ASCENDING TO NEW HEIGHTS
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.
A SNAPSHOT OF AIAA

WHERE WE ARE

PERCENTAGE OF MEMBERSHIP by Region

- Region VII (Outside U.S.): 17%
- Region VI (W): 23%
- Region V (MW): 8%
- Region IV (SW): 9%
- Region III (C): 9%
- Region II (SE): 13%
- Region I (NE): 22%

PERCENTAGE OF MEMBERSHIP Region VII - International

- Europe: 40%
- Asia & Pacific: 30%
- Oceania: 9%
- Middle East & North Africa: 7.8%
- Canada & Mexico: 8.5%
- Central & S. America: 3%
- Africa: 0.7%
- Caribbean: 1%

NUMBER OF CORPORATE MEMBERS

- 2019: 97
- 2018: 94
A SNAPSHOT OF AIAA CONTINUED

WHO WE ARE

MEMBERSHIP PROFILE

- **31%** Aerospace Sciences
- **16%** Space & Missiles
- **15%** Aerospace Design & Structures
- **13%** Propulsion & Energy
- **11%** Aircraft & Atmospheric Systems
- **7%** Information Systems
- **4%** Business & Management
- **2%** Systems Integration
- **1%** Aerospace Outreach

MEMBERSHIP TYPE

- **Student Members** 8008
- **E-Members** 840
- **Members** 5821
- **Associate Members** 110
- **Senior Members** 9798

PRIMARY BUSINESS

- **Industry** 41%
- **Government** 19%
- **Academia** 17%
- **Retired** 17%
- **None Identified** 6%

Honorary Members 702
Honorary Fellows 68
Associate Fellows 3551
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

MEMBERSHIP GOAL
Increase member loyalty and investment

ORGANIZATIONAL GOAL
AIAA’s capacity will be sufficient to meet the needs of our members

A: 3% Revenue growth
B: Diversified revenue

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

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

CONTINUING EDUCATION

FORUM COURSES AND WORKSHOPS
Total Number Held: 25

ONLINE EDUCATION
Online Courses and Webinars: 32

Visit Aerospace Research Central
STATISTICS 2019

HONORS AND AWARDS

New Associate Fellows: 133
New AIAA Fellows: 29
New Honorary Fellows: 3

More on Honors and Awards

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

MEDIA HIGHLIGHTS
AIAA’s Growing Social Media Footprint

Facebook
Twitter
LinkedIn
Instagram

MORE ON HONORS AND AWARDS

The Next Generation

Design/Build/Fly

First® LEGO® League Grants

Undergraduate and Graduate Scholarships

Regional Student Conferences

Public Policy

Congressional Visits Day

Congressional Events

Testimony

Policy Breakfast Series

Make your Voice Heard

2019–2020 AIAA Institute Report | 8
FORUMS AND OTHER EVENTS

2019 AIAA SCITECH FORUM
7-11 January 2019, San Diego, CA
aiaa.org/SciTech

2,200+
MEETING PAPERS
5,000+
ATTENDEES
43
COUNTRIES

2019 AIAA DEFENSE FORUM
7-9 May 2019, Laurel, MD
aiaa.org/Defense

350+
TECHNICAL BRIEFINGS
30
COUNTRIES
1,100+
ATTENDEES
SECRET
/NoFORN

2019 AIAA AVIATION FORUM
17-21 June 2019, Dallas, TX
aiaa.org/Aviation

1,650
ATTENDEES
2,200+
MEETING PAPERS
30
COUNTRIES

2019 AIAA PROPULSION
AND ENERGY FORUM
19-22 August 2019, Indianapolis, IN
aiaa.org/PropulsionEnergy

1,650
ATTENDEES
1,100+
MEETING PAPERS
36
COUNTRIES
700
MEETING PAPERS

70TH INTERNATIONAL
ASTRONAUTICAL CONGRESS
21-25 October 2019, Washington, D.C.
iac2019.org

