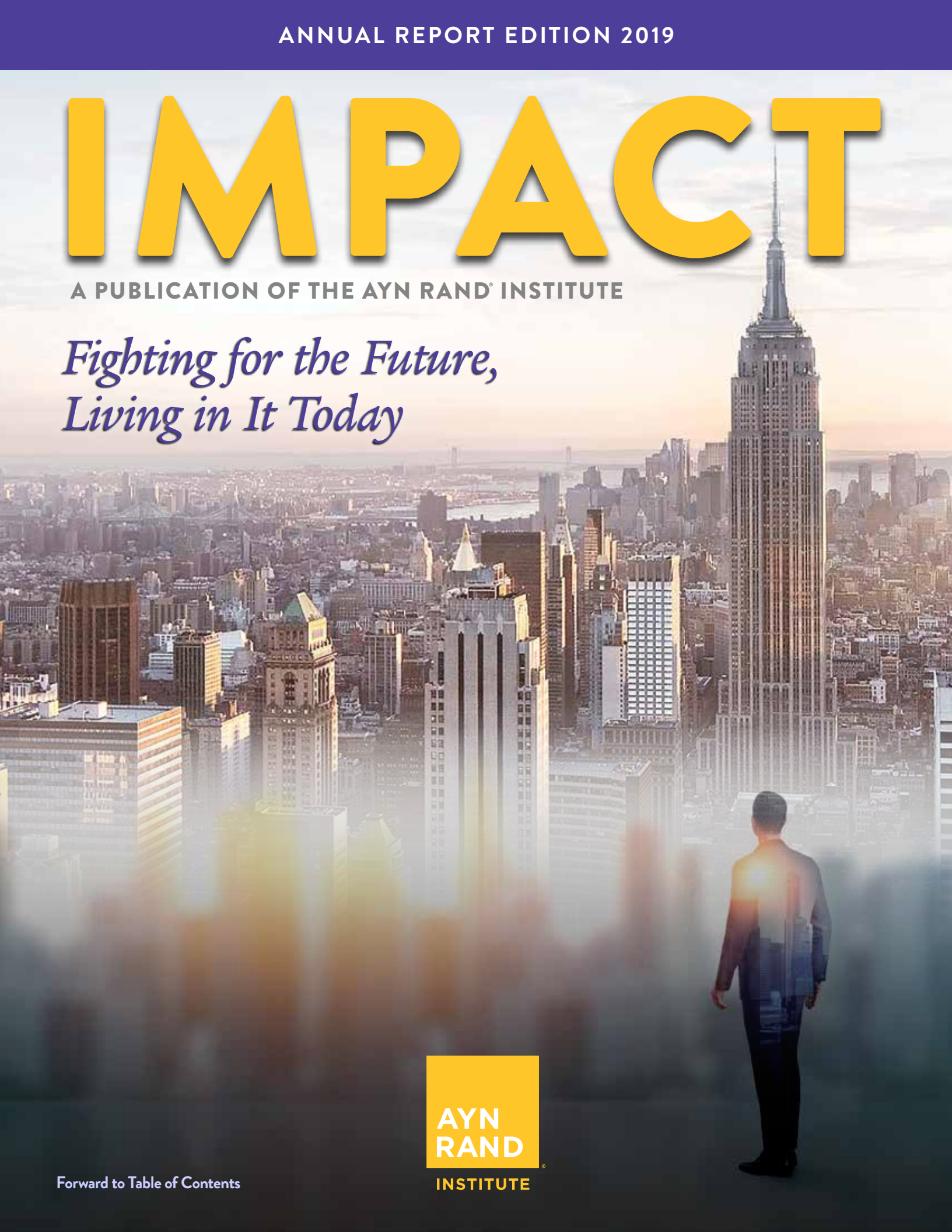


IMPACT

A PUBLICATION OF THE AYN RAND INSTITUTE

*Fighting for the Future,
Living in It Today*



AYN
RAND

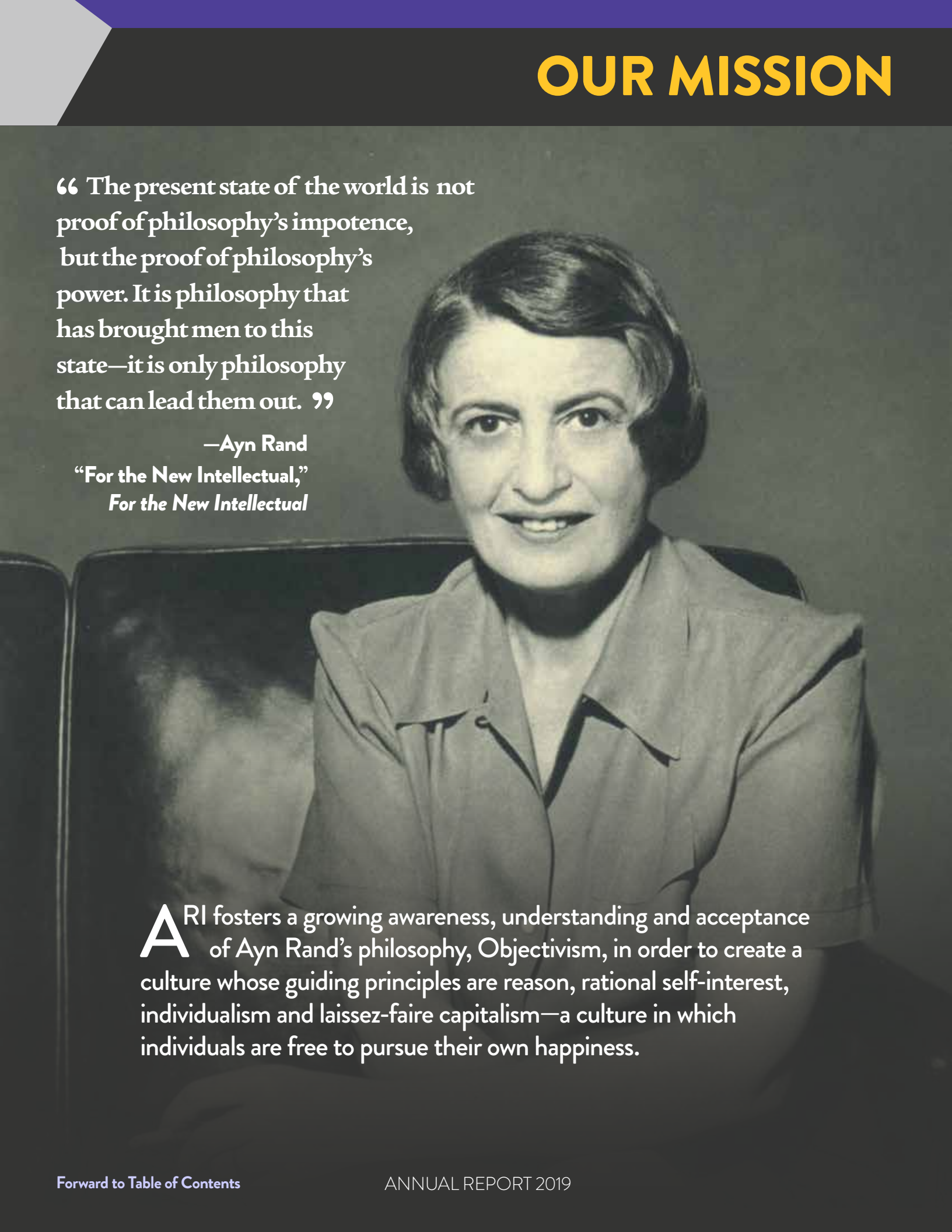
INSTITUTE

OUR MISSION

“ The present state of the world is not proof of philosophy’s impotence, but the proof of philosophy’s power. It is philosophy that has brought men to this state—it is only philosophy that can lead them out. ”

—Ayn Rand

*“For the New Intellectual,”
For the New Intellectual*



ARI fosters a growing awareness, understanding and acceptance of Ayn Rand’s philosophy, Objectivism, in order to create a culture whose guiding principles are reason, rational self-interest, individualism and laissez-faire capitalism—a culture in which individuals are free to pursue their own happiness.

