

Stability Brings New Strength

It was a great year for EAA. We are a traditional association, not one to often pat ourselves on the back, but there's no denying we've had incredible successes this year that built upon our already solid foundation. The numbers you see in the following pages show EAA is strong by every measure and has established stability at all levels of our organization that will carry our mission forward for years to come.

Our growth can be directly attributed to you and the thousands of EAAers who have made our success possible through donations of time and money. In an organization built by people who build and restore their own airplanes, it goes without saying that involvement and a can-do attitude is the backbone of EAA.

What I find most encouraging about the state of this association is our stability. The world of personal aviation faces more challenges than ever before. The number of pilots, and the size of the personal airplane fleet, has been gradually declining, but in skies filled with turbulent air, EAA remains a stable institution in the world of personal aviation.

And even though the pilot population may not be increasing as fast as it once had, EAA remains a vibrant, active, and growing community. While the aviation industry consolidates and faces challenges on many fronts, our annual fly-in and convention here in Oshkosh shows consistent growth in attendance across all levels of member and industry participation. Additionally, our government advocacy programs continue to rack up a multitude of successes that protect your freedom to fly.

One other important key to maintaining stability has been the completion this past year of the leadership transition at EAA. For several years, I had served as volunteer president of the association in addition to my elected role as chairman of the board of directors. I am honored that after months of discussions, the board has now selected me as CEO and chairman of your association to provide consistent and stable leadership for years to come.

Our energetic and experienced board of directors also provides the stability we'll need as we take on new initiatives that will grow your association. Our mission — to protect and promote all forms of personal aviation — is clear, and the board's prudent investment decisions and innovative program emphasis make EAA the definitive force in aviation.

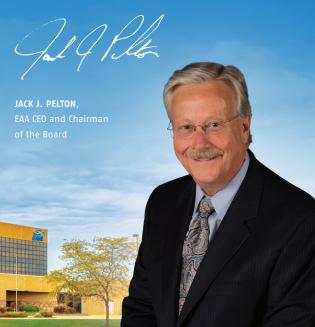
In fact, one of our most important programs, Young Eagles, continues to be the successful effort ever created to introduce young people to the world of aviation. When it was founded more than 20 years ago, Young Eagles was a way to celebrate the centennial of the Wright brothers' first flight in 1903. The program was intended to last a decade leading to that anniversary. But through the thousands of flight and ground hours donated by our members, Young Eagles not only lives on, but also gains in critical importance with each passing year. In our fiscal year 2016, the total number of Young Eagles flights neared the 2 million mark. An unimaginable number when the program began in 1992, and now approaches its 25th anniversary and what's sure to be a fantastic celebration at AirVenture in 2017.

EAA AirVenture Oshkosh is a critical component of our financial performance every year, and 2015 was no exception. The weeklong fly-in convention was better by all measures compared to 2014, and the best in many years. We won't stop ensuring that it retains its legacy as the World's Greatest Aviation Celebration.

AirVenture Oshkosh has become a very important part of EAA. Our annual convention and fly-in is the premier showcase for personal aviation around the world and is both the barometer of success and the growth engine for all of personal aviation. Oshkosh, as it is most commonly known, is the most prominent and shining example of how you, our members, make EAA the global force it has become through your countless hours of volunteer work.

Our success in 2015 clearly demonstrates that our flight plan is solid, and we are on the right course. But this is no time to throttle back. We have made great progress in defeating threats to our freedom to fly, but it's impossible to predict what new challenges will emerge without warning. That's why your continued support, through donations of time and money, are essential to maintain the positive stability EAA has achieved.

Thank you for making 2015 another solid and stable success for EAA. And if I could ask one more thing, please consider becoming a Lifetime member of EAA. It's important to our association, and a fantastic value for you personally. As always, we're very appreciative of you helping us grow the spirit of aviation.



Financial Performance

The information presented here is from EAA's audited financial statements for the fiscal year ended February 28, 2016 (or fiscal 2016). Copies of these financial statements are available at www.EAA.org/whoarewe.