6,949+
ATTENDEES
1,800+
MEETING PAPERS
80
COUNTRIES

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)*

<table>
<thead>
<tr>
<th>Assets:</th>
<th>Years ended 30 September</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 6,165</td>
</tr>
<tr>
<td>Investments</td>
<td>50,472</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>425</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>2</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>3,183</td>
</tr>
<tr>
<td>Inventory</td>
<td></td>
</tr>
<tr>
<td>Beneficial interest in trusts</td>
<td></td>
</tr>
<tr>
<td>Fixed assets, net</td>
<td>1,442</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 61,689</strong></td>
</tr>
</tbody>
</table>

| 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**                        | **15,448**    | **11,277**   |

| Net assets:                                  |                |
|                                              |                |
| Net assets without donor restrictions        | 42,072        | 39,750       |
| Net assets with donor restrictions           | 4,169         | 5,574        |
| **Total net assets**                         | **46,241**    | **45,324**   |
| **Total liabilities and net assets**         | **$ 61,689**  | **$ 56,601** |

### STATEMENT OF ACTIVITIES

*(in thousands)*

<table>
<thead>
<tr>
<th>Change in net assets without donor restrictions:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
</tr>
<tr>
<td>Member services</td>
</tr>
<tr>
<td>Technical publications</td>
</tr>
<tr>
<td>Outreach</td>
</tr>
<tr>
<td>Technical activities</td>
</tr>
<tr>
<td>Strategic plan initiatives and business development</td>
</tr>
<tr>
<td>Revenues before investment return, contributions and net assets released from restriction</td>
</tr>
<tr>
<td>Investment return, net</td>
</tr>
<tr>
<td>Contributions</td>
</tr>
<tr>
<td>Net Assets released from restriction</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
</tr>
</tbody>
</table>

| 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**                      | **20,057**    | **19,749**   |

| Supporting services:                            |
| Fundraising                                     | 38            | 62           |
| Management & General                            | 1,814         | 1,990        |
| **Total supporting services**                   | **1,852**     | **2,052**    |
| **Total expenses**                              | **21,909**    | **21,801**   |
| 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**| **(1,405)**   | **354**      |

Net change in net assets                        | 917           | 1,994        |
Net assets, beginning of year                    | 45,324        | 43,330       |
Net assets, end of year                          | **$ 46,241**  | **$ 45,324** |
STATEMENT OF CASH FLOWS
(in thousands)

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
LEADERSHIP

AIAA BOARD OF TRUSTEES

PRESIDENT (2018-2020)
John S. Langford
Aurora Flight Sciences, A Boeing Company

PRESIDENT-ELECT (2019-2020)
Basil Hassan
Sandia National Laboratories

TREASURER (2018-2021)
Annalisa L. Weigel
Fairmont Consulting Group

SECRETARY
Daniel L. Dumbacher
AIAA

TRUSTEE (2019-2022)
Luisella Giulicchi
European Space Agency

TRUSTEE (2017-2020)
Robie I. Samanta Roy
Lockheed Martin Corporation

TRUSTEE (2017-2020)
James E. Vasatka
Boeing Commercial Airplanes (Retired)

TRUSTEE (2019-2022)
George C. Nield
Commercial Space Technologies, LLC

TRUSTEE (2018-2020)
David A. Throckmorton
National Institute of Aerospace

TRUSTEE (2018-2021)
R. Steven Justice
Centers of Innovation

TRUSTEE (2018-2021)
John R. Dowdle
Draper (Retired)

AIAA FOUNDATION BOARD

PRESIDENT (2018-2020)
John S. Langford
Aurora Flight Sciences, A Boeing Company

PRESIDENT-ELECT (2019-2020)
Basil Hassan
Sandia National Laboratories

TREASURER (2018-2021)
Annalisa L. Weigel
Fairmont Consulting Group

SECRETARY
Daniel L. Dumbacher
AIAA

TRUSTEE (2019-2022)
Luisella Giulicchi
European Space Agency

TRUSTEE (2017-2020)
Robie I. Samanta Roy
Lockheed Martin Corporation

TRUSTEE (2017-2020)
James E. Vasatka
Boeing Commercial Airplanes (Retired)