From Our Chief Executive Officer



Dear Friends,

It's been a whirlwind year at the Ayn Rand Institute, and I'm eager to share the most exciting details with you.

Last year, I described changes that would better align ARI's capabilities with its mission—namely, gearing our organizational structure and operating practices to becoming a better educational and promotional organization. We set out to radically increase new educational content being produced and distributed, and to engage many more people in consuming it. Since last year, we grew consumption by 611 percent—from 1,206 to 7,365 hours monthly. This new engagement has led to a 50 percent increase in subscribers to our YouTube channel—from 30,000 this time last year to over 45,000 now.

In addition to YouTube, new consumption growth has largely occurred on a new platform, the development of which was a significant undertaking in 2019. In February, with the help of a major donor, we launched the Ayn Rand University mobile app. The iOS and Android apps have made it easy and cost-free to consume decades of invaluable Objectivist content, including talks by Ayn Rand and courses by leading Objectivist intellectuals such as Leonard Peikoff and Harry Binswanger.

For more about Ayn Rand's growing online presence and how we are generating new interest in her ideas through introductory content, see pages 8–11.

ARI's journal *New Ideal* maintained its steady output of at least two substantive pieces per week, some of which were picked up by Google News and distributed widely. Also on

New Ideal, we published a series of previously unpublished letters of Ayn Rand, edited by ARI's founding executive director and editor of *The Letters of Ayn Rand*, Michael Berliner.

Other 2019 highlights you'll read about in this report include:

- An increase in the number of Ayn Rand Conferences, from one to four per year—nearly doubling 2018's overall conference attendance, from 789 to 1,547. We plan to increase this number to 3,500 in 2020.
- Through our Free Books to Teachers program, we estimate that more than 300,000 students now read Ayn Rand each year.
- A record 107 people participated in the Objectivist Academic Center (OAC) in 2019.

We are moving quickly, while recognizing that ours is a long-range mission. In *The Romantic Manifesto*, Ayn Rand wrote: "Anyone who fights for the future, lives in it today." Fittingly, this year's Objectivist summer conference (OCON)—which celebrated the 50th anniversary of *The Romantic Manifesto*—sought not only to give attendees the necessary intellectual fuel for that fight, but also the spiritual fuel to "[live] in it today." (See pages 16–17.)

With a mission as broad and ambitious as altering the fundamental premises of a culture, it can be a challenge to know the best next step toward success, but with the progress we've made, we are much better equipped to measure outcomes and allocate resources efficiently.

If, after reading about the results of our work in 2019, you are as confident as I am about ARI's future, then I hope you will continue or even grow your support for our vital mission. The current demand for our programs and the impact opportunities we have today far outweigh our resources. Your additional support will send more books to classrooms, sponsor new Ayn Rand Conferences, and fund new series of engaging and inspiring content. It will introduce Ayn Rand to more people around the world, every day, at a pace greater than we have been able to achieve in the past.

I appreciate your support and hope you will remain with us in our fight for the future.

Sincerely,

Tal Tsfany
President and CEO
The Ayn Rand Institute

From Our Chief Philosophy Officer



ARI exists to inject that philosophy into the lifeblood of civilization. The Institute's progress, accordingly, is not measured in days, but in decades. Perhaps the clearest sign of progress is that Rand's ideas are following a trajectory similar to what J. B. S. Haldane outlined for the acceptance of radical ideas: first the idea is dismissed as worthless nonsense; then it is regarded as an interesting but perverse point of view; then it is regarded as true but unimportant; then it is said to have been everyone's viewpoint all along. Arguably, we have moved into the second stage, as evidenced by the growing worldwide interest in Rand's ideas, by how often her ideas are mentioned in the media and in ideological discussions, and by the growing difficulty of simply dismissing her ideas as nonsense.

This change over the last thirty-plus years is in large part due to ARI's activities: our essay contests, books to teachers program, educational talks, conferences and courses, media appearances, and published essays and books. We are trying to change people's fundamental convictions and to normalize discussion of Rand's radical ideas.

