



Volunteer Leadership Town Hall

September 29, 2026

Agenda

- Institute Highlights
- Financial Report
- Council of Directors Report
- Board of Trustees Report
- Q&A
- Closing Remarks

Institute Highlights

June – September 2026

New AIAA HQ



Open House Held September 23



Membership

As of August 2026:

- Reaching over 103,000 individuals in our Community
 - Holding steady at 35,260 professional and student members
 - Renewal rates also steady at 73% for professionals, 20% for students
 - Challenged with students transitioning to professionals with a 6% transition rate
-
- **All volunteers are encouraged to advocate for membership and renewals**

University Programs

Compared to FY25:

Student Branches: 278 (+15 new)

Design/Build/Fly:

1,179 attendees (-1%)

62k+ livestream views, 1M+ impressions (first time)

Student Conferences:

443 papers (+11%)

112 Universities (+34%) & 60 High Schools (+70%)

TC Paper Design Competitions:

76 papers (+3%)

577 attendees (+5%)



EAA Air Venture

Coordinated with amazing volunteers
Mujahid “TULSI” Abdulrahim, Ph.D.,
and Jessica “STING” Peterson, to bring
the Institute’s mission to EAA
AirVenture, in Oshkosh, WI

Together, we developed the AIAA X-
Plane – Mujahid’s Thorp S-18 plane
wearing fresh AIAA livery – that has
become an Institute brand ambassador
for the coming year



CTO Summit

- Theme: “Driving Faster Production and Technology Superiority: The Evolving Role of the CTO”
 - Held Sept 9-10 at MITRE HQ
 - 60 Attendees (+30% over 2025)
 - Featured speakers:
 - The Honorable Michael Cadenazzi, Assistant Secretary of War for Industrial Base Policy
 - The Honorable Dr. Joseph Jewell, Assistant Secretary of War for Science and Technology
- "You're my People"**



30/30 Recognition Program

- Spotighting 30 exceptional young professionals who are advancing aerospace through technical achievement, innovation, and leadership
- Strengthen engagement and builds leadership pipeline
- Recognition in 7 categories (aligned with AIAA's technical groups)
- 196 nominations the first year
- Winners announced this week and recognized in October *Aerospace America* and online



Up Next Podcast

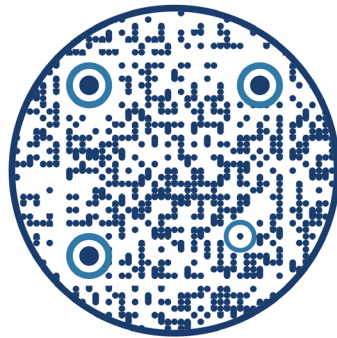
- Launched new podcast series on Sept 24 to share insights from founders and technical luminaries
- Available on major podcast platforms
- More than 40k views/downloads
- Upcoming Episodes:
 - Quantum Technologies – Sarah Hiza, Lockheed Martin, Oct 15
 - Hybrid Electric Aviation – John Langford, Electra, Nov 5



