



ASCENDING TO NEW HEIGHTS

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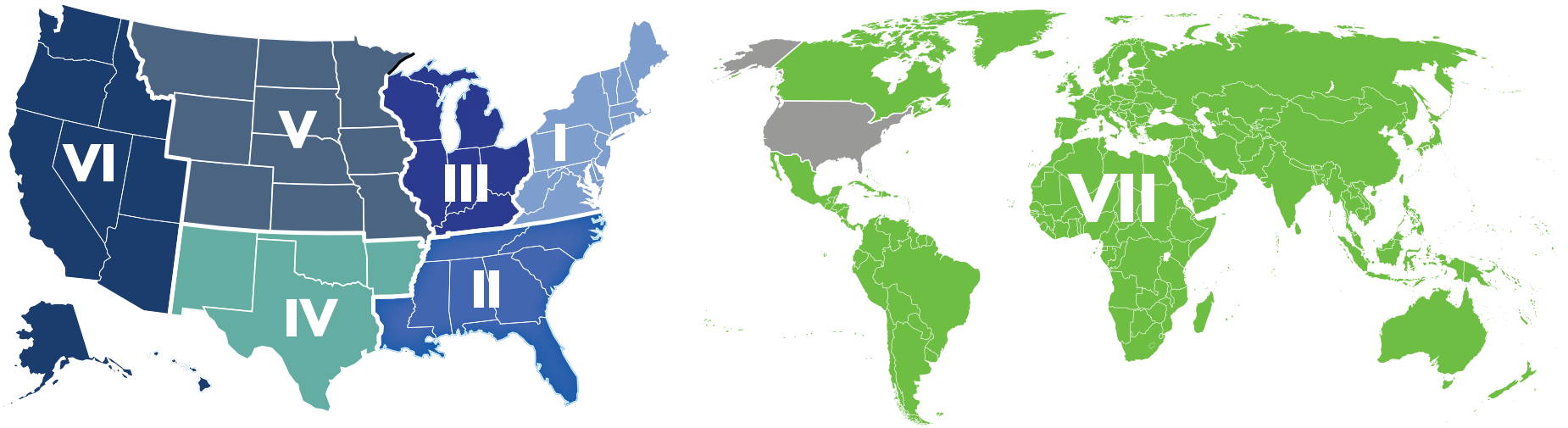
The American Institute of Aeronautics and Astronautics (AIAA) is nearly 30,000 engineers and scientists from 88 countries dedicated to the global aerospace profession. AIAA convenes yearly forums; publishes books, technical journals, and *Aerospace America*; hosts a collection of 160,000 technical papers; develops and maintains standards; honors and celebrates achievement; and advocates on policy issues. AIAA serves aerospace professionals around the world—who are shaping the future of aerospace—by providing the tools, insights, and collaborative exchanges to advance the state of the art in engineering and science for aviation, space, and defense.

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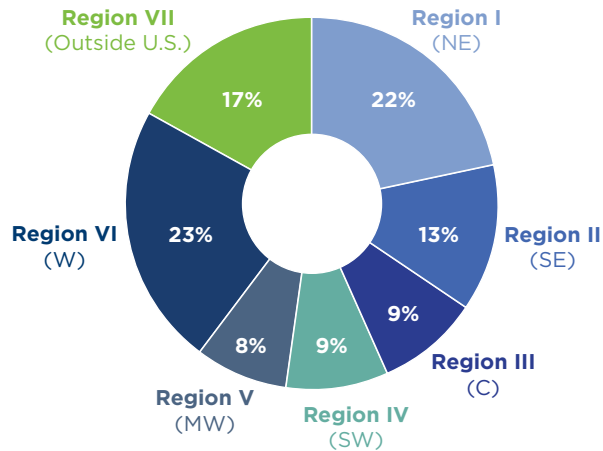
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A SNAPSHOT OF AIAA