EAA generated total income of \$36.9 million in fiscal 2016, a decrease of \$1.8 million or 4.7 percent from the prior year. The primary driver for this decrease in year over year income was a \$2.2 million decline in the value of EAA's investments that occurred late in the fiscal year. Investment markets have since recovered, and EAA's investments have returned to their approximate value prior to the market decline. This recovery in value will become part of income results for the current fiscal year 2017.

Our underlying operations are healthy and continue to grow year over year. Excluding investment income (or losses), EAA generated income of \$39.1 million in fiscal 2016, an increase of \$1.7 million or 4.6 percent over fiscal year 2015.

AirVenture continues to be EAA's largest source of income, generating \$16.9 million or 46 percent of total income in 2016. This result was \$1 million higher than the prior year. Increased support from our commercial partners and strong attendance driven by attractive programming, features and attractions, and great weather were all factors contributing to this favorable result.

EAA's membership increased by roughly 3 percent last year to nearly 198,000 members driven by significant increases in student and Lifetime member categories. Dues income, which represents nearly \$6 million or 15 percent of EAA's revenue, was roughly on par with the prior year.

Donations represent 16 percent of EAA's income and are a critical source of support for activities that advance our mission of growing participation in aviation. In fiscal 2016, donations of cash, property, and services were approximately \$6.1 million, up 6 percent from the prior year.

On the expense side, EAA incurred \$38.8 million of operating expenses in fiscal 2016, an increase of \$3.2 million or 9 percent over the prior year. As expected, AirVenture drives our largest category of operating expenses, coming in at \$14 million or 36 percent of EAA's total expenses in the past fiscal year. The cost of putting on AirVenture 2015 increased by \$900,000 or 6 percent over the prior year due to our decision to increase investments in programs, features and attractions, facilities, and visitor amenities. EAA management and your board believe that these investments played no small part in driving the highest AirVenture visitor satisfaction rating on record during 2015.

Beyond AirVenture, EAA has programs that run throughout the year in areas that include education; information resources; advocacy initiatives; and a range of services that support builders, restorers, aircraft owners, and aviation enthusiasts of all kinds. Program expenses in fiscal 2016 were \$10.5 million, up \$1.1 million or 11 percent over the prior year. These program expenses represented 27 percent of EAA's total expenses.

Membership services expenses, which include our member call center and all member acquisition and retention programs, were \$6.2 million, up \$164,000 or nearly 3 percent from the prior year.

Management and general expenses totaled \$4.6 million, an increase of \$747,000 from the prior year. Most of this increase relates to development of EAA's information technology resources and capabilities including the website, mobile applications, social media presence, and core systems. Management believes these expenditures were necessary to meet rising expectations of service, delivery, and efficiency from the organization.

EAA's overall result for fiscal 2016 was a decrease in net assets of \$1.9 million. Excluding the investment loss described earlier, EAA would have generated a modest increase in net assets from its operating activities.

EAA's management and the board believe that the organization is on very solid financial ground. At fiscal year-end, EAA had total assets of \$85.4 million, nearly half of which is available to cover our debt repayment, operating reserve requirements and, over time, investment in furthering the organization's mission.

EAA had total liabilities of \$21.7 million, an increase of \$758,000 or nearly 4 percent. This includes increases in prepayments from AirVenture exhibitors and obligations relating to Lifetime and multi-year memberships, offset by a \$600,000 decrease in long-term debt related to required repayment of principal on our industrial revenue bond (IRB).

EAA's net assets at fiscal year-end were \$63.7 million, \$1.9 million below the prior year as previously discussed. Of this amount, \$47.6 million (75 percent) is unrestricted as to use, and \$16.1 million (25 percent) is subject to temporary or permanent use restrictions.

EAA management and your board of directors believe that EAA's financial results in fiscal 2016 were consistent with the long-term plan to continue to improve the financial strength of the organization while increasing investment in programs and activities that bring value to our membership and drive measurable results consistent with its mission.