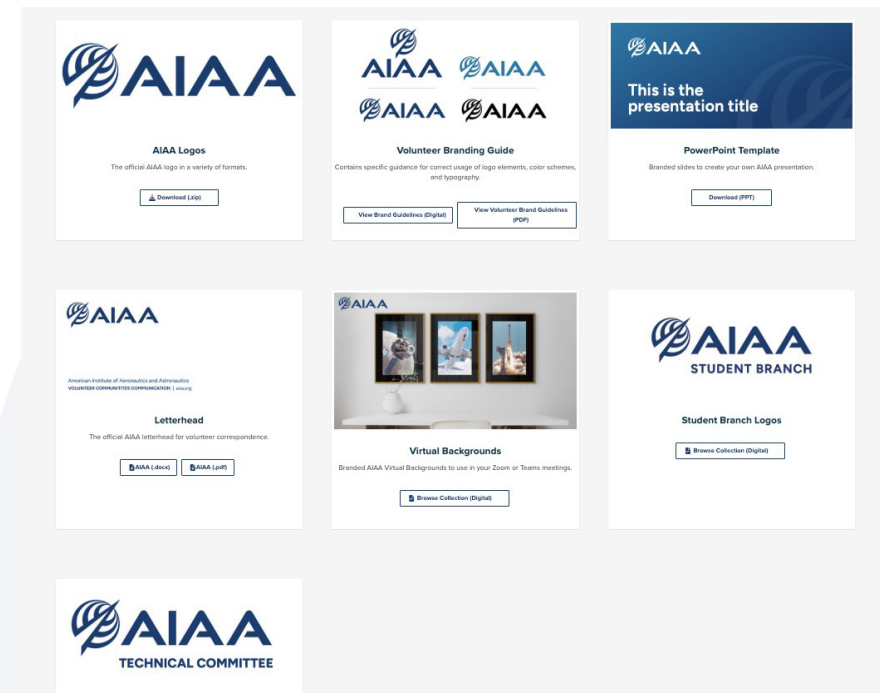
Brand Center

Everything you need for branding and communications, in one place:

- ✓ TC/Section/Student Branch Logos
- ✓ PowerPoint Templates
- ✓ Zoom backgrounds
- ✓ Full branding guide
- ✓ ...and much more



aiaa.org/branding-resources-center



Upcoming Events



Upcoming: AIAA SciTech Forum

- Theme: “Resilience in a Changing World”
- 4,458 abstracts received, +5.7% over 2026
- 194 session submissions, equal with 2026
- Features: technical plenary session and CTO Summit follow-up session
- Associate Fellows Dinner, Premier Award winners, and Awards Ceremony