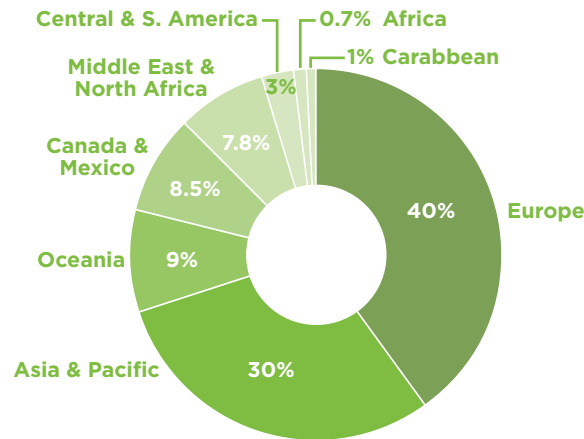
WHERE WE ARE



PERCENTAGE OF MEMBERSHIP
by Region



PERCENTAGE OF MEMBERSHIP
Region VII - International

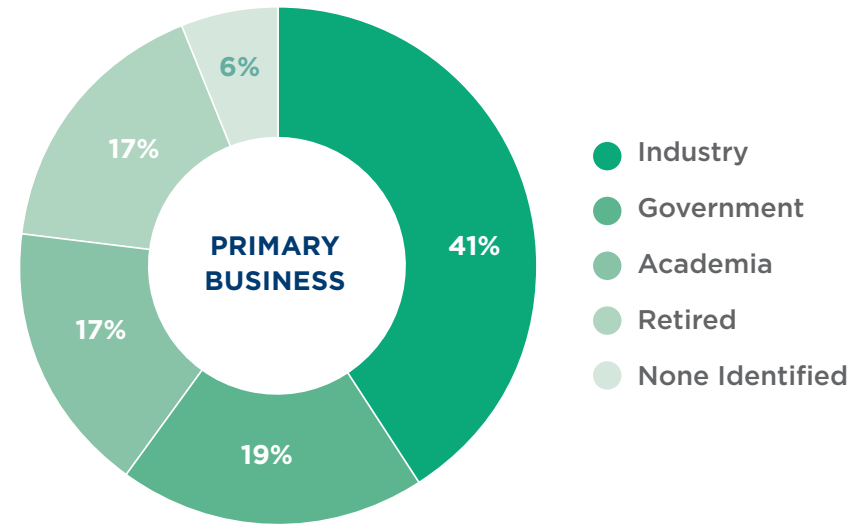
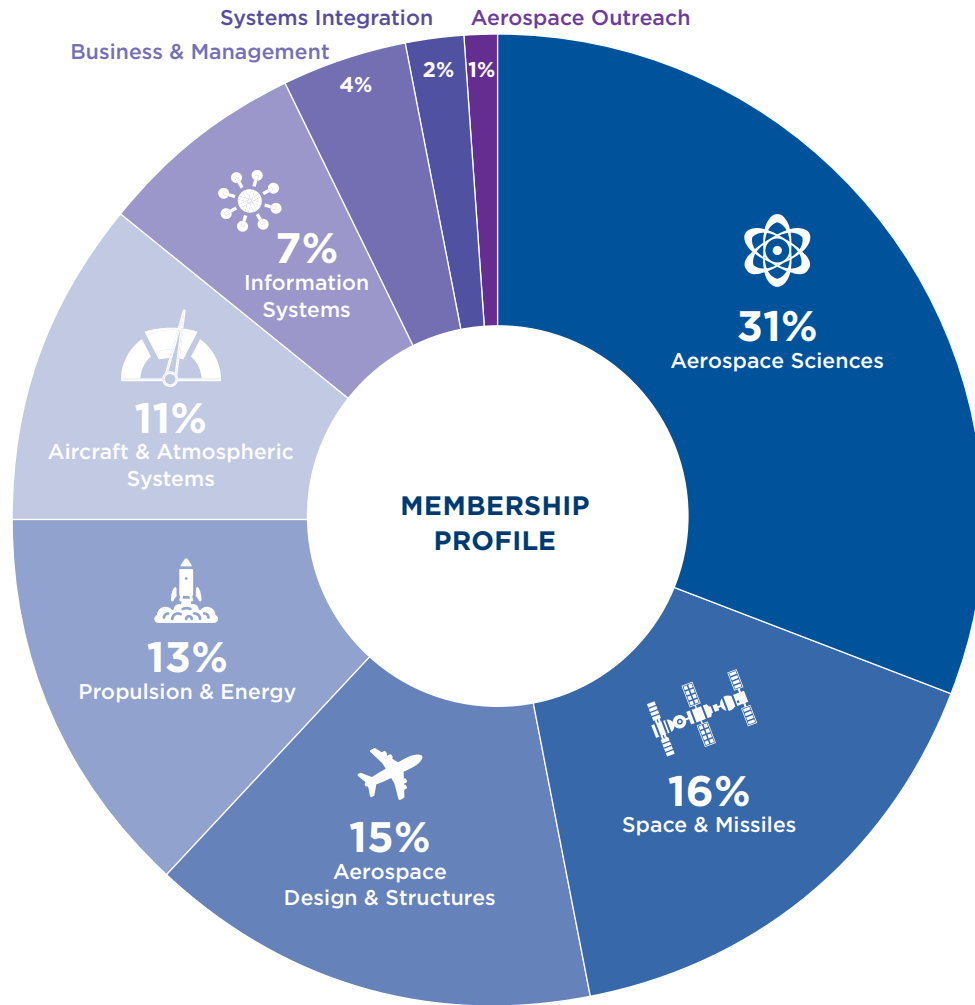


