related challenges, there is an increased demand for on-line services, and this is causing us to be innovative as we look for ways to address individual needs. That said, we have taken a cautious approach with new offshore school applications, and while we are pleased to engage in discussions with potential new partners, our decisions are influenced by our monitoring of the global situation.

The two proposed schools in Nigeria are on hold due to COVID-19. We continue to engage with the schools to maintain conversations in hopes that we may soon be able to proceed with this partnership.

Some teachers in our offshore schools were unable to travel due to domestic and/or international restrictions, so the Vice Principals and local teachers created alternative arrangements.

It is anticipated that in the spring of 2022, our team will be able to complete in-person inspections in our offshore schools, assuming pandemic restrictions are lifted.

Virtual Inspections: To maintain standards for best practices in our offshore schools, we continue to communicate with each Vice Principal as they ensure the proper implementation of the Canadian program. We regularly monitor transcripts and offer virtual professional learning to help prepare schools for future inspections. With any new proposals, we complete a virtual inspection which includes receiving a comprehensive package from the school, a video that details the school environment, a virtual classroom visit while teachers are teaching, and a virtual tour of the school with the Vice Principal. During this tour with the Vice Principal, we ask pertinent questions and respond to any queries from the school. Should the pandemic continue to preclude international essential travel, we will continue with virtual inspections and in-depth communication until we are able to travel abroad.



Looking Ahead: NBOSP continues its focus on maintaining and supporting current relationships. At the same time, we are keen to explore new and sustainable partnerships around the world. NBOSP will continue to ensure that the integrity of the New Brunswick curriculum and the New Brunswick program are monitored and supported.

Through mandatory inspections and interaction with school leads, the schools work diligently to ensure that the New Brunswick curriculum is being delivered as intended. Although travel restrictions have necessitated virtual inspections as our method of monitoring the school’s progress and success, we have seen no appreciable sacrifice in quality.

New Partnerships In 2020-2021

- Canadian School of Vitoria Ltda, Brazil AND
Canadian School of Vila Velha, Brazil
Grades: K-6
Planned opening February 2022
- International School of Mogi das Cruzes
São Paulo, Brazil
Grades 10-12



TED SCHOOLS

TED (Turkish Education Association) is a distinguished non-government organization with a progressive vision to:

- ✓ establish schools that provide education in Turkish and foreign languages
- ✓ create Scientific platforms to increase educational standards
- ✓ raise public awareness on the problems and solutions of the education system through research projects

AEI began a partnership with TED in September 2020. Currently, we support 7 high schools offering the dual diploma within the TED umbrella. The first class to graduate from these schools will be June 2022.



Applications Accepted and Being Reviewed for Approval

- Abuja, Nigeria
Grades 10-12 with potential for students to spend a semester in NB, as well as virtual learning opportunities
Planned opening September 2022
- Brazil
The Academy (Frank Barcello)
Exclusivity contract in Brazil for the recruitment of offshore schools
Discussions ongoing



PROSPECTS

In our efforts to become more strategic in seeking out schools in promising markets, we have recently requested proposals from consulting firms in France to conduct a market analysis on AEI's behalf. It is our intent to have a contract in place with a qualified consultant to carry out this work in the fall or early in 2022.

Most inquiries for new schools have requested a model which would be a blend of virtual and onsite learning. We continue to examine several requests for online course access for individual students, full classes, and entire schools. In cooperation with the Department of Education & Early Childhood Development, we are currently offering online high school courses as well as professional learning opportunities. We have had very productive discussions with the virtual learning team at the Department of Education & Early Childhood Development.

