Grant Thornton

Financial Statements and Report of Independent Certified Public Accountants

The AOPA Foundation, Inc.

December 31, 2015 and 2014

C O N T E N T S

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

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Board of Trustees
The AOPA Foundation, Inc.

We have audited the accompanying financial statements of AOPA Foundation, Inc. (the "Foundation") (a Maryland corporation), which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities and changes in net assets, and statements of cash flows for the years then ended, and the related notes to the financial statements.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AOPA Foundation, Inc. as of December 31, 2015 and 2014, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Supplementary information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Foundation's basic financial statements. The schedule of revenue and operating expenses by natural account for the year ended December 31, 2015 on page 25 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such supplementary information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures. These additional procedures included comparing and reconciling the information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary information is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Grant Thornton LLP

Baltimore, Maryland
April 11, 2016

FINANCIAL STATEMENTS

The AOPA FOUNDATION, Inc.

STATEMENTS OF FINANCIAL POSITION

December 31,	2015	2014
Assets		
Current Assets		
Cash and cash equivalents	$ 3,173,000	$ 4,788,000
Accounts receivable, net	18,000	98,000
Contribution commitments, net	1,953,000	2,054,000
Prepaid expenses	37,000	60,000
Assets held for sale	84,000	75,000
	5,265,000	7,075,000
Long-term Assets		
Contribution commitments, net	2,240,000	2,326,000
Investments, at fair value	26,447,000	26,958,000
Other Assets	444,000	—
Property and equipment, net	86,000	150,000
Total Assets	$ 34,482,000	$ 36,509,000
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	$ 226,000	$ 397,000
Accrued expenses	282,000	337,000
Deferred revenue	212,000	188,000
	720,000	922,000
Long-term Obligations	444,000	459,000
Total Liabilities	1,164,000	1,381,000
Net Assets		
Unrestricted net assets	11,435,000	12,711,000
Unrestricted net assets - board designated	2,589,000	2,589,000
Temporarily restricted	8,573,000	9,213,000
Permanently restricted	10,721,000	10,615,000
Total Net Assets	33,318,000	35,128,000
Total Liabilities and Net Assets	$ 34,482,000	$ 36,509,000

The accompanying notes are an integral part of these financial statements.

The AOPA FOUNDATION, Inc.

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

Year ended December 31,	**2015**	**2014**
Unrestricted Net Assets		
Revenue		
Contributions	$ 3,739,000	$ 4,048,000
Net assets released from restrictions	2,812,000	2,395,000
Program service revenue	1,405,000	1,333,000
Other income	20,000	18,000
	7,976,000	7,794,000
Expenses		
Education and safety programs	7,576,000	7,526,000
Fundraising	479,000	556,000
Management and general	804,000	715,000
	8,859,000	8,797,000
Changes in net assets from operations	(883,000)	(1,003,000)
Non-operating activity:		
Return on investments, net	(393,000)	878,000
Changes in net assets - unrestricted	(1,276,000)	(125,000)
Temporarily Restricted Net Assets		
Contributions	2,172,000	3,955,000
Net assets released from restrictions	(2,812,000)	(2,395,000)
Changes in net assets - temporarily restricted	(640,000)	1,560,000
Permanently Restricted Net Assets		
Contributions	106,000	176,000
Changes in net assets - permanently restricted	106,000	176,000
Changes in net assets	(1,810,000)	1,611,000
Net assets, beginning of year	35,128,000	33,517,000
Net assets, end of year	$ 33,318,000	$ 35,128,000

The accompanying notes are an integral part of these financial statements.

The AOPA FOUNDATION, Inc.