- Working to expand local outreach & increase attendance
- Adding sponsored content
- Hotel block is open!



Financial Report

Linda Montgomery, CFO

Financial Update

Operating Results

FY26 through 3Q

- **Revenue** \$20.3M **9%** budget
- **Expense** (\$21.2) **4%** budget
- **Net Rev(Exp)** (\$.9M) -4% of rev

Portfolio Performance

Net Investment Income

FY26 through 3Q \$2.0M (**43%** Y/Y)

Reserves 6/30/26

- **Portfolio balance** \$42.4M
- **Required Reserves** \$29.5M
- **Excess** \$12.9M **43%**
- No outstanding balance LOC

Strategic Initiatives

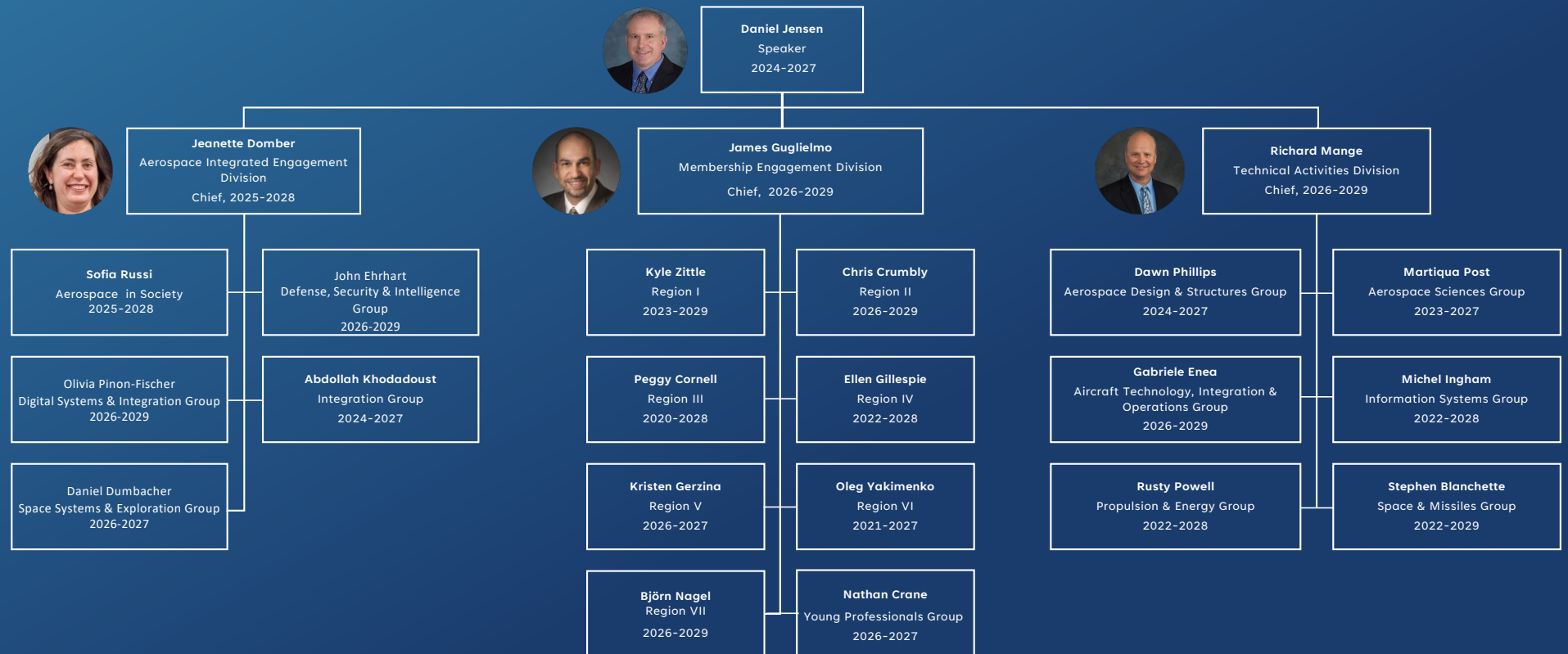
- **FY26 through 3Q** \$1.6M
- 64% spent of \$2.5M budget