NEW BRUNSWICK (NB) OFFSHORE SCHOOLS

Country	School Name	ENROLLMENT NUMBERS
Bangladesh	Canadian Trillinium International School (CTIS)	179
	Canadian Trillinium School (CTS)	54
Brazil	Canadian School of Niteroi	515
	Canadian International School of Mogi da Cruz	364
	Colegio Santo Agostinho - Belo Horizonte	32
	Colegio Santo Agostinho - Rio de Janeiro	53
	Colegio Santo Agostinho - Unidade Nova Lima	41
China	Anhui Concord College of Sino-Canada (ACCSC)	7
	Beijing Concord College of Sino-Canada (BCCSC)	848
	Canadian International School of Beijing	822
	Canadian International School of Hefei	357
	Lanzhou Wanhua Concord College of Sino-Canada	449
	Guiyang Concord College of Sino-Canada (GCCSC)	14
	Canadian International School of Shenyang	84
	Fuzhou Concord College of Sino-Canada	563
	International School of Nanshan Shenzhen (ISNS)	727
	Harbin Shenghengji Concord College of Sino-Canada (HSCCSC)	534
	Shenzhen (Nanshan) Concord College of Sino-Canada (SCCSC)	769
	Sino-Canada Concord School of Hefei High Tech Zone	689
	Quindao Concord College of Sino-Canada	27
	Xi'an Concord College of Sino-Canada (XCCSC)	633
Saint Lucia	International School of St. Lucia (ISSL)	
Canada	Bishop's College School	244
Turkey	Florya Can Ada Koleji	325
	TED Ankara College	
	TED Atakent College (Esenyurt Campus)	77
	TED Atakent College (Halkali Campus)	10
	TED Bursa College	20
	TED Izmir College	6
	TED Mersin College	5
	TED Ronisans College	17
	TOTAL	7460

The following school is no longer part of our program:

- Colegio Santa Maria – Recife, Brazil



CONFUCIUS INSTITUTE OF NEW BRUNSWICK (CINB)

Performance

THE CONFUCIUS INSTITUTE IN NEW BRUNSWICK (CINB) was established in 2007 and is hosted by Atlantic Education International Inc. The Chinese program includes a Canadian Director, Teng Jing as well as a Chinese Director, David Dai. We continue working diligently to ensure guidelines are in place while preparing for the completion of this agreement in June 2022, at which point, CINB will not be associated with AEI or any New Brunswick public schools.

During the 2021-22 academic year, eleven high schools participated in the program by offering Mandarin 120. To support this process, certified teachers from China are placed at participating schools under the supervision of a New Brunswick certified teacher. The Chinese teachers focus on teaching Chinese language to those students choosing to enrol in the approved elective credit course, with a goal of obtaining the proficiency target of A1.2 on the Common European Framework of Reference for Language.

Due to Covid-19 which caused visitation restrictions, in the fall of 2021 our team conducted a virtual meeting with the Chinese and Canadian Directors and the Chinese teachers of CI classrooms in the province to ensure that guidelines were being followed. Information on best practices was discussed and time was allotted for questions.



NEW BRUNSWICK EDUCATION RESOURCES PROGRAM

AEI is pleased to support both its main lines of business plus additional initiatives important to educational advancement of global competencies. These activities are managed through The New Brunswick Education Resources Program (NBERP).

VIRTUAL LEARNING OPPORTUNITIES FOR STUDENTS AND EDUCATORS



During the 2020-21 school year, when so many travel and life plans were placed on hold for international students, AEI worked closely with EECD's Virtual Learning Centre to offer online credit courses to 41 students who had intended to come to NB high schools but could not. Support from an AEI staff person complemented the efforts of the NB

Distance Facilitators to assist students with the extra challenge of learning in English, a second or third language for most, and in an online environment which required continuous commitment and self-motivation.

Revenues from AEI business supported the refresh of several online courses to include a focus on global competencies as well as subject matter updates. The revisions enhanced the digital learning experience for International students as well as all NB grade 11 and 12 students involved in online learning.

For educators in NB affiliated offshore schools, NB online student course content was made available as a professional learning support and quality assurance guide.

NBOSP educators were also eager to advance their professional learning by participating in modules created and facilitated through AEI for their specific curriculum delivery needs: Mathematics K-8; Assessment Practices; Classroom Management/Student Engagement; English as Additional Language Strategies in the classroom.

As travel opportunities remain in flux and demand for quality online learning grows, there are further business opportunities to explore.



AUTISM LEARNING PARTNERSHIP

The Department of Education & Early Childhood Development (EECD), AEI's *Autism Learning Partnership* promotes and markets the Autism Training online program; AEI offers contract and invoicing support.