STATEMENTS OF CASH FLOWS

Year ended December 31,	2015	2014
Cash Flows from Operating Activities		
Change in net assets	$ (1,810,000)	$ 1,611,000
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Return on investments, net	393,000	(878,000)
Permanently restricted contributions	(106,000)	(176,000)
Depreciation	64,000	43,000
Stock donations	448,000	471,000
Changes in operating assets and liabilities:		
Receivables	267,000	656,000
Prepaid expenses	23,000	6,000
Assets held for sale	(9,000)	28,000
Accounts payable	(171,000)	127,000
Accrued expenses	(55,000)	50,000
Deferred revenue	24,000	61,000
Long-term obligations	(15,000)	152,000
Net cash (used in) provided by operating activities	(947,000)	2,151,000
Cash Flows from Investing Activities		
Proceeds from sales of investments	56,035,000	2,033,000
Purchases of investments	(56,365,000)	(3,155,000)
Purchase of property and equipment	—	(20,000)
Net cash used in investing activities	(330,000)	(1,142,000)
Cash Flows from Financing Activities		
Purchase of immediate annuity for Charitable Gift Annuities	(444,000)	—
Permanently restricted contributions	106,000	176,000
Net cash (used in) provided by financing activities	(338,000)	176,000
Net change in cash and cash equivalents	(1,615,000)	1,185,000
Cash and cash equivalents, beginning of year	4,788,000	3,603,000
Cash and cash equivalents, end of year	$ 3,173,000	$ 4,788,000

The accompanying notes are an integral part of these financial statements.

NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Business

The AOPA Foundation, Inc. (the "Foundation"), a non-profit tax-exempt organization formed in 2007, was created to:

- Promote, advance and encourage aviation and airport safety and security and the research and testing in support thereof.
- Educate the public and users of the national air transportation system to the value and importance of general aviation.
- Encourage and support flight training of pilots to assure the future of general aviation.
- Lessen the burdens of federal, state, and local government in connection with the maintenance and advancement of general aviation, and aviation and airport safety and security.
- Assist other organizations in the conduct of similar activities.

Program expenses were incurred to support the following initiatives:

	2015	2014
Safety education and outreach	$ 4,493,000	$ 4,832,000
Airport preservation	—	1,318,000
Growing the pilot population	3,034,000	619,000
General aviation image	49,000	757,000
Total program expenses	$ 7,576,000	$ 7,526,000

In 2015, the Foundation connected with nearly two million individuals through the Air Safety Institute's (ASI) safety quizzes, seminars, flight instructor refresher clinics, webinars, and PSAs. The Foundation granted $1,846,000 to the Aircraft Owners and Pilots Association ("AOPA") to support programs focused on improving the image of general aviation, developing flying clubs, pilot community development, flight training materials, and the youth program. An additional $30,000 was provided to three aviation-related 501(c)(3) organizations to further their mission.

NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Contribution Revenue and Net Assets

To ensure compliance with restrictions placed on the resources available to the Foundation, the Foundation's accounts are maintained in accordance with the principles by which resources are classified for accounting and reporting into funds established according to their nature and purposes. In the financial statements, funds that have similar characteristics have been combined into three net asset categories: unrestricted, temporarily restricted, and permanently restricted.

- Unrestricted net assets are not restricted by donors, or the donor-imposed restrictions have expired. As reflected in the accompanying statements of financial position, the Foundation's Board of Trustees has designated a portion of the unrestricted net assets of the Foundation as a board designated fund.

- Temporarily restricted net assets contain donor-imposed restrictions that permit the Foundation to use or expend the assets as specified. The restrictions are satisfied either by the passage of time or by actions of the Foundation.

- Permanently restricted net assets contain donor-imposed restrictions that stipulate the resources be maintained permanently, but permit the Foundation to use or expend part or all of the income derived from the donated assets for either specified or unspecified purposes.

The Foundation records contributions, including promises to give, when they are received unconditionally, at their fair value. The Foundation measures fair value of unconditional promises to give that are expected to be collected in future years at the present value of their estimated future cash flows. Conditional contributions are recognized as revenue when the conditions on which they depend have been substantially met.