FY26 Through Q3 - Revenue Headwinds Offset by Expense Discipline and Investment Income

Council of Directors Report

Dan Jensen, Speaker

Council of Directors



Council of Directors Report

- Congratulations to all the Section Award Winners:
 - Los Angeles – Very Large Section
 - St. Louis – Large Section
 - Southwest Texas – Medium Section
 - Northwest Florida – Small Section
 - Delaware – Very Small Section
- TAD (91%) /AIED (100%) updated their committee charters
- AIED reorganization being implemented
- MED/Foundation working to understand how to align educational programs
- MED and the YPG are updating the YPG Charter
- The MED Working Group for International Regions Restructuring is complete and is pending Council approval
- Election for next Speaker of the Council of Directors will be held in person at the Council Meeting at SciTech

Council of Directors Report

Historic Sites Approved/Dedicated:

Mia Mia, Australia, the site of the first Australian-designed and built aircraft, achieved by pioneer John Duigan in 1910, was dedicated on September 21

Eastman Kodak, Rochester, NY, played a very important role in optical systems used in NASA observatories and early orbital reconnaissance spacecraft. Dedication will be on 21 October 2026 at the Rochester Museum and Science Center.

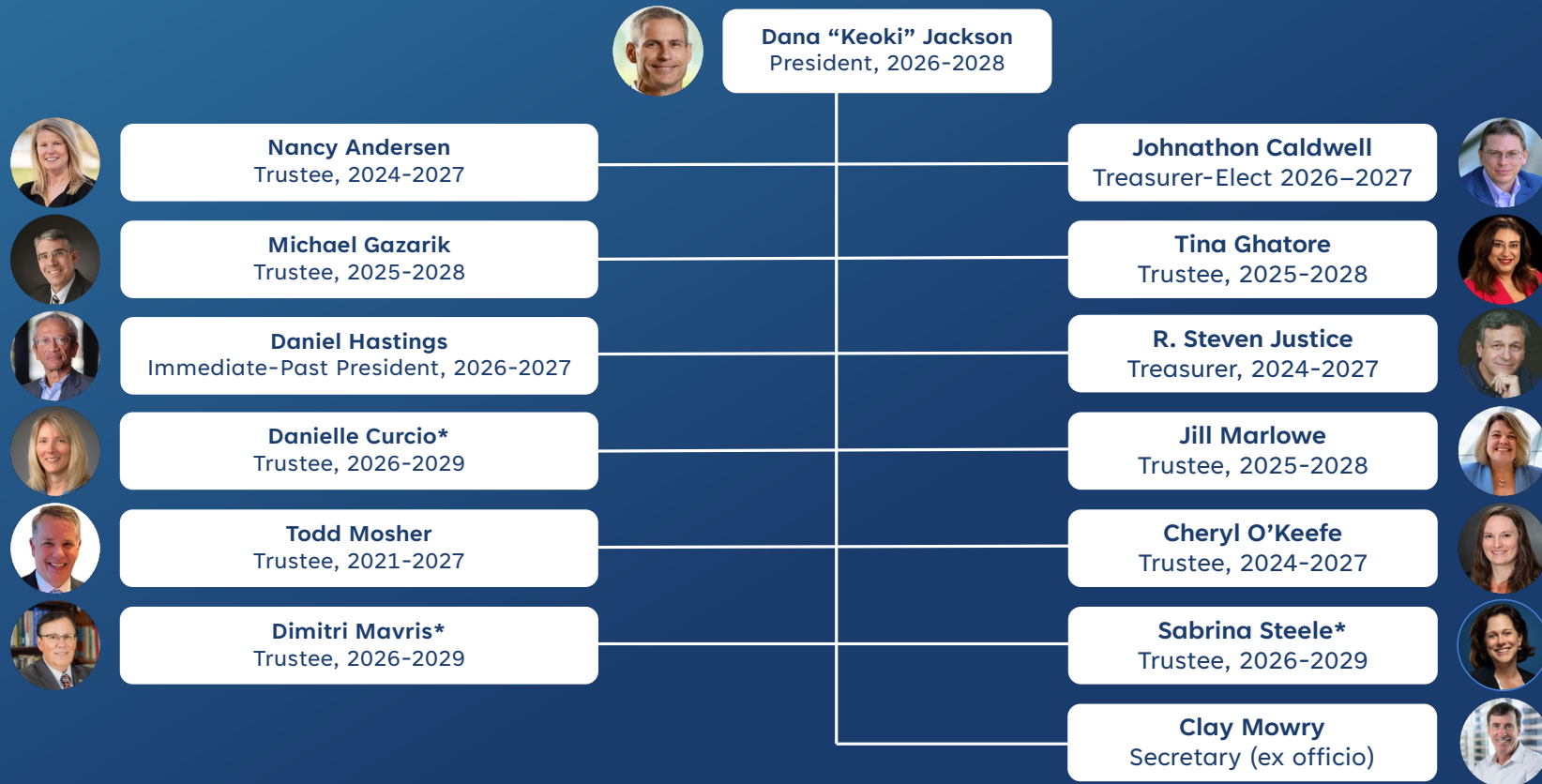
Filton Airfield, UK, has a storied history in UK aerospace and played an important role in World War II and the development of the Concorde. Dedication, will be dedicated 22 October 2026