In 2020-2021 AEI handled transactions for 16 educators from a contract with the Territory of Saint Pierre and Miquelon (\$5,200) and for 33 individuals who applied online (\$10,725).



FINANCIAL SUMMARY *see Appendix A

FISCAL YEAR 2020-2021

AEI's audited financial statements, which comprise the balance sheet as at August 31, 2021 and the statements of operations and deficit and cash flow for the year then ended, are included herein.



SIGNIFICANT FINANCIAL HIGHLIGHTS

Opinion - Independent Auditor's Report

"We have audited the financial statements of Atlantic Education International Inc., which comprise the statement of financial position as at August 31, 2021, and the statements of operations, changes in net financial assets and cash flow for the year then ended in accordance with Canadian public sector accounting standards.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at August 31, 2021, and the results of its operations and its cash flow for the year then ended in accordance with Canadian public sector accounting standards."

STATEMENT OF OPERATIONS

	2021	2020
Revenue	6,791,305	13,260,206
Expenses	4,862,535	8,708,408
Excess of Revenue Over Expenses Before Transfers	1,928,770	4,551,798
Transfers to Schools and Districts	(1,399,690)	(4,041,415)
Excess of Revenue Over Expenses for The Year	529,080	510,383

STATEMENT OF FINANCIAL POSITION

	2021	2020
Financial Assets	8,360,154	8,049,368
Liabilities	6,235,885	6,450,348
Pre-Paid Expenses	14,279	10,448
Accumulated Surplus	2,138,548	1,609,468

A FINAL WORD

As we look ahead to the 2021-2022 fiscal and school year, we are hopeful for a return to the growth trajectory we had been enjoying prior to the COVID-19 pandemic. Already we are seeing a resurgence of interest from international students to live and study in New Brunswick, and we expect – pandemic permitting – to return to pre-pandemic enrolments, if not next year, then by the one following. We have also seen a renewed interest in possible offshore school partnerships in various countries around the world, including some in countries that are considered priorities for us, but for which we have not been able to gain a foothold. Further, we are experimenting with a more assertive marketing approach, whereby we will conduct market research in priority countries with the assistance of qualified consultants.

The pandemic has forced all educational jurisdictions and institutions to develop and implement virtual learning opportunities, and New Brunswick is seen as a leader in this field. With its complete list of Grade 11 and 12 courses online prior to the pandemic, the Virtual Learning team at EECD had already established a sound infrastructure for the development and delivery of high-quality online learning resources. This strong technical expertise, coupled with the excellent relationship that exists between AEI and EECD, is allowing us to pursue more and more virtual learning partnerships in the international marketplace, and we see great potential for the growth of this business line which will open new doors and will also allow us to supplement program offerings to existing clients.



We also look forward to restarting the Study Abroad Scholarship Program which had to be abandoned in early 2020, when the pandemic made it too risky to allow students to travel. Through this program, AEI will select 4-6 worthy New Brunswick high school students to spend the 2022-2023 school year living and studying in Germany. There was tremendous interest in the program when we issued the call for applications last time, and we anticipate a similar response this year, as young people dream of reclaiming youthful life experiences that have been paused by COVID-19. It is anticipated that applications will be received in the fall, and decisions about successful candidates will be communicated by early December, 2021.

Finally, AEI looks forward to supporting Government in priority initiatives that are linked to our main business lines, to our goals, and to our improvement strategies. We have already begun discussions with Government officials about two priority areas: enhancing innovation in New Brunswick's public schools and strengthening the pathways to immigration into the province.

The AEI team remains committed to our organization's success, and to our mission of providing learners from around the globe with access to New Brunswick's quality education system, in the province and abroad, and to maximizing the resulting education, economic, and social benefits. The pandemic has challenged us in ways we could not have anticipated, but so too has our staff shown a resilience and entrepreneurial spirit that had, until then, largely been untapped. We are ready for whatever challenges the *new normal* brings to us, and we look forward to presenting a report next year which documents our continued growth and success in this exciting and important educational endeavour.

