



2020 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 2020 was allocated as follows:

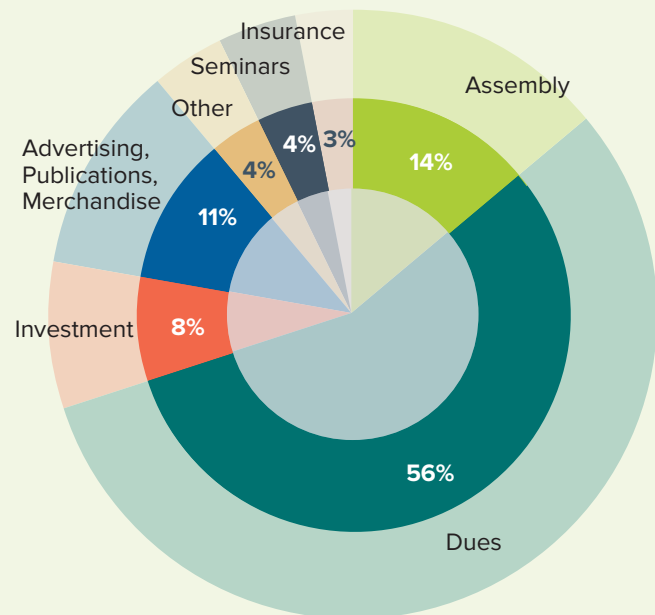
FOR EVERY \$1 IN DUES:



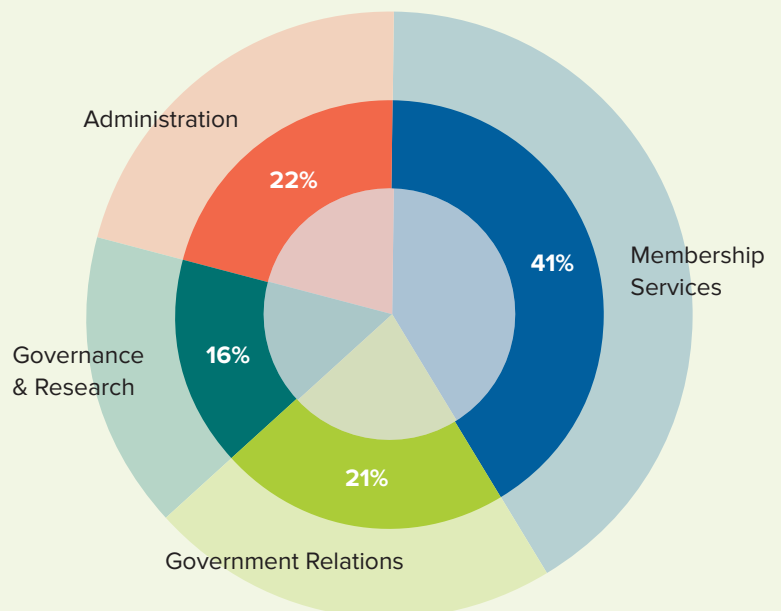
- \$.41** provided member services, such as education, assembly, and publications
- \$.21** was put towards government relations/reimbursement services/advocacy
- \$.16** provided for organizational governance and research
- \$.22** provided for general administration



SOURCES OF REVENUE, 2020



EXPENSE BY FUNCTION, 2020



STATEMENT OF ACTIVITIES

Year ending 11/30/2020

REVENUE	2020
Membership Dues	\$2,124,200
Assembly	\$553,735
Advertising	\$427,877
Insurance Admin fees	\$121,458
Seminars	\$159,127
Publications	\$34,120
Sponsorships	\$1,000
Other Income	\$13,391
Contributions	\$21,325
Investment Earnings	\$288,712
Net assets released from restriction	\$70,002
Total Revenue (100%)	\$3,814,947

EXPENSES	2020
Program Services	
Membership Services	\$1,788,640
Gov't Relations/Reimb. Services	\$918,389
Governance/Research	\$709,104
General & Administrative	\$938,321
Total Expenses (100%)	\$4,354,454

Change in unrestricted net assets	-\$122,150
Change in temporarily restricted net assets	-\$65,592
Total Change in net assets	-\$187,741

Net Assets, beginning of year	\$8,900,674
Net Assets, end of year	\$8,712,933

STATEMENT OF FINANCIAL POSITION

Year ending 11/30/2020

ASSETS	2020
Cash and cash equivalents	\$1,556,423
Accounts receivable	\$134,823
Investments	\$7,934,533
Due from affiliate organizations	\$46,147
Prepaid expenses and other assets	\$166,762
Property and Equipment at Cost	
Furniture, equipment and leasehold improvements	\$494,897
Less Accumulated depreciation	-\$294,318
Property and Equipment, Net	\$200,579
Total Assets	\$10,039,267

LIABILITIES AND NET ASSETS	2020
Accounts payable and accrued expenses	\$392,299
Accrued payroll and related liabilities	\$118,343
Deferred dues revenue	\$441,662
Deferred meeting revenues and other	\$373,879
Total Current Liabilities	\$1,326,183

Long-term Liabilities	
Deferred rent liability	\$151

Total Liabilities	
Unrestricted net assets	\$7,806,084
Temporarily restricted net assets	\$819,427
Permanently restricted net assets	\$87,422
Total net assets	\$8,712,933
Total Liabilities and Net Assets	\$10,039,267