



**AMERICAN
FARM SCHOOL**
Thessaloniki · Greece

ANNUAL REPORT 2019

Moving forward



ANNUAL REPORT

FOR THE YEAR ENDING JUNE 30, 2019

➤ Contents

FOREWORD

Letter from the President	2
Letter from the Chairman	4
This is us: an institution transformed	6

SPOTLIGHT

First Class	8
Innovation-driven	10
Improving the learning experience	12
Education and culture, intertwined	14
Outreach and visibility	16

FINANCIAL RESULTS 18

COMPREHENSIVE CAMPAIGN 22

MOVING FORWARD 24

GOVERNANCE 26

THE FARM IN NUMBERS 28

FOREWORD

➤ Letter from the President

Like the young men and women that lend energy and vitality to the halls and grounds of our Institution, so the American Farm School & Perrotis College continue to thrive and grow with every passing day. While we stay true to the principles laid out by our founders and early leaders, now more than ever before we are focused on building the School's standing as a center for innovation, a leader in meaningful change, and an advocate for respectful and viable practices in agriculture and life sciences.

As Greece begins to gain its bearings and move towards a stable, promising future, the unique educational model offered at the American Farm School is an essential platform for shaping the leaders of tomorrow; for giving the individuals that will revolutionize the country's landscape the tools they need in order to do so. For this, we can all be proud, as it is something we have achieved together.

A year of firsts, 2019 was special for so many reasons and in so many ways – this past year we celebrated the first graduation ceremony for the Elementary School, as well as the first commencement for the Perrotis College M.Sc. program. It also marked the first full year of operation of Perrotis Junior College (IEK), which is already making significant waves in practical education, setting the new standard for technical training in the agrifood sector.

This fall, the Haseotes Middle School welcomed its first class, closing the gap between our Elementary and High School programs, and allowing us to complete our puzzle of educational divisions. Already a talking point, the Haseotes Middle School's official inauguration ceremony will take place this coming June. Our historic High School is making significant strides in its own right, with more students obtaining US college scholarships, more students participating and placing at regional, national and international competitions, and more students becoming successful ambassadors of the AFS message. This year alone, our Study USA seniors have been awarded early admission to notable institutions such as Brandeis University, Brown University, Pomona College and Worcester Polytechnic Institute to name a few, and over \$2 million in financial assistance.

These important accomplishments come with responsibility. A responsibility to look to the future boldly and critically, and to set the stage for the role we would like to play in Greece and the greater region's educational landscape in 20 -30 years' time. As part of this exercise we are beginning to prepare strategic directives for the School taking into account the geopolitical, climatic, technological and other environmental factors that will shape the world we live in.

None of this would have been possible without a shared vision – one that continues to transcend geographical boundaries. The Comprehensive Campaign is a testament to our dedication to these ideals, and by supporting vital needs such as scholarships, new programs, green infrastructure and more, you continue to show your commitment to the most important of AFS values.

Thank you all for being a vital part of this effort, and for joining the AFS family as we write these new chapters.



Panos Kanellis, Ph.D.
President
American Farm School & Perrotis College

FOREWORD

➤ Letter from the Chairman

I want to thank all of our generous supporters for believing in the power of the American Farm School and Perrotis College.

With the completion of the new Middle School our institution can now proudly claim that it provides education throughout the lifespan, from pre-K to high school to bachelors/masters degrees and adult education.

This 115-year-old institution has played, and will continue to play, a key role in rebuilding the economy of Greece. It is a huge task, but with the help of dedicated supporters, outstanding students, faculty and administrators, and talented trustees we can offer the kinds of world class education and research programs that are vital to renewal in Greece's food, agriculture and natural resources sectors.

Greece is learning its way forward seeking new levels of prosperity and the American Farm School and Perrotis College are unwavering partners in Greece's progress.



Dr. David Acker
Chairman of the Board of Trustees
American Farm School & Perrotis College



FOREWORD

> This is us: an institution transformed

The American Farm School educates students of all ages towards responsible stewardship in the areas of agriculture, food systems, the environment and other life sciences related to our sustainable future.

