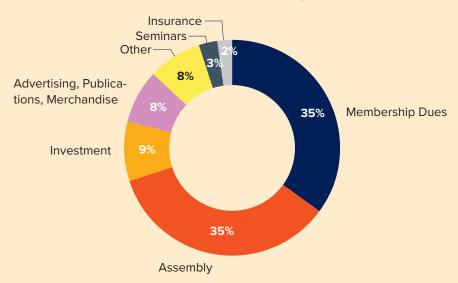


2023 Financial Highlights

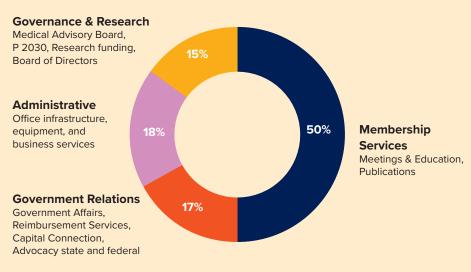
How are my membership dues invested?

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 2023 was allocated as follows:

SOURCES OF REVENUE, 2023



EXPENSE BY FUNCTION, 2023





2023 Financial Highlights

STATEMENT OF ACTIVITIES

Year ending 11/30/2023

REVENUE	2023
Membership Dues	\$1,703,860
Assembly	\$1,683,112
Advertising	\$346,072
Insurance Admin fees	\$120,000
Seminars	\$148,043
Publications	\$24,612
Sponsorships	\$20,500
Other Income	\$140,626
Contributions	\$2,605
Investment Earnings (net)	\$426,306
Net assets released from restriction	\$218,048
Total Revenue (100%)	\$4,833,784

EXPENSES	2023
Program Services	
Membership Services	\$2,357,493
Gov't Relations/Reimb. Services	\$805,904
Governance/Research	\$722,307
Support Services	
General & Administrative	\$834,972
Total Expenses (100%)	\$4,720,676
Change in Net Assets Without Donor Restriction	\$113,108
Change in Net Assets With Donor Restriction	-\$92,137
Total Change in net assets	\$20,971
Net Assets, beginning of year	\$8,203,205
Net Assets, end of year	\$8,224,176

STATEMENT OF FINANCIAL POSITION

Year ending 11/30/2023

ASSETS	2023
Cash and cash equivalents	\$1,381,045
Accounts receivable	\$67,780
Investments	\$7,792,814
Due from affiliate organizations	\$0
Prepaid expenses and other assets	\$248,947
Operating Right-of-Use Asset	\$1,193,514
Property and Equipment at Cost	
Furniture, equipment and leasehold improvements	\$641,383
Less Accumulated depreciation	-\$414,395
Property and Equipment, Net	\$226,988
Total Assets	\$10,911,088

LIABILITIES & NET ASSETS	2023
Accounts payable and accrued	\$230,705
expenses	
Accrued payroll and related liabilities	\$63,782
Deferred dues revenue	\$674,284
Operating Lease Liability	\$112,781
Deferred Rent	\$0
Deferred meeting revenues and other	\$332,227
Due to Affiliate Organizations	\$78,975
Total Current Liabilities	\$1,492,754
Long-term Liabilities	
Operating Lease Liability,	\$1,194,158
Net of current Portion	
Deferred rent liability	\$0
Net Assets	
Without Donor Restrictions	\$7,679,944
With Donor Restrictions (for Purpose)	\$414,232
With Donor Restrictions (Endowment)	\$130,000
Total net assets	\$8,224,176
Total Liabilities and Net Assets	\$10,911,088