NUMBER OF CORPORATE MEMBERS



A SNAPSHOT OF AIAA CONTINUED

WHO WE ARE



MEMBERSHIP TYPE



EXECUTIVE REPORT

It's the start of a new decade—one where we will continue to build upon the hard work of the past and strive to make what was once thought impossible possible for the future. With your support, the American Institute of Aeronautics and Astronautics (AIAA) is charting the way forward by harnessing our members' technical expertise to help focus intent as well as guide and inform stakeholders from policymakers to technology innovators.

It's a particularly ripe time for disruptive technologies with their promise of social and economic benefits. AIAA is focused on the space economy, space exploration, cybersecurity, transformative flight, air mobility/autonomy, public policy, and perhaps the most important of all—workforce development. You'll be seeing AIAA actively moving on these fronts this year, notably in the space economy sector. We'll be using our deep technical knowledge to support expanding the aerospace community to include non-traditional players from medical professionals to economists.

AIAA Fellow A. D. Welliver introduced the Technology Clock in 1992 as a way of detailing how the economic security of the United States is tied to its leadership in aerospace. Since then, the aerospace community has grown to include other economic powers, and more countries now want to join in space exploration.

SPACE ECONOMY AND SPACE EXPLORATION

To help build the new space economy, AIAA is launching an event called ASCEND (www.ascend.events), to be held 16-18 November in Las Vegas. ASCEND represents a fresh approach for the space economy and AIAA. ASCEND is an outcomes-focused, transdisciplinary platform built from the ground up by space professionals to grow the space economy. This event will bring together scientists, engineers, economists, medical professionals, educators, legal professionals, artists, investors, and entrepreneurs to network, share ideas, and solve problems that affect our entire planet and beyond.

CYBERSECURITY INITIATIVE

Aerospace doesn't operate in silos but takes a systems-based approach to bring the parts into a whole. No other threat to our safety is quite like a cybersecurity threat. Bad actors can infiltrate the most innocuous parts of a system to create widespread damage. It's one reason why AIAA has made cybersecurity a priority. This year our members can look forward to increased aerospace cybersecurity coverage in AIAA publications. The Daily Launch now includes an aerospace cybersecurity section, and original new cybersecurity content is planned for *Aerospace America* and the AIAA technical journals. Upcoming AIAA forums will include more cybersecurity technical sessions, papers and talks, and also new experience offerings such as interactive, aerospace-focused cybersecurity training and "Capture-the-Flag" hacking competitions.