Founded 115 years ago by enlightened American educators, the School has transformed into an **unparalleled educational center** focused on nurturing the minds that feed the world and creating the next generation of scientists and problem-solvers in Greece and the greater region. Reflecting the values of its founding philosophy, the institution has formed into **an amalgam of agro-environmental education, innovative research and networks of excellence.**

Our dynamic community of learners comprises a **preK-6 primary division, the newly founded Haseotes Middle School, the High School, the School of Professional Education (Vocational High School, Adult Education and Extension Services), Junior College and the Perrotis College of Agriculture, the Environment and Life Sciences offering undergraduate and graduate studies.** All educational and research programs at the American Farm School are supported by the large-scale **Educational Farm.** This research, demonstration, training and production farm functions as a living laboratory for students of all ages to experience hands-on discovery, engagement and inquiry.

During these challenging times, the urgency to address climate change has become even clearer and the American Farm School is determined to contribute by making a difference in the vital areas of agriculture, food processing, and sustainability. The need for scientific breakthroughs and innovative and sustainable agriculture practices has never been greater, and feeding our growing global population is a crucial challenge. As an established institution with years of expertise, we don't stand back and observe. **We move forward, sharing our knowledge and joining forces with other organizations to offer solutions to significant problems.**

We are educating and training the next generation of scientists, entrepreneurs and business leaders who are changing the rules in the agro-food sector by addressing the complex issues associated with feeding the world in sustainable ways. We are helping farmers respond to the dramatic impact of climate change, choose the right crops to



match soil conditions, implement precision agriculture technologies, implement sustainable farming practices, reduce the use of scarce resources, and build sustainable businesses. We are conducting user-driven and application-specific research for the development of new products and we are helping transform agricultural production systems in environmentally responsible and sustainable ways.

Our holistic approach to education drives students to develop their strengths and sow the seeds of success – for themselves and their communities. And along with our students, faculty, alumni, friends and supporters, **we sow the seeds of a sustainable future – for succeeding generations and our planet.**

SPOTLIGHT

➤ First Class

As an ever-evolving entity, the institution experienced significant firsts during 2019. In June, the School celebrated the graduation of the first class of 6th graders from the **Elementary School**. These young learners will move on to Middle School with acute environmental awareness and exhibiting positive thinking, sensitivity and responsible behavior, acquired through learner-centered, cross-curricular and experiential teaching methodologies.

This year marked the beginning of a new chapter in the history of the American Farm School with the completion of the **Haseotes Middle School**, the vital link that was missing in the School's educational offerings. Welcoming its first class in September 2019, the new school – funded through a generous gift from the Vasilios S. and Aphrodite B. Haseotes Family Foundation – serves as a bridge between the Elementary and High School divisions, providing another extraordinary model of innovative, experiential education with STEM focus. It also signifies the realization of Dr. Kanellis' aspiration to expand the programs offered, making the American Farm School the only institution in Greece covering all educational levels (from pre-K to adult education).

A total of six High School graduates (Class of 2019) flew “first class” across the Atlantic to study at internationally renowned universities – Yale University among them – with their full financial needs met. These deserving students had the opportunity to pursue studies in the U.S. through the **Study USA** program run by the School's College Counseling Office. This success, on top of previous acceptances of numerous American Farm School graduates in recent years, is representative of the quality education offered by our High School. Distinctions and awards in science competitions at both the national and international level – such as the Thalys and Archimedes Math Competitions and the European Union Science Olympiad – followed by a 95% acceptance rate to higher education institutions in Greece and abroad, complete the picture of a successful year for the School's Secondary Program. We take pride in all of our students' accomplishments and we share this pride with our donors as these accomplishments showcase the impact of every single gift that has brought deserving students one step closer to a unique education.



The inaugural class at Perrotis Junior College completed their first year, keeping the institution close to its founding mission and to the practical focus on which it was built. The **Junior College** currently offers four majors: Organic Farming; Orchard Cultivation; Management of Crop and Animal Production; and Food Processing Technology and Marketing of Agricultural Products. Additional specializations will be added in the coming years.