The Foundation records contributions as temporarily restricted if they are received with donor stipulations that limit their use either through purpose or time restrictions. When donor restrictions expire, that is, when a time restriction ends or a purpose restriction is fulfilled, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities and changes in net assets as net assets released from restrictions. The Foundation reserves an amount commensurate with historical activity and economic conditions or specifically against a pledge based on known circumstances. Contributions receivables are presented in the accompanying statements of financial position net of estimated uncollectible amounts.

Basis of Accounting

The financial statements of the Foundation have been prepared on the accrual basis, which conforms to generally accepted accounting principles.

NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Cash and Cash Equivalents

The Foundation considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents except for short-term investments managed by the Foundations' investment manager as part of the long-term investment strategies.

Concentration of Credit Risk

Financial instruments that potentially subject the Foundation to a concentration of credit risk include cash deposits with commercial banks. The Foundation's cash management policies limit its exposure to a concentration of credit risk by maintaining cash accounts at financial institutions whose deposits are insured by the Federal Deposit Insurance Corporation ("FDIC"). From time to time, the Foundation maintains cash balances with financial institutions which may exceed federally insured limits. The Foundation has not experienced any credit losses and management does not consider this to be a significant risk. Amounts exceeding established FDIC limits at December 31, 2015 were approximately $2,687,000. These funds are maintained for traditionally high first quarter funding requirements.

Investments

The Foundation reports investments in money market funds, mutual funds, equity and debt securities, and alternative investments at fair value.

Investment gains and losses and reinvested interest and dividends, net of management fees, are included in the statements of activities and changes in net assets and are reported as non-operating activity.

Educational Revenue Recognition

Educational revenue is recognized as training and educational courses are completed or after two years of enrollment, whichever is sooner.

Income Taxes

The Foundation follows guidance that clarifies the accounting for uncertainty in tax positions taken or expected to be taken in a tax return, including issues relating to financial statement recognition and measurement. This guidance provides that the tax effects from an uncertain tax position can only be recognized in the financial statements if the position is "more-likely-than-not" to be sustained if the position were to be challenged by a taxing authority. The assessment of the tax position is based solely on the technical merits of the position, without regard to the likelihood that the tax position may be challenged.

NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Income Taxes - continued

The Foundation is exempt from federal income tax under IRC section 501(c)(3), though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Code. The Foundation has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other matters that may be considered tax positions. The tax years ending December 31, 2015, 2014, 2013 and 2012 are still open to audit for both federal and state purposes. The Foundation has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements.

Functional Expense Allocation

The costs of providing the various programs and other activities have been summarized on a functional basis. Accordingly, certain costs have been allocated among the program costs charged to each program based on the direct costs charged to each program.

Use of Estimates

The preparation of financial statements, in conformity with accounting principles generally accepted in the United States of America, requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Fair Value Measurements

ASC 820, *Fair Value Measurements and Disclosures*, establishes a single authoritative definition of fair value, sets a framework for measuring fair value, and requires additional disclosures about fair value measurements. In accordance with ASC 820, the Foundation classifies its assets and liabilities into Level 1 (securities valued using quoted prices from active markets for identical assets), Level 2 (securities not traded on an active market for which observable market inputs are readily available), and Level 3 (securities valued based on significant unobservable inputs). Investments are classified in their entirety based on the lowest level of input that is significant to the fair value measurement.

The following is a description of the valuation methodologies and inputs used for assets measured at fair value, as well as the general classification pursuant to the valuation hierarchy. Investments in equity securities are valued at the quoted prices in an active market and are classified within Level 1 of the fair value hierarchy. When quoted prices are available in an active market, corporate debt securities are classified within Level 1 of the fair value hierarchy. Quoted prices in inactive markets are classified within Level 2. When quoted market prices are not available or accessible, the investments are classified within Level 3 of the fair value hierarchy and these fair values are estimated using pricing models, matrix pricing, or discounted cash flow models. The Foundation does not hold any corporate debt securities for which quoted market prices are not available or accessible.

NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Fair Value Measurements - continued

The valuation methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with those used by other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date and that difference may be material to the Foundation's financial statements.

Impact of Recent Accounting Standards

In May 2015, FASB issued ASU 2015-07, Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent). ASU 2015-07 exempts investments measured using the net asset value (NAV) practical expedient in ASC 820, Fair Value Measurement, from categorization within the fair value hierarchy and related disclosures. Instead, entities are required to separately disclose the information required under ASC 820 for assets measured using the NAV practical expedient. Entities are also required to show the carrying amount of investments measured using the NAV practical expedient as a reconciling item between the total amount of investments categorized within the fair value hierarchy and total investments measured at fair value on the face of the financial statements. The guidance requires retrospective application and is effective for fiscal years beginning after December 15, 2016. Early adoption is permitted.

AFI did early adopt the new accounting pronouncement and does not believe it will have an effect on the disclosures in the financial statements.

Measure of Operations

The decrease in net assets from operating activities reflected on the accompanying statements includes primarily activities closely related to the educational, charitable, and administrative functions of the Foundation. Amounts not included in the measure of operations consist of the net return on investments including realized and unrealized gains and losses.

NOTE B - CONTRIBUTION COMMITMENTS

The Foundation's contribution commitments are expected to be received as follows at December 31:

	2015	2014
Current:		
Less than one year	$ 2,677,000	$ 2,807,000
Less allowance	(724,000)	(753,000)
	1,953,000	2,054,000
Long-term:		
One to five years	2,390,000	2,571,000
Greater than five years	1,967,000	1,968,000
Less allowance	(435,000)	(445,000)
Less discounts	(1,682,000)	(1,768,000)
	2,240,000	2,326,000
Total contribution commitments	$ 4,193,000	$ 4,380,000

NOTE C - INVESTMENTS

The components of the Foundation's investment portfolio are as follows at December 31:

	2015		2014	
	Cost	Fair Value	Cost	Fair Value
Alternative investments	$16,647,000	$16,384,000	$ 4,300,000	$ 4,503,000
Common stock and mutual funds	4,694,000	4,294,000	12,898,000	13,914,000
Money market funds	3,793,000	3,793,000	7,972,000	7,972,000
Bond backed mutual funds	2,032,000	1,976,000	524,000	569,000
	$27,166,000	$26,447,000	$25,694,000	$26,958,000

NOTE C - INVESTMENTS - Continued

Investments measured at fair value on a recurring basis are as follows as of December 31:

	Total Amount	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
2015:				
Common stock mutual funds	$ 4,294,000	$ 4,294,000	$ —	$ —
Money market funds	3,793,000	3,793,000	—	—
Bond backed mutual funds	1,976,000	1,976,000	—	—
	10,063,000	10,063,000	—	—
Investments measured at NAV [(a)]	16,384,000	—	—	—
	$26,447,000	$ 10,063,000	$ —	$ -
2014:				
Common stock mutual funds	$13,914,000	$ 13,914,000	$ —	$ —
Money market funds	7,972,000	7,972,000	—	—
Bond backed mutual funds	569,000	569,000	—	—
	22,455,000	22,455,000	—	—
Investments measured at NAV [(a)]	4,503,000	—	—	—
	$26,958,000	$ 22,455,000	$ —	$ —

(a) In accordance with ASC Subtopic 820-10, certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in these tables are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statements of financial position.

The following is a description of the valuation methodologies used for investments measured at fair value. There have been no changes in the methodologies used at December 31, 2015 and 2014.

- *Money market funds, bond backed mutual funds, common stocks, and mutual funds*: Valued at the closing price reported on the active market on which the individual (or similar) securities are traded.
- *Alternative investments*: This category includes investments in commingled, or hedge funds, which are valued by applying the Foundation's ownership percentage in the partnership to the total value of the underlying investments of the fund.

NOTE C - INVESTMENTS - Continued

The valuation methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with those used by other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date and that difference may be material to the Foundation's financial statements.