TRUSTEE (2019-2022)
George C. Nield
Commercial Space Technologies, LLC

TRUSTEE (2018-2020)
David A. Throckmorton
National Institute of Aerospace

TRUSTEE (2018-2021)
R. Steven Justice
Centers of Innovation

TRUSTEE (2018-2021)
John R. Dowdle
Draper (Retired)

STUDENT LIAISON (2018-2020)
Victoria C. Nneji
Duke University

YP ADVISOR TO THE BOARD (2019-2021)
Cheryl O'Keefe
MIT Lincoln Laboratory

AIAA COUNCIL OF DIRECTORS

SPEAKER (2017-2021)
Allen Arrington Jr.
HX5 Sierra, LLC - NASA Glenn

Regional Engagement Activities Division

CHIEF (2017-2020)
Laura A. Richard
United Launch Alliance

Region I - DIRECTOR (2017-2020)
Steven X. Bauer
NASA Langley Research Center

Region II - DIRECTOR (2017-2020)
Kurt A. Polzin
NASA Marshall Space Flight Center

Region III - DIRECTOR (2018-2021)
Daniel T. Jensen
Rolls-Royce Corporation

Region IV - DIRECTOR (2018-2022)
Sarah Shull
NASA Johnson Space Center

Region V - DIRECTOR (2019-2022)
Orval “Rusty” Powell
Millennium Engineering & Integration Company

Region VI - DIRECTOR (2019-2021)
John Rose
Boeing Defense, Space and Security

Region VII - DIRECTOR (2018-2020)
Cees Bil
RMIT University

AIAA COUNCIL OF DIRECTORS LIAISON

SPEAKER (2017-2021)
Allen Arrington Jr.
HX5 Sierra, LLC - NASA Glenn

Integration and Outreach Division

CHIEF (2019-2022)
Jeffrey R. Laube
The Aerospace Corporation

Aerospace Outreach Group
DIRECTOR (2019-2022)
Tucker Hamilton
U.S. Air Force

Business and Management Group
DIRECTOR (2019-2020)
Leslie J. Lake
RS&H Aerospace & Defense

Systems Integration Group
DIRECTOR (2019-2022)
Peter M. Hartwich
Boeing Engineering, Test & Technology

Young Professional Group
DIRECTOR (2019-2020)
Brian R. Pomeroy
Sierra Nevada Corporation

Technical Activities Division

CHIEF (2017-2020)
James A. Keenan
U.S. Army AMRDEC

Aerospace Sciences Group
DIRECTOR (2018-2021)
D. Brett Ridgely
Raytheon Missile Systems

Aircraft Technology, Integration and Operations Group
DIRECTOR (2017-2020)
Dimitri N. Mavris
Georgia Institute of Technology

Space and Missiles Group
DIRECTOR (2017-2020)
Mark S. Whorton
University of Tennessee Space Institute

Information Systems Group
DIRECTOR (2019-2022)
Allan T. (Terry) Morris
NASA Langley Research Center

Propulsion & Energy Group
DIRECTOR (2019-2022)
Joaquin H Castro
Aerojet Rocketdyne

AIAA Liaisons
Executive Director
Dan Dumbacher
Governance Secretary
Christopher Horton

AIAA FOUNDATION BOARD

Of Trustees

Jim Maser
Aerojet Rocketdyne; Chair

Greg Hyslop
The Boeing Company

Dana (Keoki) Jackson
Lockheed Martin Corporation

Ray O. Johnson
Bessemer Venture Partners

John Langford
Aurora Flight Sciences, A Boeing Company

Eric Paterson
Virginia Polytechnic Institute and State University

Annalisa Weigel
Fairmont Consulting Group; AIAA Treasurer

Dan Dumbacher
Executive Director, AIAA; President