AIAA STRATEGIC PLAN 2018-2021

MISSION

AIAA exists to help aerospace professionals and their organizations succeed

CORE STRATEGIES



DATA DRIVEN

Use the appropriate data in the analysis of decisions



CURATE CONTENT

Be the leader in curated aerospace content



THOUGHT LEADER

Be the thought leader in technology and capability advancement

GOALS



FINANCE GOAL

Assure financial sustainability



A: 3% Revenue growth
B: Diversified revenue



MEMBERSHIP GOAL

Increase member loyalty and investment



A: 87% Member retention
B: 3% Membership growth



ORGANIZATIONAL GOAL

AIAA's capacity will be sufficient to meet the needs of our members



A: Member data-driven decision making
B: Aligned volunteer activities with strategic plan

EXECUTIVE REPORT CONTINUED

TRANSFORMATIONAL FLIGHT CERTIFICATION

We're also keeping our member's technical chops up-to-date with game-changing aerospace advancements. A case in point is the new Transformational Flight Certification Symposium at the AIAA AVIATION Forum, 15–19 June, in Reno, Nevada. Developed by the Transformational Flight Integration and Outreach Committee and the Aircraft Design Technical Committee, the symposium will focus on building type certification into the design of advanced aircraft.

ACCELERATING AUTONOMOUS VEHICLES

AIAA also is launching new initiatives to accelerate the introduction of autonomous vehicles into the aerospace ecosystem. The Board of Trustees has chartered a task force to align efforts across AIAA, ensure an understanding of the broad landscape of efforts within AIAA and externally across government, academia, and industry, and identify needed resources to ensure success. Ultimately the task force will identify and describe the risks and opportunities for autonomous aerospace systems, identify priorities, convene a critical mass of AIAA members, and build a plan to address the challenges associated with validation and verification of autonomous systems.

NEW PUBLIC POLICY SERIES

AIAA continues to seek new ways to spread the word about aerospace—from how it affects the economy to how it can have a profound positive societal impact. In late 2019, we started a new, “off-the-record” breakfast series to bring together policymakers and key industry players, so they can discuss aerospace issues in a collegial setting. The inaugural event was such success that we're making it a regular offering.

WORKFORCE DEVELOPMENT

Workforce development is a frequent topic of discussion in aerospace circles. When we meet a technological challenge, we frequently cite standing on the shoulders of giants as one reason behind the success. Today's challenges won't be overcome if we don't have people to continue the mission into the future. That's why AIAA is focused on workforce development for students, both K-12 and college, and career professionals. We seek diversity in gender, generation, and geography to build an aerospace workforce that could lead to the next disruptive technology.

We have set a challenging goal to connect one million students to aerospace. AIAA has a strong foundation to do this: we've expanded on Design/Build/Fly to create Design/Build/Launch; our K-12 classroom grants and support of LEGO competitions bring aerospace to local schools and excite young imaginations; and AIAA's student conferences, design competitions, scholarships, and awards have helped propel student careers. But we can't reach that many students without your help, talent, and enthusiasm. AIAA sections and student branches can work together to show K-12 students how exciting and meaningful the aerospace industry is and the future it offers.

You'll be seeing more of what matters to you from AIAA this year and in the future. Together, we can advance our mission of shaping the future of aerospace.



John S. Langford
President



Dan Dumbacher
Executive Director

STATISTICS 2019

PUBLICATIONS BY THE NUMBERS

TECHNICAL PAPERS

Total Number of Abstracts Submitted: **5,342***

Total Number of Abstracts Rejected or Withdrawn: **1,487**

Total Number of Papers Published: **3,855**

*SciTech, AVIATION, Propulsion and Energy



STANDARDS DOCUMENTS

Total Number of Documents Published: **3**

Number of Active Committees on Standards: **18**

BOOKS

Total Number of New Titles Published: **9**

Total Number of Existing Titles Reprinted: **59**



JOURNALS

Number of Original Manuscripts Submitted: **3,237**

Number of Manuscripts Rejected: **1,806**

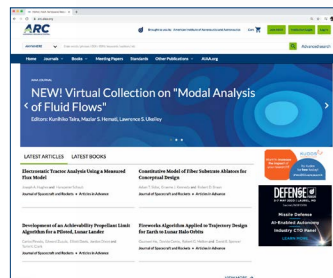
Number of Articles Published in all Journals: **1,264**