The table below presents additional information for the Foundation's investments, as of December 31, 2015, whose fair value is estimated using the practical expedient of reported net asset value ("NAV"). These disclosures are required for all investments that are eligible to be valued using the practical expedient as defined in ASU 2009-12, regardless of whether the practical expedient has been applied:

	Fair value	Unfunded commitments	Expected Liquidation term	Redemption terms	Redemption restrictions	Redemption restrictions at 12/31/2015
Commingled	$ 1,807,000	$ —	Daily	Daily	Yes	Yes
Commingled	4,822,000	$ —	Monthly	Monthly	Yes	Yes
Commingled	3,193,000	$ —	Quarterly	Quarterly	Yes	Yes
	$ 9,822,000					
Hedge funds [(a)]	$ 502,000	$ —	Daily	Daily	Yes	Yes
Hedge funds [(a)]	500,000	$ —	Monthly	Monthly	Yes	Yes
Hedge funds [(a)]	4,724,000	$ —	Quarterly	Quarterly	Yes	Yes
Hedge funds [(a)]	836,000	$ —	Annual	Annual	Yes	Yes
	$ 6,562,000					

(a) *This class includes several commingled, or hedge funds that invest primarily in international and domestic equity securities to achieve capital appreciation. The fair values of the investments have been estimated by using the NAV per share of the funds.*

Return on investments consisted of the following for the years ended December 31:

	2015	2014
Realized gains (losses)	$ 192,000	$ (136,000)
Reinvested dividends	158,000	311,000
Reinvested interest	—	1,000
Investment fees	(109,000)	(54,000)
Unrealized (losses) gains	(634,000)	756,000
	$ (393,000)	$ 878,000

NOTE D - PROPERTY AND EQUIPMENT

Property and equipment are recorded at cost and are depreciated using the straight-line method over estimated useful lives as follows:

Equipment, furniture, and other	3-5 years

Property and equipment consisted of the following at December 31:

	2015	2014
Equipment, furniture, and other	$ 466,000	$ 466,000
	466,000	466,000
Less accumulated depreciation	(380,000)	(316,000)
	$ 86,000	$ 150,000

Depreciation expense was $64,000 and $43,000 for 2015 and 2014, respectively. There were no asset disposals in 2015 and $263,000 of fully depreciated asset disposals in 2014.

NOTE E - TEMPORARILY RESTRICTED NET ASSETS

The Foundation's temporarily restricted net assets at December 31, 2015 and 2014 totaled $8,573,000 and $9,213,000, respectively. These funds are restricted for use in the following programs:

	2015	2014
Growing the pilot population	$ 3,845,000	$ 3,255,000
Future year unrestricted	3,373,000	3,817,000
Safety education and outreach	995,000	1,781,000
Airport preservation	340,000	340,000
General aviation image	20,000	20,000
	$ 8,573,000	$ 9,213,000

For the years ended December 31, 2015 and 2014 net assets of $2,812,000 and $2,395,000 were released from donor restrictions by incurring expenses satisfying the restricted purposes, by passage of time, or by occurrence of other events as specified by donors.

NOTE F - PERMANENTLY RESTRICTED NET ASSETS

The Foundation's permanently restricted net assets at December 31, 2015 and 2014 totaled $10,721,000 and $10,615,000, respectively. There are no market value requirements on permanently restricted net assets. These funds are permanently restricted in support of the following programs:

	2015	2014
Manuel Maciel Endowment	$ 2,500,000	$ 2,500,000
Elliott Gindi Endowment	1,733,000	1,733,000
Life Hat Program	1,228,000	1,228,000
Plymate Endowment	778,000	777,000
Hilton Foundation Endowment	750,000	750,000
Life Member Program	743,000	743,000
AOPA Affiliates Endowment	715,000	715,000
Bennett Endowment	464,000	464,000
Burger Endowment	400,000	400,000
AOPA Member $1	328,000	328,000
Landsberg Endowment	295,000	292,000
Serrell Endowment	204,000	204,000
Other	227,000	225,000
Fred & Diane Fits Scholarship Fund	100,000	—
Minnesota Life Endowment	100,000	100,000
Phil Boyer Endowment	56,000	56,000
Scott William Hudelson Endowment	50,000	50,000
George Bumb Endowment	50,000	50,000
	$ 10,721,000	$ 10,615,000