This year also saw the first class of Master's degree students graduating from the **Perrotis College School of Graduate Studies**. The Graduate School awards M.Sc. degrees through holistic approaches in areas related to Agricultural Science (New Food Product and Business Development; Marketing for the Agro-food Sector), focusing on applied research, practical training, and entrepreneurship, guided by the principles of social responsibility. Perrotis College continues to offer a first class education to refugees through the “**Education Unites: From Camp to Campus**” program in collaboration with the U.S. Embassy in Athens. The goal of the program is to give opportunities to displaced students to continue their education; provide them with knowledge, skills and academic credits they can use either in Greece or in any other European country they move to in the future; help them get out of the camps and become integrated in local colleges; and offer young refugees hope for the future.

First class **products** such as milk, traditional yoghurt and Omega-3 eggs remain high on the consumers' preferences. In 2019, the School's Educational Farm introduced a sliced semi-hard cheese to the Greek market, while collaboration began with a leading deli meat company for the production of cured turkey products.

SPOTLIGHT

> Innovation-driven

Perrotis College boasts cutting-edge infrastructure and know-how to contribute to current scientific developments. Always looking to promote engaged learning, collaboration, and respectful innovation, Perrotis College faculty and students recently teamed up with the Hellenic Institute for Agricultural Research, the Genetics Bank, the Centre for Research and Technology Hellas, and Aristotle University of Thessaloniki to produce a study for the NATURE publishing house, helping Greece to secure a spot on the global Plant Patients stage. The study looked at the pangenome (entire gene set of all strains of a species) of the Colocynth (squash) family of plants.

Elsewhere, French agribusiness conglomerate Groupe Roullier Chemical Company partnered with Perrotis College to conduct research on bio-stimulants, and another collaboration was undertaken with a multinational fertilizer and agrochemical company to evaluate novel, environmentally friendly bio-stimulants which are sprayed onto olive trees to promote stress tolerance and enhance the quality of table olives and olive oil.

Many Perrotis College graduate students have chosen to focus their research in Genomics, thanks to the state-of-the-art research facilities at the Alikis Perrotis and Seth Frank laboratories. With projects ranging from comprehensive characterization of the microbiota of Halkidiki fermented table olives to reveal their probiotic potential, and the monitoring of pathogenic bacteria populations in novel bio-based meat preservation procedures, to the evaluation of a new hummus product for Pelopac S.A., the creation of a non-thermally treated ketchup for Goody's fast-food chain, or the use of pomegranate by-products as natural additives in cured meats for the Passias deli meat company, Perrotis College is at the forefront of scientific developments and product innovation.

Innovative projects implemented by the School's **Strategic Project Management Office** were successfully run or completed during 2019. Projects such as the Trans-Adriatic Pipeline Project in collaboration with the Bodossaki Foundation, the Recharging the Youth program: A New Agriculture for a New Generation program sponsored by the Stavros Niarchos Foundation and implemented in collaboration with Rutgers University and the Agricultural University of Athens, and the

Smart Agriculture program in collaboration with the supermarket chain A.V. Vassilopoulos, as well as numerous other projects funded by the European Union, generated significant income for the School and created a permanent network of American Farm School affiliated locations across Greece.

Hands-on learning connected to applied research and entrepreneurship was highly sought after by the **Vocational High School** students as part of their afternoon practical projects. Their participation in the evaluation of nanobubble technology in open field and greenhouse cultivation, conducted in collaboration with the Democritus Research Foundation, illustrated how technology relates to entrepreneurship.

The method of project-based learning applied at the **Elementary School** (on subjects like cyclical economy, climate change, sustainability, digital literacy and environmental awareness) helped students develop the skills they need to explore, discover and become creators of knowledge, not just passive recipients of information. In collaboration with the Dimitris & Alikis Perrotis Library, teachers implemented the re-designed Digital Citizen and 1:1 Bring your Own Device programs, covering topics such as media balance and well-being, privacy and security, digital footprint and identity, and cyberbullying among others.