AEROSPACE RESEARCH CENTRAL (ARC)

Total Sessions: **2,947,005**

New Users: **1,445,578**

Page Views: **6,427,997**



[Visit Aerospace Research Central](#)

CONTINUING EDUCATION

FORUM COURSES AND WORKSHOPS

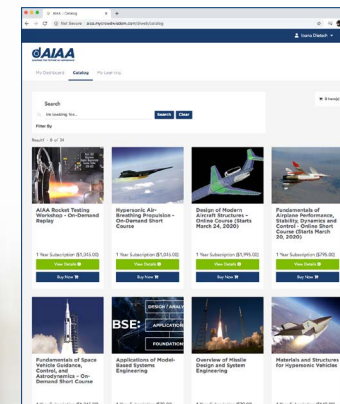
Total Number Held: **25**

[Upcoming Opportunities](#)

ONLINE EDUCATION

Online Courses and Webinars: **32**

[Learn Now](#)



STATISTICS 2019 CONTINUED

HONORS AND AWARDS

New Associate Fellows: **133**

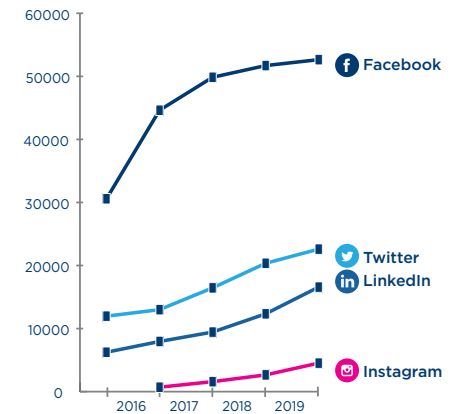
New AIAA Fellows: **29**

New Honorary Fellows: **3**

[More on Honors and Awards](#)



MEDIA HIGHLIGHTS AIAA's Growing Social Media Footprint



THE NEXT GENERATION

DESIGN/BUILD/FLY

Teams Participated: **77**

FIRST® LEGO® LEAGUE GRANTS

Grants Awarded: **420**

UNDERGRADUATE AND GRADUATE SCHOLARSHIPS

Scholarships Awarded: **22**

REGIONAL STUDENT CONFERENCES

Students Participated: **562**



[Make an Impact](#)



PUBLIC POLICY

CONGRESSIONAL VISITS DAY

Participants: **175**

Office Visits: **273**

CONGRESSIONAL EVENTS

Briefings: **4**

Receptions: **2**

TESTIMONY

National Space Council meeting (March 2019)

POLICY BREAKFAST SERIES

Initial event (November 2019)

[Make your Voice Heard](#)

FORUMS AND OTHER EVENTS

2019 AIAA SCITECH FORUM

7-11 January 2019, San Diego, CA

aiaa.org/SciTech



 **5,000+**
ATTENDEES

 **2,500**
MEETING
PAPERS

 **43**
COUNTRIES

2019 AIAA DEFENSE FORUM

7-9 May 2019, Laurel, MD

aiaa.org/Defense



 **350+**
ATTENDEES

 **100+**
TECHNICAL
BRIEFINGS

 **SECRET**
/NoFORN

2019 AIAA AVIATION FORUM

17-21 June 2019, Dallas, TX

aiaa.org/Aviation



 **2,200+**
ATTENDEES

 **1,100+**
MEETING
PAPERS

 **30**
COUNTRIES

2019 AIAA PROPULSION AND ENERGY FORUM

19-22 August 2019, Indianapolis, IN

aiaa.org/PropulsionEnergy



 **1,650**
ATTENDEES

 **700**
MEETING
PAPERS

 **36**
COUNTRIES

70TH INTERNATIONAL ASTRONAUTICAL CONGRESS

21-25 October 2019, Washington, D.C.

