



2019 AOPA FINANCIAL

HIGHLIGHTS

How are my membership dues invested?

The financial decisions AOPA makes are rooted in how best to put dues and all other revenue sources to work in ways that will continue to deliver value for AOPA members. Your dues dollar in 2019 was allocated as follows:

FOR EVERY \$1 IN DUES:



\$.47 provided member services, such as education, assembly, and publications

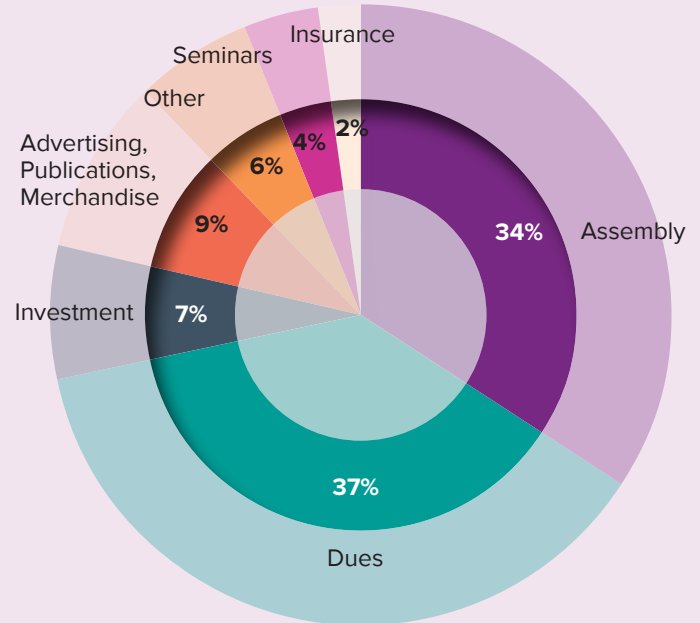
\$.25 was put towards government relations/ reimbursement services/advocacy

\$.09 provided for organizational governance and research

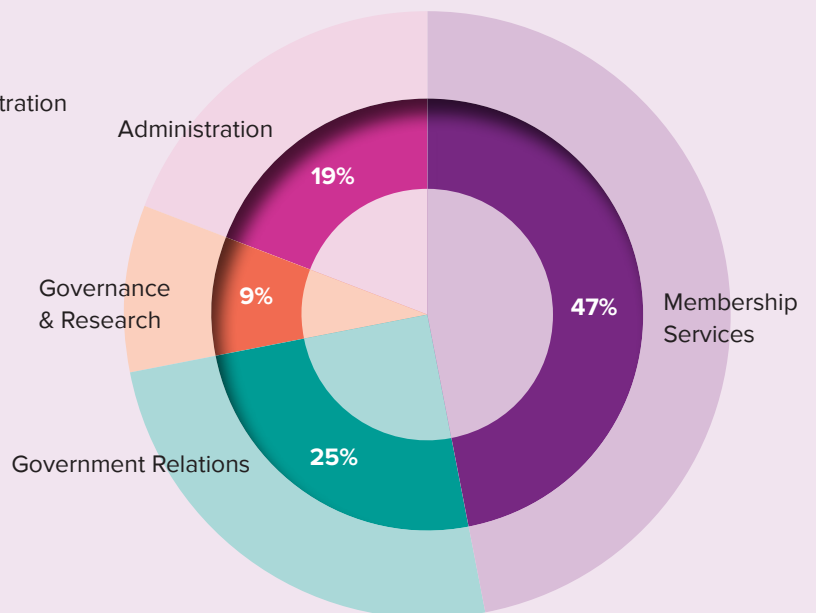
\$.19 provided for general administration



SOURCES OF REVENUE, 2019



EXPENSE BY FUNCTION, 2019



STATEMENT OF ACTIVITIES

Year ending 11/30/2019

| REVENUE | 2019 |
|--------------------------------------|--------------------|
| Membership Dues | \$2,193,966 |
| Assembly | 2,021,125 |
| Advertising | 498,545 |
| Insurance Admin fees | 137,500 |
| Seminars | 247,233 |
| Publications | 45,069 |
| Sponsorships | 21,500 |
| Other Income | 89,917 |
| Contributions | 40,236 |
| Investment Earnings | 406,868 |
| Net assets released from restriction | 216,974 |
| Total Revenue (100%) | \$5,918,933 |

| EXPENSES | 2019 |
|---------------------------------|--------------------|
| Program Services | |
| Membership Services | \$2,536,393 |
| Gov't Relations/Reimb. Services | 1,372,215 |
| Governance/Research | 485,145 |
| Support Services | |
| General & Administrative | 1,037,896 |
| Total Expenses (100%) | \$5,431,649 |

| | |
|---|----------------|
| Change in unrestricted net assets | 962,114 |
| Change in temporarily restricted net assets | (183,384) |
| Total Change in net assets | 778,730 |

| | |
|--------------------------------------|--------------------|
| Net Assets, beginning of year | \$8,121,944 |
| Net Assets, end of year | \$8,900,674 |

STATEMENT OF FINANCIAL POSITION

Year ending 11/30/2019

| ASSETS | 2019 |
|---|---------------------|
| Cash and cash equivalents | \$1,477,521 |
| Accounts receivable | 417,287 |
| Investments | 8,941,683 |
| Due from affiliate organizations | 42,886 |
| Prepaid expenses and other assets | 155,839 |
| Property and Equipment at Cost | |
| Furniture, equipment and leasehold improvements | 262,428 |
| Less Accumulated depreciation | (226,276) |
| Property and Equipment, Net | 36,152 |
| Total Assets | \$11,071,323 |

| LIABILITIES AND NET ASSETS | 2019 |
|---|--------------------|
| Accounts payable and accrued expenses | \$592,039 |
| Accrued payroll and related liabilities | 154,928 |
| Deferred dues revenue | 900,419 |
| Deferred meeting revenues and other | 499,575 |
| Total Current Liabilities | \$2,146,961 |

| | |
|------------------------------|----------|
| Long-term Liabilities | |
| Deferred rent liability | \$23,537 |

| | |
|---|---------------------|
| Total Liabilities | |
| Unrestricted net assets | 8,065,994 |
| Temporarily restricted net assets | 743,738 |
| Permanently restricted net assets | 90,942 |
| Total net assets | 8,900,674 |
| Total Liabilities and Net Assets | \$11,071,323 |