Farm infrastructure improved in 2019 to adapt to innovative precision agriculture applications for spring cultivations. A bactofuge separator was installed to prolong pasteurized milk's shelf-life, and a manure scraper and cow water mattresses were procured with the aim to ameliorate animal welfare conditions.



SPOTLIGHT

➤ Improving the learning experience

To accommodate the needs of the M.Sc. in New Food Product and Business Development, **another fully equipped lab was added to the Seth Frank Hall of Graduate Studies.** The new lab contains all the equipment that is required for the production of a variety of products such as pasta, various freeze dried foods, canned food and dough based products, on a pilot scale.

An annex of the Dimitris & Aliko Perrotis Library opened in the Aliko Perroti Educational Center. The **George and Charlotte Draper Information and Media Hub**, named after the American Farm School's fourth President and his wife, offers selected print materials for students enrolled on both undergraduate and graduate programs at Perrotis College, enhancing the student's learning experience through personalized services.

To accommodate the growing student body, two new classrooms were built on the south side of the existing Elementary School building. **Through a generous grant from General Mills, a new courtyard has been constructed** right outside these new academic spaces to ensure all students have ample access to outdoor play areas. The new courtyard complements the existing network of play spaces for the Elementary School, providing an ideal backdrop for class breaks.



SPOTLIGHT

➤ Education and culture, intertwined

The American Farm School and Perrotis College offer Study Abroad programs for high school and college students that combine education in the fields of agriculture and life sciences with an introduction to Greek culture. **The historic Greek Summer program for American high school students** ran for the 49th consecutive year. The program helps students develop their cross-cultural skills, empathy and confidence to learn and thrive in new environments. This year's participants saw the very best of Greece while learning hands-on how to play a role in protecting the environment and changing young lives with a service project in a local village.

Perrotis College Study Abroad program grows bigger every passing year. In 2019, the College welcomed an unprecedented number of U.S. faculty-led groups, introducing the School, its cutting-edge facilities and distinguished faculty to a wider range of institutions. During the Fall/Spring semesters, U.S. students studied alongside full-time Perrotis students, allowing both to benefit from intercultural exchange. The programs provided significant profit, while increasing the diversity of the student body and promoting the institution abroad. University partners of Study Abroad 2019 include:

- Arizona State University
- Cornell University
- University of Georgia
- HAS Hogeschool Netherlands
- Iowa State University
- Texas A&M
- University of Arkansas
- University of Calgary
- University of Central Missouri
- University of Illinois - Urbana Champaign
- Warren Wilson
- WPI
- Berea College
- Northwest Missouri State University
- University of Akron
- Virginia Tech
- Appalachian State University



SPOTLIGHT

> Outreach and visibility



Mera Magiou Farm Fest, held in May 2019, attracted more than 7,500 people who visited the campus, received information about the educational programs offered, tasted the Educational Farm products, participated in environmental activities and experienced first-hand the uniqueness of the institution.

A series of academic, fundraising, and other cultural events took place in 2019, all supporting the School's Scholarship Program and engaging a variety of audiences.

Perrotis College organized and hosted the **Smart Farming - ERASMUS+ training program** with the participation of students and faculty from seven European universities. The program – funded by the European Commission – emphasizes cooperation, innovation, and the implementation of best practice principles in Precision Agriculture, a contemporary form of agriculture with heavy use of technology. The College also organized an Olive Oil and Sensory Analysis workshop with over 150 participants from the olive industry and academia.

The High School hosted an **International Masterclass workshop** for the fourth consecutive year. The initiative brought together the Aristotle University of Thessaloniki, the Greek Physics Laboratory Center and the European Organization for Nuclear Research (CERN) to engage a total of 185 students – 20 American Farm School students among them – on the topic “Advanced Particle Physics”. To round off this unique experience, our second-year High School class visited CERN to learn more about the organization's research.

The School is continuously seeking new partners and opportunities for cooperation. Such collaboration is the one with **Road Scholar**, a renowned U.S. organization providing educational travel for seniors. Close collaboration with other national and international educational and research institutions has

resulted in publications of articles in scientific journals, contributed to recent developments in precision agriculture and food science and technology, and confirmed, once again, the vital role the School plays in the advancement of the agro-food sector.