iac2019.org



 **6,949+**
ATTENDEES

 **1,800+**
MEETING
PAPERS

 **80**
COUNTRIES

More on AIAA Forums and Events

ASCEND

ASCEND stands for Accelerating Space Commerce, Exploration and New Discovery, and is being built from the ground up by space professionals to solve problems that affect the entire planet and beyond. ASCEND uses AIAA's world-renowned technical content to inform the creation of the new space ecosystem. The event will bring together scientists, engineers, economists, medical professionals, educators, legal professionals, artists, investors, and entrepreneurs to network, share ideas, and develop solutions.

Powered by AIAA, ASCEND's inaugural event will occur 16-18 November 2020 in Las Vegas, Nevada, and will focus on three macro themes:

- Accelerating the near-term commercialization of space
- Enabling the long-term human exploration and settlement of space
- Exploring the security, policy, and legal ramifications of space endeavors

For more information, visit www.ascend.events



CONSOLIDATED FINANCIAL STATEMENTS

AIAA & AIAA Foundation

STATEMENT OF FINANCIAL POSITION

(in thousands)

Assets:

| | Years ended 30 September | |
|---|--------------------------|------------------|
| | 2019 | 2018 |
| Cash and cash equivalents | \$ 6,165 | \$ 3,177 |
| Investments | 50,472 | 49,807 |
| Accounts receivable, net | 425 | 197 |
| Pledges receivable, net | 2 | 2 |
| Prepaid expenses and other current assets | 3,183 | 1,113 |
| Inventory | | 9 |
| Beneficial interest in trusts | | 1,163 |
| Fixed assets, net | 1,442 | 1,133 |
| Total Assets | <u>\$ 61,689</u> | <u>\$ 56,601</u> |

Liabilities:

| | | |
|--|---------------|---------------|
| Accounts payable and accrued expenses | \$ 3,718 | \$ 4,523 |
| Deferred member dues | 2,609 | 2,696 |
| Deferred subscriptions | 1,833 | 2,189 |
| Deferred sponsorship, meeting, and other | 7,254 | 1,834 |
| Other liabilities | 34 | 35 |
| Total liabilities | <u>15,448</u> | <u>11,277</u> |

Net assets:

| | | |
|---------------------------------------|------------------|------------------|
| Net assets without donor restrictions | 42,072 | 39,750 |
| Net assets with donor restrictions | 4,169 | 5,574 |
| Total net assets | <u>46,241</u> | <u>45,324</u> |
| Total liabilities and net assets | <u>\$ 61,689</u> | <u>\$ 56,601</u> |

STATEMENT OF ACTIVITIES

(in thousands)

Change in net assets without donor restrictions:

Revenue

| | Years ended 30 September | |
|---|--------------------------|---------------|
| | 2019 | 2018 |
| Member services | \$ 3,662 | \$ 3,586 |
| Technical publications | 9,633 | 8,770 |
| Outreach | 18 | 66 |
| Technical activities | 6,487 | 6,938 |
| Strategic plan initiatives and business development | | 90 |
| Revenues before investment return, contributions and net assets released from restriction | <u>19,800</u> | <u>19,450</u> |
| Investment return, net | 1,262 | 2,734 |
| Contributions | 1,537 | 519 |
| Net Assets released from restriction | 1,632 | 738 |
| Total revenue | <u>24,231</u> | <u>23,441</u> |

Expenses

| | | |
|---|---------------|---------------|
| Program services: | | |
| Member services | 4,917 | 4,368 |
| Publications | 4,359 | 4,311 |
| Technical activities | 8,734 | 8,905 |
| Outreach | 2,047 | 2,165 |
| Total program services | <u>20,057</u> | <u>19,749</u> |
| Supporting services: | | |
| Fundraising | 38 | 62 |
| Management & General | 1,814 | 1,990 |
| Total supporting services | <u>1,852</u> | <u>2,052</u> |
| Total expenses | <u>21,909</u> | <u>21,801</u> |
| Change in net assets without donor restrictions | 2,322 | 1,640 |