Board of Trustees Report

Keoki Jackson, President

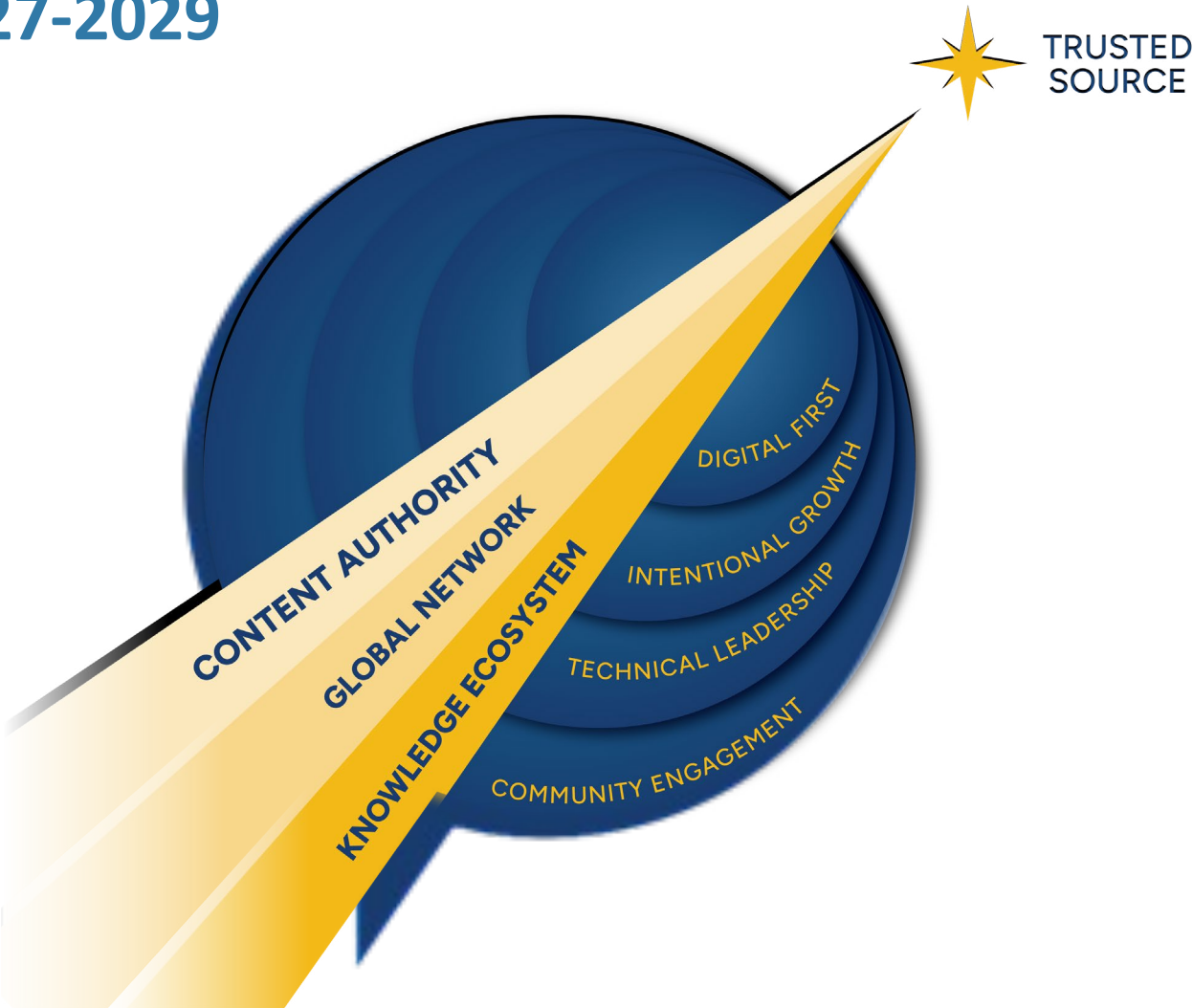
Board of Trustees



Board of Trustees Report

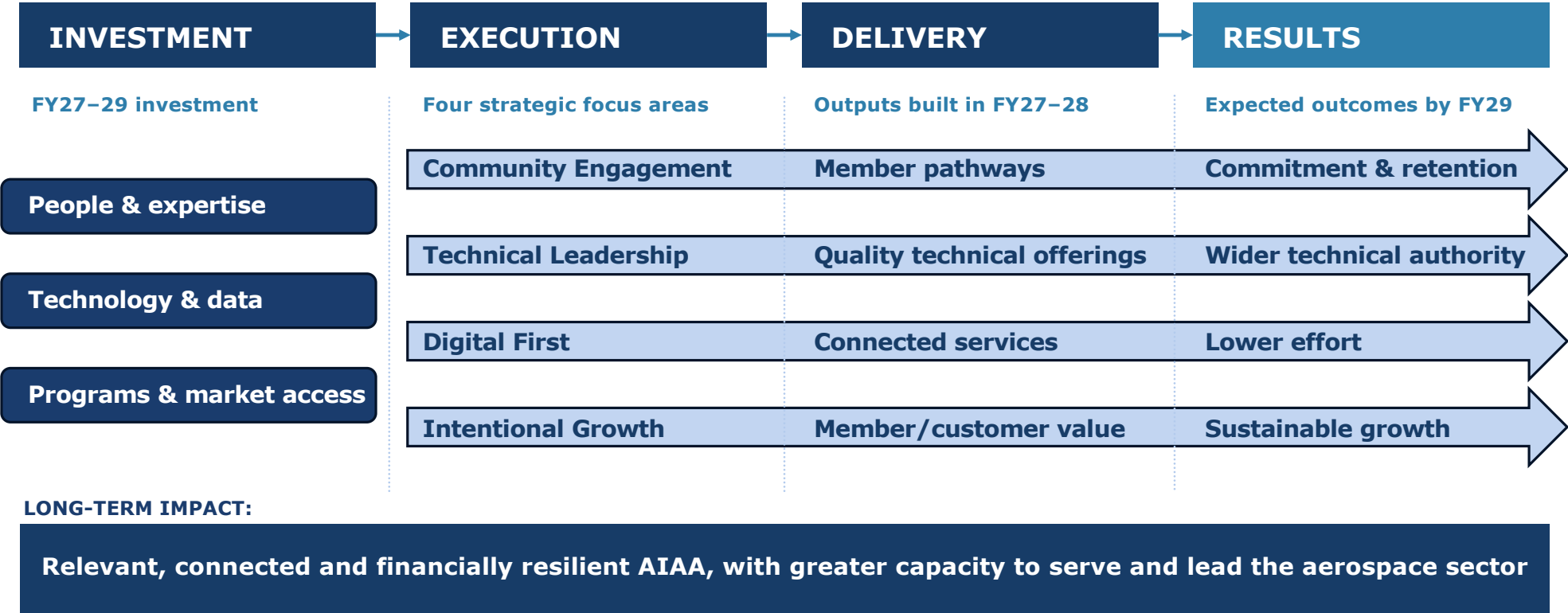
- New Position Paper Approved: "Sustaining the National Airspace System: A Call for Continuous Modernization"
- AIAA Strategy Passed
- FY27 Budget Passed
- Day of Giving: December 2

Strategy 2027-2029



FY27–29 Strategy Logic: Establish, Expand, Improve

How strategic investment creates member value and strengthens AIAA’s future



Strategy Roadmap (1 of 2)

Community Engagement

Connect members across career stages and communities

FY27 Establish	FY28 Expand	FY29 Improve
Support new membership models, outreach, onboarding and mentoring	Scale mentoring, student transitions and member-led collaboration	Refine benefits and value using engagement and renewal data



FY29 SUCCESS

Increased member renewal, student transition, and active participants

Technical Leadership

Combine rigorous scholarship with frontier insight

FY27 Establish	FY28 Expand	FY29 Improve
Improve publication quality, address publishing risks, grow courses, and select frontier priorities	Connect publications, standards, courses and expert briefings in priority domains	Scale high-demand offerings and refresh technology outlook annually



FY29 SUCCESS