Endowment

The Foundation endowment includes donor-restricted endowment funds. Net assets associated with endowment funds are classified and reported as permanently restricted net assets based on the existence of donor-imposed restrictions.

NOTE F - PERMANENTLY RESTRICTED NET ASSETS - Continued

Interpretation of Relevant Law

The Management and Board of Trustees of the Foundation have interpreted and demonstrated our understanding of the Maryland Uniform Prudent Management of Institutional Funds Act to require the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. In making decisions regarding the investment and appropriation of appreciation, the organization shall consider long and short-term needs of the organization in carrying out the charitable purpose, present and future financial requirements, expected total return on investments and general economic conditions.

Endowment Spending Policy

The Board of Trustees has established an investment earning spending policy which states that operations will be allowed to spend no less than two percent and no more than five percent of endowment balance each year. The annual percentage is established by the historical three-year trailing average (with a two percent minimum and five percent maximum). The variance to actual investment earnings above or below the allowed percentage is considered as a non-operating adjustment to unrestricted net assets.

Endowment Investment Policies

The Foundation's investments are managed in accordance with the Board adopted Investment Policy Statement. Under this policy assets are invested in a manner to satisfy the organization's long-term investment performance while assuming an appropriate level of investment risk.

Strategies Employed for Achieving Objectives

To satisfy the long-term objectives, the Foundation relies on a mixture of equity, fixed income, and alternative investments.

Funds with Deficiencies

From time to time, the fair value of assets associated with the individual donor-restricted endowment funds may fall below the level that the donor requires the Foundation to retain as a fund of perpetual duration. There were no funds with deficiencies at December 31, 2015 and 2014.

NOTE F - PERMANENTLY RESTRICTED NET ASSETS - Continued

The following illustrates endowment net asset composition by type of fund and the changes in endowment net assets for the year ended December 31.

	2015			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	$ 486,000	$ —	$ 10,721,000	$ 11,207,000
Total funds	$ 486,000	$ —	$ 10,721,000	$ 11,207,000
Endowment net assets, beginning of year	$ 1,027,000	$ —	$ 10,615,000	$ 11,642,000
Investment return:				
Interest and dividends	66,000	—	—	66,000
Net realized and unrealized loss on investments	(183,000)	—	—	(183,000)
Total investment return	(117,000)	—	—	(117,000)
Amounts appropriated for expenditure	425,000	—	—	425,000
Contributions received	—	—	106,000	106,000
Endowment net assets, end of year	$ 486,000	$ —	$ 10,721,000	$11,207,000

NOTE F - PERMANENTLY RESTRICTED NET ASSETS - Continued

The following illustrates endowment net asset composition by type of fund and the changes in endowment net assets for the year ended December 31.

	2014			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	$ 1,027,000	$ —	$ 10,615,000	$11,642,000
Total funds	$ 1,027,000	$ —	$ 10,615,000	$11,642,000
Endowment net assets, beginning of year	$ 1,075,000	$ —	$ 10,439,000	$11,514,000
Investment return:				
Interest and dividends	125,000	—	—	125,000
Net realized and unrealized gain on investments	245,000	—	—	245,000
Total investment return	370,000	—	—	370,000
Amounts appropriated for expenditure	418,000	—	—	418,000
Contributions received	—	—	176,000	176,000
Endowment net assets, end of year	$ 1,027,000	$ —	$ 10,615,000	$11,642,000

NOTE G - UNRESTRICTED NET ASSETS – BOARD DESIGNATED

The Foundation Board of Trustees has designated a portion of unrestricted net assets as follows:

	2015	2014
Beginning of Year Unrestricted Net Assets-Board Designated	$ 2,589,000	$ 2,589,000
End of Year Unrestricted Net Assets-Board Designated	$ 2,589,000	$ 2,589,000

NOTE H - LONG-TERM OBLIGATIONS

Long-term obligations at December 31 consist of the following:

	2015	2014
Charitable Gift Annuities (Note I)	$ 444,000	$ 459,000
	$ 444,000	$ 459,000

NOTE I - CHARITABLE GIFT ANNUITIES

In April 2015, the Foundation purchased commercial single premium immediate annuities from two insurance companies as assets to back its contractual life-income liability owed to charitable gift annuity donors. The asset is reflected as other assets and the offsetting liability is reflected in long-term obligations on the statements of financial position. The liability was determine using the 90CM mortality table and assumed interest rates of 1.6 percent to 4.2 percent.

NOTE J - COMMITMENTS

The Foundation has no long-term lease obligations as of December 31, 2015. Rental expense under all operating leases and other rental arrangements was $214,000 and $224,000 for the years ended December 31, 2015 and 2014, respectively.

NOTE K - EMPLOYEE BENEFIT PLANS

The Foundation provides its employees with a defined supplemental contribution sharing and 401(k) plan (the "DC Plan"). Foundation contributions to the supplemental contribution portion of the DC Plan can range from 2.5 percent to 10 percent of aggregated participants' eligible compensation at the discretion of the Board of Trustees. Contribution expense under the DC Plan was $42,000 and $54,000 for the years ended December 31, 2015 and 2014, respectively.

The Foundation makes a matching contribution to the 401(k) portion of the DC Plan. For the years ended December 31, 2015 and 2014, matching contributions were $71,000 and $85,000, respectively.

NOTE L - RELATED PARTY TRANSACTIONS

Certain officers and trustees of the Foundation are also officers and trustees of AOPA (the "Association"). The Association provides various administrative support services to assist the Foundation in fulfilling its purpose, for which the Foundation was charged $1,594,000 and $1,237,000 in 2015 and 2014, respectively. The amount payable to the Association at December 31, 2015 and 2014 was $210,000 and $354,000, respectively, and is included in accounts payable on the accompanying statements of financial position. AOPA Insurance Agency, Inc., a subsidiary of the Association, made a contribution of $380,000 and $390,000 to the Foundation for the years ended December 31, 2015 and December 31, 2014, respectively.

NOTE M - ALLOCATION OF JOINT COSTS

The Foundation conducts activities to distribute information related to its mission and to appeal for funds. The joint costs incurred through these activities for the years ended December 31 were allocated as follows:

	2015	2014
Education	$ 2,011,000	$ 2,338,000
Fundraising	479,000	556,000
Total Joint Costs	$ 2,490,000	$ 2,894,000

NOTE N - SUBSEQUENT EVENTS

The Foundation evaluated its December 31, 2015 financial statements for subsequent events through April 11, 2016, the date the financial statements were available to be issued. The Foundation is not aware of any subsequent events which would require recognition or disclosure in the financial statements.

Supplementary Information

The AOPA FOUNDATION, Inc.

SCHEDULE OF REVENUE AND OPERATING EXPENSES
BY NATURAL ACCOUNT

Year ended December 31, 2015

		Total
Total unrestricted revenue:	$	7,976,000
Expenses:		
Salaries and benefits		2,643,000
Grant expense		1,886,000
Shared cost		1,594,000
Professional fees		692,000
Course related expense		515,000
Production costs		456,000
Travel and meetings		258,000
Distribution costs		224,000
Rent and maintenance		219,000
Communications and technology		143,000
Other		88,000
Member insurance and premiums		77,000
Depreciation and amortization		64,000
Total expenses		8,859,000
Changes in unrestricted net assets from operations	$	(883,000)

The accompanying notes are an intergral part of these financial statements.