The **Alumni Relations Office** aims to support the interests of the institution by establishing mutually beneficial relationships. Events held in 2019 brought together American Farm School and Perrotis College alumni and served as an opportunity to keep them connected and aware of the institution's developments and fundraising needs.

The School became a destination for high-profile visitors from Greece and beyond, including the Greek Minister of Agricultural Development and Food Mr. Makis Voridis, the Administrator of the U.S. Department of Agriculture's Agricultural Research Service Ms. Chavonda Jacobs-Young, and the Deputy Chief of Mission of the U.S. Embassy in Athens Mr. David Burger, among others. These visits, along with other important news, were communicated through a plethora of press releases and other print or digital tools to the School's constituents in both Greece and the U.S., promoting brand awareness and recognition of the versatile institution that is the American Farm School.

FINANCIAL RESULTS

FOR THE YEAR ENDING JUNE 30, 2019

Greece officially exited a long and deep crisis in 2019. After contracting by more than 25% during the crisis, Greek gross domestic product is already responding positively under the new government and is forecasted to increase substantially in the following years.

In FY2019, American Farm School operating revenues were \$16.2 million, with tuition and fees accounting for nearly 34% of it, income from the educational farm contributing 27%, and gifts and grants from private sources representing another 29%. Government grants contributed an additional 5%, while just over 4% was income from the School's \$34.6 million endowment.

> Consolidated statement of financial position

	2019	2018
Total Assets	76.315	73.463
Liabilities	-10.208	-8.853
Net Assets		
Without donor restrictions	-47.932	-47.247
With donor restrictions	-18.175	-17.363
Total Liabilities and Net Assets	-76.315	-73.463

> Consolidated statement of activities

	2019	2018
Operating Revenues	16.237	17.929
Operating Expenses	-17.133	-16.647
Net Operating Result	-896	1.282
Non-Operating Revenues	3.142	3.075
Change in Net Assets	2.246	4.357
Net Assets as of beginning of year	64.610	59.566
Foreign currency translation adjustment	-749	687
Net Assets as of end of year	66.107	64.610

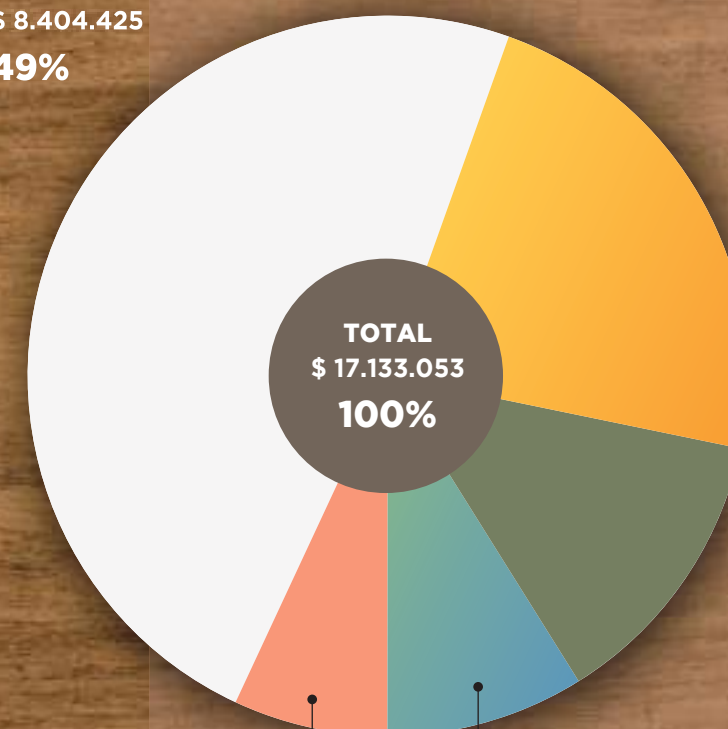
* Foreign Currency translation EURO/USD	2019	2018
Revenues and expenses	0.88:1	0.84:1
Assets and Liabilities	0.88:1	0.86:1