Greater content use, faster first decisions, annual outputs in 3 frontier domains

Strategy Roadmap (2 of 2)

Digital First

Simplify customer tasks through connected platforms and data

FY27 Establish	FY28 Expand	FY29 Improve
Enable IT supported bundles, member/customer journeys, learning pathways and podcasts	Connect profiles, personalize recommendations and automate workflows	Improve experience and value; extend proven personalization across services



FY29 SUCCESS

Improved key-task completion, reduced workflow effort, increased active signed-in users

Intentional Growth

Invest where mission, demand and economics align

FY27 Establish	FY28 Expand	FY29 Improve
Right-size events. Expand USG, national security and cross-border outreach	Expand partnerships, outreach and education. Pilot new events and courses	Scale successful offerings and reallocate capacity to proven value



FY29 SUCCESS

Improved member/customer value, participation, revenue and margin

FY27 Budget

	FY26EAC	FY27 Budget	Variance	
			\$	%
Operations				
Revenue	\$24,155	\$24,868	\$714	3%
Expense	<u>(26,921)</u>	<u>(27,366)</u>	445	2%
Net Rev (Exp)	(2,767)	(2,498)	269	10%
% Revenue	-11%	-10%		
Other				
Move (Accounting Impact)	(375)	0		
Investment Income (Net)	2,105	1,579		
Net Institute	<u>(\$1,037)</u>	<u>(\$919)</u>		
Portfolio				
Strategic Initiatives	(\$2,276)	(\$2,200)	\$76	3%

Q&A



Thank You