

# The AIA's Financial Stability Continues into 2002

**Balance Sheets**  
for the Years Ended December 31, 2001 and 2000

	Total 2001	Total 2000
<b>ASSETS</b>		
Cash and cash equivalents	\$2,036,219	\$3,122,063
Accounts receivable	1,247,717	2,136,338
Net due from affiliate	129,456	195,195
Prepaid expenses, deposits and other	422,765	399,535
Inventories	1,033,358	464,585
Investments	8,852,865	10,021,995
Deferred publication costs—net	2,703,573	3,174,871
Deferred notes payable issuance costs—net	261,352	285,112
Other assets	318,983	297,546
Property and equipment—net	10,531,074	11,178,938
<b>TOTAL ASSETS</b>	<b>27,537,362</b>	<b>31,276,178</b>
<b>LIABILITIES</b>		
Line of credit borrowing	1,397,711	5,500,000
Accounts payable and accrued expenses	2,928,446	7,590,471
Unearned dues and other revenue	5,311,512	2,553,763
Notes payable and capital lease obligations	16,237,019	17,107,349
<b>TOTAL LIABILITIES</b>	<b>25,874,688</b>	<b>32,751,583</b>
<b>NET ASSETS (Deficit)</b>		
Unrestricted		
General fund	(1,834,745)	(5,724,900)
Designated P/A carryforward	344,904	—
Temporarily restricted	2,097,512	3,194,492
Permanently restricted	1,055,003	1,055,003
<b>TOTAL NET ASSETS (Deficit)</b>	<b>1,662,674</b>	<b>(1,475,405)</b>
<b>TOTAL LIABILITIES AND NET ASSETS (Deficit)</b>	<b>\$27,537,362</b>	<b>\$31,276,178</b>

**Revenue, Expenses, and Changes in Net Assets**  
for the Years Ended December 31, 2001 and 2000

	Total 2001	Total 2000
<b>REVENUE</b>		
Membership dues	\$14,949,733	\$13,716,933
Convention	1,963,763	2,013,736
Professional development	3,162,327	3,175,856
Publication and royalties	10,763,676	10,564,483
Magazine licensing fees	3,752,559	1,034,054
Investment income (loss)	(328,832)	43,030
Rental income	1,993,421	2,025,464
Other membership services	1,710,294	1,527,562
Grants and contracts	53,375	86,994
Other	1,242,485	1,100,420
<b>TOTAL REVENUE</b>	<b>39,262,801</b>	<b>35,288,532</b>
<b>EXPENSES</b>		
Membership	3,232,560	3,146,341
Convention	633,970	725,764
Professional development	5,856,031	5,473,813
Publications and royalties	5,647,866	3,913,580
Real estate operations	3,844,212	3,789,008
Other membership services	3,007,233	3,655,639
Public affairs	3,232,669	3,711,138
Government affairs	1,700,307	2,022,840
Grants and contracts	27,415	73,406
Contributions—affiliate organizations	751,300	861,468
Scholarships	499,373	454,883
Administrative and corporate	7,691,786	8,184,327
<b>TOTAL EXPENSES</b>	<b>36,124,722</b>	<b>36,012,207</b>
Change in net assets	3,138,079	(723,675)
Loss on operations and disposal of AECdirect	(1,475,405)	(2,078,374)
Net assets—beginning of year		1,326,644
<b>Net assets—end of year</b>	<b>\$1,662,674</b>	<b>(\$1,475,405)</b>