

November 2023

Dear Friend,

Road Scholar's 2023 Fiscal Year was a year in which our participants re-embraced their love of learning and adventure after the tumultuous years of the pandemic. We provided transformative on-site educational experiences to over 83,000 Road Scholars in FY23.

At heart, what that number really means is Road Scholar is once again making a difference in the lives of older adults. For 78-year-old Linda P., Road Scholar offered companionship and new lifelong friends. For 68-year-old Lorna G., Road Scholar provided a way for her to fulfill her dream in retirement and journey to the depths of the Grand Canyon. For Lydia and Daniel S., Road Scholar opened up a new avenue in their lives to study Spanish abroad. There are many thousands of stories like these among the community of older adult learners we served this past fiscal year.

As we made the world our classroom once again this year, we continued our virtual world of discovery to ensure our community of older adults who were more comfortable learning from home had opportunities for discovery and camaraderie as well. More than 36,000 Road Scholars enjoyed the stimulation of our virtual lectures, while another 1,000 engaged in our multi-day online learning adventures that recreated the Road Scholar experience online, led by Road Scholar instructors from more than 15 countries.

As we continue to emerge from the pandemic, we will expand the depth and breadth of our offerings to include more opportunities for older adults with varying interests and abilities. Looking forward with an eye to our rich past, Road Scholar's 1980 Annual Report perfectly captures the spirit driving our mission ever forward:

There is something about Road Scholar that makes us want to stretch ourselves, to aim a little higher, to reach for that last bit of energy and creativity which will enable the program to serve even more people in a greater variety of ways.

A profound and prescient statement just as true about Road Scholar now as it was in our earliest days. I have the utmost confidence in Road Scholar's future, because of the unwavering support of friends like you who believe in the transformative power of learning, adventure and friendship.

Most sincerely,



James Moses
Road Scholar President

The financial results Road Scholar achieved in FY23 would be extraordinary at any time, but are particularly so following the difficult years of the COVID-19 pandemic.

In pre-pandemic times, Road Scholar offered more than 1,600 unique learning adventures annually, with a total of 6,000 departure dates. That massive program inventory was unwieldy and inefficient, with too many departures cancelled due to insufficient enrollment or operated at a loss, after marketing and overhead costs were applied. Management used the time of the pandemic to painstakingly review each of those 1,600 programs against a number of criteria, including participant satisfaction ratings and financial sustainability. This prompted the suspension of approximately 1,000 programs from Road Scholar's inventory of offerings. Those retained were the most

financially successful, popular and efficient to manage.

As a result, Road Scholar concluded FY23 having operated 3,875 departure dates of 655 unique programs attended by 83,248 participants, an increase of 33,000 participants over the year before, while increasing the organization's net assets from \$16 million at the beginning of the year to \$66 million by the end. Many not-for-profit organizations like Road Scholar are prudently building back their endowments following recent difficult years. After expending more than \$70 million of financial reserves to survive the pandemic, FY23's financial results, and the continued support of our friends who believe in our mission, are a very welcome and encouraging step toward ensuring Road Scholar will be there for generations of lifelong learners to come.

STATEMENT OF FINANCIAL POSITION

For the fiscal year ended June 30, 2023

ASSETS

Cash	\$81,668,371
Investments	116,191,878
Advances to program providers & vendors	20,513,212
Receivables	5,870,650
Prepaid expenses and other assets	2,376,369
Property, equipment and software, net	3,370,965

Total assets **\$229,991,445**

LIABILITIES

Accounts payable & accrued expenses	\$ 15,137,389
Program fees and vouchers	146,061,731
Other liabilities	3,122,200

Total liabilities **164,321,320**

NET ASSETS

Without donor restrictions	
Undesignated	4,937,279
Designated by the Board	56,524,929
With donor restrictions	4,207,917

Total net assets **65,670,125**

Total liabilities and net assets **\$229,991,445**

STATEMENT OF ACTIVITIES

For the fiscal year ended June 30, 2023

OPERATING REVENUE AND SUPPORT

Program revenue	\$320,898,862
Contributions	3,028,017
Trip protection plan, net of claims	10,772,907
Investment and other	4,825,131

Total operating revenue and support **339,524,917**

OPERATING EXPENSES

Direct program expenses	
US & Canada, non-Afloat	99,190,602
International, non-Afloat	107,443,240
Adventures Afloat	36,523,733

Total direct program expenses **243,157,575**

Other program service expenses	
Marketing and catalogs	19,089,558
Program development and administration	11,210,262
Participant services	10,088,429
General and administrative expenses	20,541,914
Development expenses	737,689

Total operating expenses **304,825,427**

Change in net assets from operating activities **34,699,490**

NON-OPERATING ACTIVITIES

Investment income	6,415,844
Change in fair value of derivatives	5,410,228
COVID-19 extraordinary expenses, net	3,395,369

Total non-operating expenses **15,221,441**

Change in net assets **\$49,920,931**



83,248

Road Scholar participants traveled around the world.



60%

of program participants reported they made new friends on their program



36,254

Road Scholar participants joined us for virtual lectures



3,818

unique Road Scholar programs offered this year



1,000

Road Scholar participants took part in multi-day Adventures Online



25,867

The number of Annual Fund donors with an average gift of \$78



81

Number of countries Road Scholars visited

“The environment created was a welcoming one. I felt safe physically, emotionally and mentally, which allowed me to relax and enjoy literally every minute of our program. The whole experience shifted something inside of me, a spiritual shift that is difficult to explain in words — powerful and mystical, reverent and all-encompassing.”

Anne B., 69, Williamsville, Va., Class of '15

*Birding in Southern Costa Rica:
Motmots to Quetzals*

“Road Scholar really lives up to its name — taking lifelong learners on the road to go beyond the typical tourist experience. We can do the tourist thing on our own. But we can't do the personal, in-depth extras that we get with a Road Scholar program. We are more like curious, engaged visitors than tourists. This seems to be the attitude of the kind of person who signs up for a Road Scholar adventure, which enhances the experience for all of us.”

Marci H., Port Washington, N.Y., Class of '23

*A Gardener's Delight: The Private & Public
Landscapes of Asheville*



ROAD SCHOLAR[®]

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to our Board Members**
for their continued
dedication to
Road Scholar.

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OUR MISSION At not-for-profit Road Scholar, our mission is to inspire adults to learn, discover and travel. Our learning adventures engage expert instructors, provide extraordinary access and stimulate discourse and friendship among people for whom learning is the journey of a lifetime.

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