



OUR MESSAGE NOVEMBER 2011

As AIR celebrates its 65th anniversary, we can reflect on the enormous growth, expansion and impact our work has had on society. What started as a small research effort out of the University of Pittsburgh now reaches into more than 30 offices in more than a dozen countries around the globe. Today, more than 1,500 AIR employees are addressing some of the toughest behavioral and scientific challenges we have faced.

Today, AIR is involved in a wide range of research and evaluation, technical assistance and policy issues. Assessment. Education. Health. Human and social development. International development. Statistical analysis. Workforce. With each year, we find ourselves with the opportunity to empower communities and institutions with innovative solutions to the most critical social issues. Each and every day, AIR works to make research relevant and evidence central to community improvement.

Yet as the organization has evolved over the past six and a half decades, one thing has remained constant — AIR's commitment to mission. As an organization, AIR's purpose is to conduct and apply behavioral and social science research to improve people's lives and well-being, with a special emphasis on the disadvantaged. In pursuit of this mission, AIR will continue to

deliver world-class research, evaluation, technical assistance and policy services to its growing roster of clients and partners. More importantly, though, AIR will strive to make research relevant. As the federal government, state and local decision-makers, philanthropies, not-for-profits and mission-driven corporations seek evidence to support their decisions, AIR is there as a vested partner in the process.

AIR is proud of our successes to date, and excited about the future yet to come. As an organization, AIR's purpose is to conduct and apply the best behavioral and social science research and evaluation towards improving people's lives, with a special emphasis on the disadvantaged.

PATRICIA B. GURIN
Chair, Board of Directors

DAVID MYERS
President and CEO

STATEMENT OF ACTIVITIES

Fiscal Year Ended December 31, 2010

Contract and grant revenue	\$285,346,041
Contract, grants & related costs	<u>274,368,123</u>
Excess of revenue over expenses	10,977,918
Other income (expense)	<u>10,400,174</u>
Increase in net assets	21,378,092
Net assets, beginning of year	<u>90,216,591</u>
Net assets, end of year	\$111,594,683

BALANCE SHEET

Fiscal Year Ended December 31, 2010

Current assets	\$87,289,769
Investments	71,261,440
Property and equipment, net	11,402,595
Other noncurrent assets	<u>2,331,243</u>
Total assets	\$172,285,047
Current liabilities	\$51,692,256
Noncurrent liabilities	<u>8,998,108</u>
Total liabilities	60,690,364
Net assets	<u>111,594,683</u>
Total liabilities and net assets	\$172,285,047

Total Revenue (Millions of Dollars)