> Operating expenses

**EDUCATIONAL
INSTRUCTION**
\$ 8.404.425

49%

**EDUCATIONAL
FARM**
\$ 3.878.950
23%

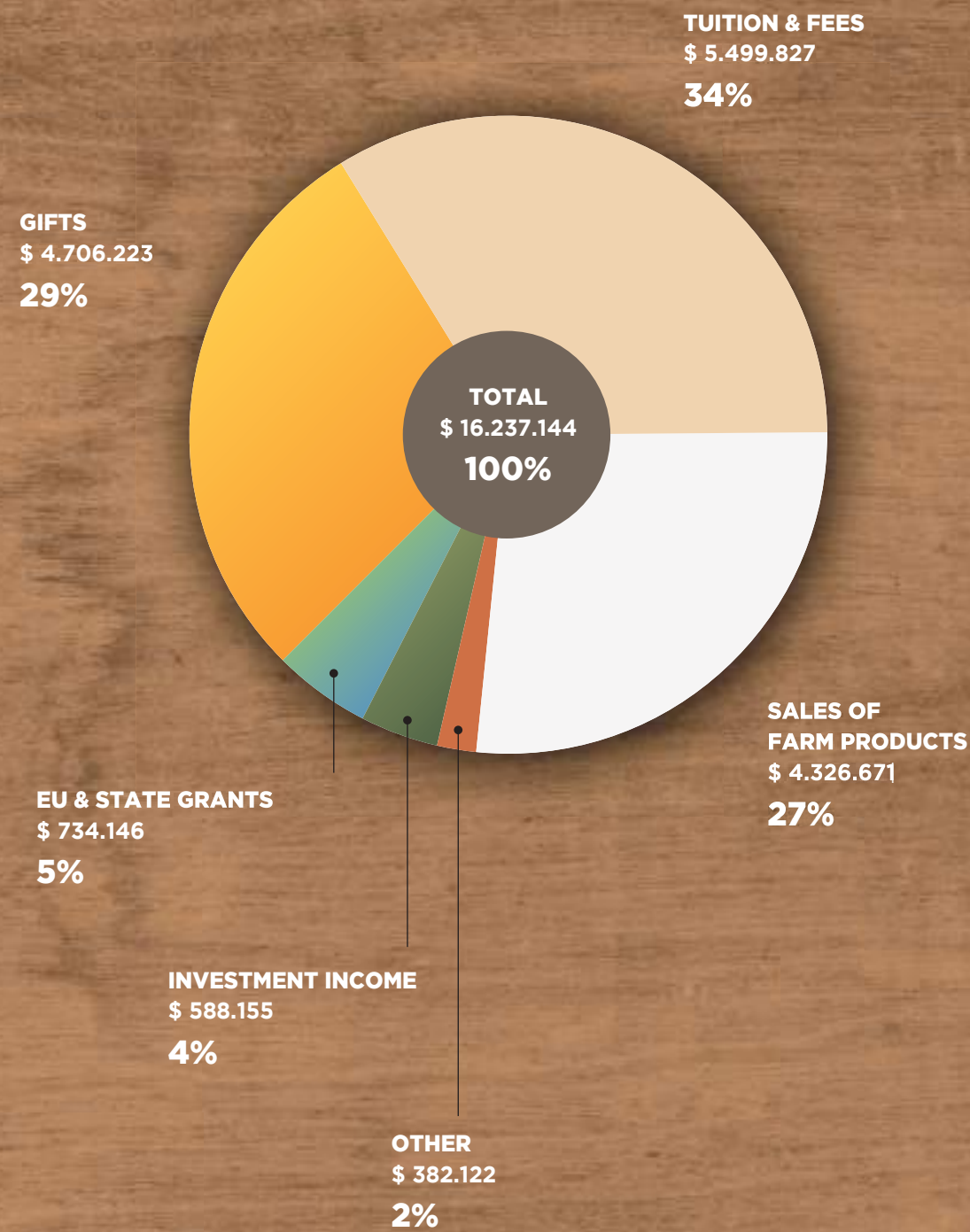


**ADMINISTRATIVE
& GENERAL
MANAGEMENT**
\$ 2.165.476
13%

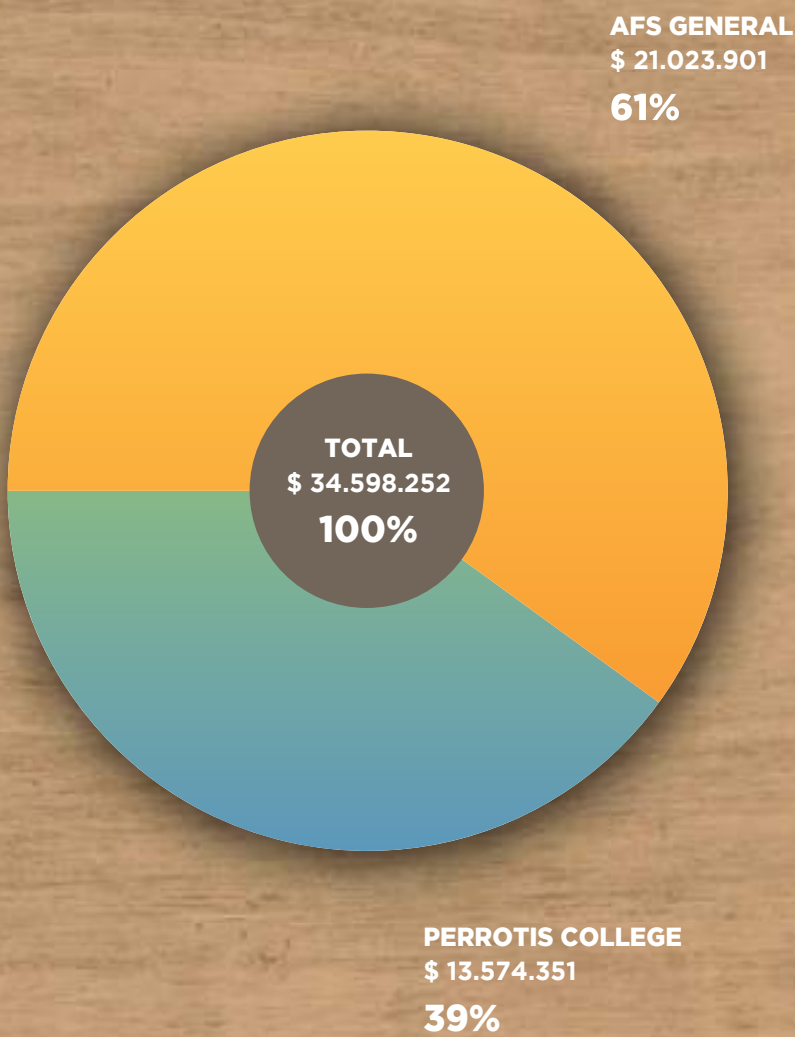
**CAMPUS BUILDINGS
& GROUNDS**
\$ 1.540.464
9%

**INSTITUTIONAL
SUPPORT &
DEVELOPMENT**
\$ 1.143.738
7%

> Operating revenues



> Endowment balances as of June 30th 2019



COMPREHENSIVE CAMPAIGN

➤ **Today, tomorrow, together** **Making sustainable impact**

The American Farm School announced its Comprehensive Campaign “Today, Tomorrow, Together – Making Sustainable Impact” early in 2018. The Campaign aims to bring deserving students closer to a brighter tomorrow through the support of three priority areas:

Scholarships

Many AFS students come from rural backgrounds from across Greece, the majority from families of very limited means. These young women and men represent the most vulnerable strata of Greek society. They are also those most benefited by the holistic education offered at the American Farm School & Perrotis College, preparing for professional careers in areas vital to Greece’s economy. Through the oldest and largest scholarship program in the country, every student in the High School, Perrotis College, and the Junior College, receives financial aid to subsidize tuition and room and board as necessary, with assistance ranging from partial to full scholarships. Additional scholarships are awarded annually, based on merit.