Change in net assets with donor restrictions:

| | | |
|---|----------------|------------|
| Investment return, net | 118 | 223 |
| Contributions and change in fair value of beneficial interest in trusts | 51 | 756 |
| Custodial program contributions | 58 | 113 |
| Net assets released from restriction | (1,632) | (738) |
| Change in net assets with donor restrictions | <u>(1,405)</u> | <u>354</u> |

| | | |
|-------------------------------|------------------|------------------|
| Net change in net assets | 917 | 1,994 |
| Net assets, beginning of year | 45,324 | 43,330 |
| Net assets, end of year | <u>\$ 46,241</u> | <u>\$ 45,324</u> |

CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

AIAA & AIAA Foundation

STATEMENT OF CASH FLOWS

(in thousands)

Years ended 30 September
2019 2018

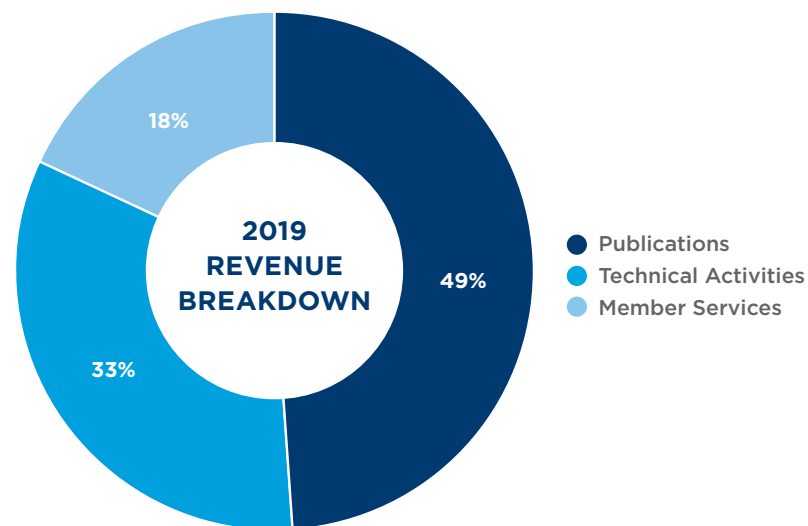
Cash flows from operating activities

| | | |
|---|---------|----------|
| Net change in net assets | \$ 917 | \$ 1,994 |
| Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities: | | |
| Depreciation and amortization | 283 | 249 |
| Net realized and unrealized loss (gain) on investments | 412 | (1,733) |
| Changes in operating assets and liabilities: | | |
| Accounts receivable, net | (228) | (9) |
| Pledges receivable, net | - | 1 |
| Beneficial interest in trusts | 1,163 | 416 |
| Prepaid expenses and other current assets | (2,070) | (490) |
| Inventory | 9 | 54 |
| Accounts payable and accrued expenses | (805) | 534 |
| Other liabilities | (1) | (5) |
| Deferred revenue | 4,977 | 792 |
| Net cash provided by operating activities | 4,657 | 1,803 |

Cash flows from investing activities

| | | |
|---------------------------------------|---------|---------|
| Proceeds from the sale of investments | 4,074 | 1,436 |
| Purchases of investments | (5,121) | (3,174) |
| Purchases of fixed assets | (622) | (48) |
| Net cash used in investing activities | (1,669) | (1,786) |

| | | |
|--|----------|----------|
| Net change in cash and cash equivalents | 2,988 | 17 |
| Cash and cash equivalents, beginning of year | 3,177 | 3,160 |
| Cash and cash equivalents, end of year | \$ 6,165 | \$ 3,177 |



| | Consolidated Total Assets | Consolidated Operating Revenue | Consolidated Net Assets |
|-------------|---------------------------|--------------------------------|-------------------------|
| 2019 | \$ 61,689 | \$ 19,800 | \$ 46,241 |
| 2018 | \$ 56,601 | \$ 19,450 | \$ 45,324 |

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