Consolidated Statement of Financial Position

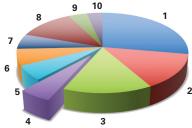
<u> </u>	February 29, 2016	February 28, 2015
Assets		
Current assets	\$16,904,777	\$15,679,492
Pledges receivable less current portion	on 5,203	5,879
Investments	24,173,410	26,358,475
Property and equipment	68,023,389	65,734,591
Less accumulated depreciation	(40,770,757)	(38,709,070)
Net property and equipment	27,252,632	27,025,521
Land	3,311,511	3,311,511
Display aircraft	10,514,041	10,516,841
Other assets	3,264,599	3,688,747
Total assets	85,426,173	86,586,466
Liabilities and net assets		
Current liabilities	10,726,745	9,754,302
Gift annuity liability, less current port	ion 159,220	163,580
Deferred compensation, less current po	ortion 283,981	320,252
Long-term debt, less current maturiti	es 7,000,000	7,608,649
Unearned income, less current portion	on 3,546,115	3,111,117
Net assets		
Unrestricted	47,564,067	48,874,998
Temporarily restricted	2,839,059	3,200,287
Permanently restricted	13,306,986	13,553,281
	63,710,112	65,628,566
Total liabilities and net assets	85,426,173	86,586,466

Consolidated Statement of Activities

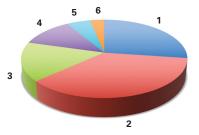
February 28, 2016

		Temporarily	Permanently		
	Unrestricted	restricted	restricted	Consolidated	February 28, 2015
Revenues, gains, and other support					
Admissions and registrations	\$11,463,090			\$11,463,090	\$11,000,859
Membership dues and subscriptions	5,781,108			5,781,108	5,777,040
Donations	1,226,892	3,077,364	62,830	4,367,086	4,055,564
Investment income (loss)	(901,806)	(974,682)	(309,125)	(2,185,613)	1,360,020
Merchandise sales	2,436,691			2,436,691	2,295,234
Advertising	2,745,101			2,745,101	2,913,846
Sponsorship	2,483,935			2,483,935	2,130,969
Rental income	5,049,208			5,049,208	5,028,408
Commissions and royalties	1,660,509			1,660,509	1,543,208
Donated services and property	1,695,882			1,695,882	1,392,931
Other	1,402,675			1,402,675	1,220,688
Assets released from restriction	2,463,910	(2,463,910)		-	-
Total revenues, gains, and other support	rt 37,507,195	(361,228)	(246,295)	36,899,672	38,718,767
Expenses					
Program expenses	10,543,634			10,543,634	9,461,907
AirVenture expenses	13,953,748			13,953,748	13,037,435
Membership services	6,249,603			6,249,603	6,085,506
Management and general	4,735,144			4,735,144	3,880,811
Cost of merchandise	2,106,499			2,106,499	1,899,183
Fundraising	1,229,498			1,229,498	1,199,786
Total expenses	38,818,126	-	-	38,818,126	35,564,628
Change in net assets	(1,310,931)	(361,228)	(246,295)	(1,918,454)	3,154,139
Beginning of year	48,874,998	3,200,287	13,553,281	65,628,566	62,474,427

This report was compiled from the audit of Experimental Aircraft Association, Inc. and the EAA Aviation Foundation, Inc. recently completed by Grant Thornton LLP. Copies of the complete audit report, including footnotes, are available at www.EAA.org.



Revenues, gains, and other support 1. Admissions and registrations	
2. Membership dues and subscriptions	15.7%
3. Donations4. Investment income (loss)	
5. Merchandise sales6. Advertising	
7. Sponsorship	6.7%
9. Commissions and royalties	4.5%



Expenses	\$38.8 million
1. Program expenses	27.2%
2. AirVenture expenses	35.9%
3. Membership services	16.1 %
4. Management and general	12.2%
5. Cost of merchandise	5.4%
6. Fundraising	3.2%

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to all of our donors and business partners across EAA and its foundation for your support. Whether you've provided financial contributions, in-kind donations, or simply the gift of time, we couldn't have grown The Spirit of Aviation without you.

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