Programs

Providing the most current academic and experiential learning opportunities for our students is what helps them thrive. We ask them to challenge themselves and to pursue their goals in an ever-changing global environment – we in turn must do the utmost to offer programs that reflect the world’s changing needs. From professional development for our teaching staff, to student and alumni support services, to practical training and applied research, we give every member of the American Farm School community the framework to hone the skills they will need in their academic or professional lives beyond our institution.

Campus infrastructure

The most innovative programs require an on-going investment in keeping learning facilities, equipment, and other tools current, so that students can learn first-hand the new developments in their field of study, and so that they can contribute meaningfully to research and innovation. The Perrotis College scientific laboratories are already considered among the top in the country, but as our student body grows and diversifies, so does the urgency for additional space in surroundings that spark creativity and stimulate innovation, while the constantly expanding demands of the agro-food industry dictate the need for access to increasingly specialized training materials.

By the end of FY 2019 (June 30, 2019), close to \$15 million was raised (65% of the \$23 million to be raised by 2022).

To find out more about the Campaign and how to contribute,
please visit www.afs.edu.gr/giving



MOVING FORWARD

Exciting developments lie ahead as we enter the new decade. Perrotis College, now awarding degrees validated by Cardiff Metropolitan University in the U.K., has been working **towards accreditation by the New England Commission of Higher Education (NECHE)**. As part of the transition from the U.K. to the U.S. educational system, a 4-year B.Sc. program that includes a year of general education is being developed. In the meantime, the College plans to offer **two new undergraduate majors**: a B.Sc. in Digital Marketing for the Agro-food Sector and a B.Sc. in Environmental Science. **Two new M.Sc. programs** are being designed as well: Plant Seed & Propagation Material Production Management and Sustainable Agro-Environmental Systems Management. The B.Sc. Food Science and Technology program awaits accreditation by the Institute of Food Science and Technology, a U.K.-based independent qualifying body for food science professionals.

The **Haseotes Middle School** will enter its first year of operation, serving as a bridge between the Primary and Secondary Education divisions, while the **Study Abroad program** is expected to attract more international students, diversifying the student body and expanding the American Farm School community. **Extension services and outreach** will continue to grow as new and significant collaborations with the industry are formed: further development of training programs, counseling and field research provided by the School will increase the impact of the institution on production optimization and the promotion of economic growth in the region.

On the **campus development** front, the School is going forward with studies aiming to upgrade the sustainability of facilities and operations (renovation of waste management facilities, reduction of electricity consumption, installation of solar panels and more). Furthermore, the renovation of campus pathways, the beautification of the surroundings of the High School and the relocation of the Educational Farm are underway.



GOVERNANCE

The American Farm School is governed by a **Board of Trustees** comprised of volunteer community and business leaders from Greece and the U.S. who provide financial oversight, ensure adequate resources, ensure legal and ethical integrity, and maintain accountability for the School's operations.

The School is a private, not-for-profit organization as described in section 501 (c) 3 of the U.S. Internal Revenue Code, registered in the State of New York. Gifts to the School, made by individual donors as well as private and corporate foundations in the U.S., Greece and elsewhere in the world, help support operations, scholarships, capital projects, program development and more.

The American Farm School extends its deepest gratitude to our 2018–2019 board members. Regretfully, Honorary Trustee Stavros Constantinides passed away during the year. The School extends its deepest sympathy to his family.

Board of Trustees, 2018–2019

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THE EDUCATIONAL FARM IN NUMBERS

220
DAIRY CATTLE

21,500
TURKEYS

22,000
LAYING HENS

1,600
BROILERS

130,000
DAY-OLD CHICKS

1,100,000 lt
FRESH MILK PRODUCED

6,500,000
OMEGA 3 EGGS PRODUCED

68 tons
TRADITIONAL GREEK
YOGHURT

6.5 tons
SEMI-HARD CHEESE

3,500 bottles
DRY WINE/SPIRITS

2,000 tons
CORN SILAGE

60 tons
DURUM WHEAT

135 tons
SEED BARLEY

4 tons
LEGUMES

84 tons
COTTON

500 lt
EXTRA VIRGIN OLIVE OIL

2,034
OLIVE TREES (ON CAMPUS)





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