Our focus on the long-range dissemination of philosophic ideas does not mean there are no shorter-term successes. But it does mean that these successes are created through the impact we have on other individuals and organizations. For instance, one of ARI's long-standing, vital activities is educating individuals about Rand's ideas and their application. Many of these individuals go on to do impactful work. We have helped train individuals who are now teaching and publishing at universities, are involved with legal think tanks like the Pacific Legal Foundation, the Institute for Justice, and the Center for the Protection of Intellectual Property, and have founded organizations like the Center for Industrial Progress and Higher Ground Education. We need thousands more individuals like these who are knowledgeable about Rand's ideas and are working to apply them to forge a new culture.

It's an exciting journey, in which I hope you join us. If you already have, thank you for your support.

Sincerely,

Onkar Ghate
Chief Philosophy Officer and Senior Fellow
The Ayn Rand Institute

When the Ayn Rand Institute was established in 1985, its founders understood they were playing the long game. ARI's founding documents quote Rand herself: "The present state of the world is not the proof of philosophy's impotence, but the proof of philosophy's power. It is philosophy that has brought men to this state [of cultural bankruptcy]—it is only philosophy that can lead them out." (*For the New Intellectual*, 1961)

ARI is the only institution fighting for freedom in the world today that understands this fundamental truth.

To the extent the world has moved forward since the 18th century, it has done so by implementing, however imperfectly, the ideals of the Enlightenment: reason, science, individualism and a government limited by the principle of individual rights. To the extent the world has stagnated or retrogressed, it has done so because of the ascendancy of opposite philosophic ideas: mysticism, dialectical "logic" and other pseudo-scientific approaches, collectivism/tribalism, and unlimited government given the power to sacrifice the property and lives of individuals, when doing so is said to be in the "public interest."

Philosophy and much of the wider intellectual world turned against the Enlightenment in the 19th century, which is why the 20th century was not just a century of progress, but also one of widescale conflict, destruction and murder.

Rand viewed her new philosophy, Objectivism, as putting the Enlightenment's ideals for the first time on a fully rational, fully defensible foundation.

Two new books featuring the work of ARI-affiliated intellectuals:



Foundations of a Free Society: Reflections on Ayn Rand's Political Philosophy (Gregory Salmieri and Robert Mayhew, eds.) and *Keeping It Real: Bringing Ideas Down to Earth* (Leonard Peikoff; and Barry Wood, ed.)



300K+

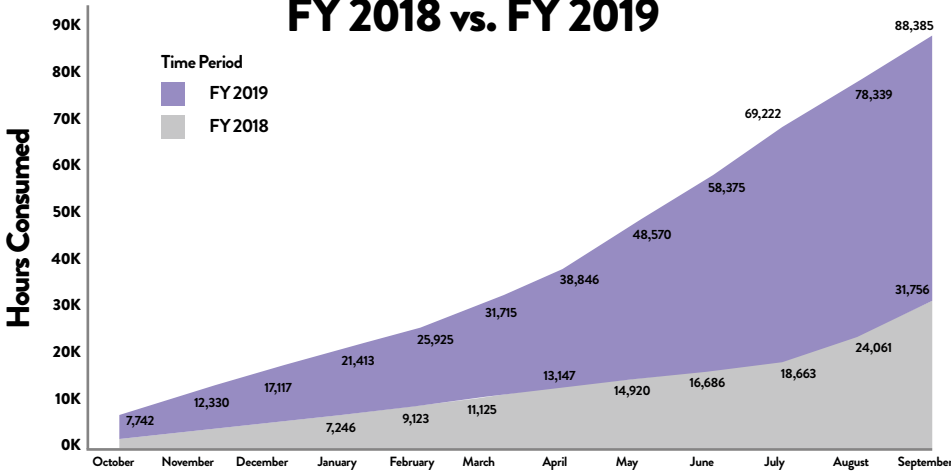
VIEWS OF THE OBJECTIVISM ON HAPPINESS INTERVIEW SERIES WITH DAVE RUBIN (SEE PP. 10-11)

Launch of the New Ayn Rand University Mobile App (see p. 9)

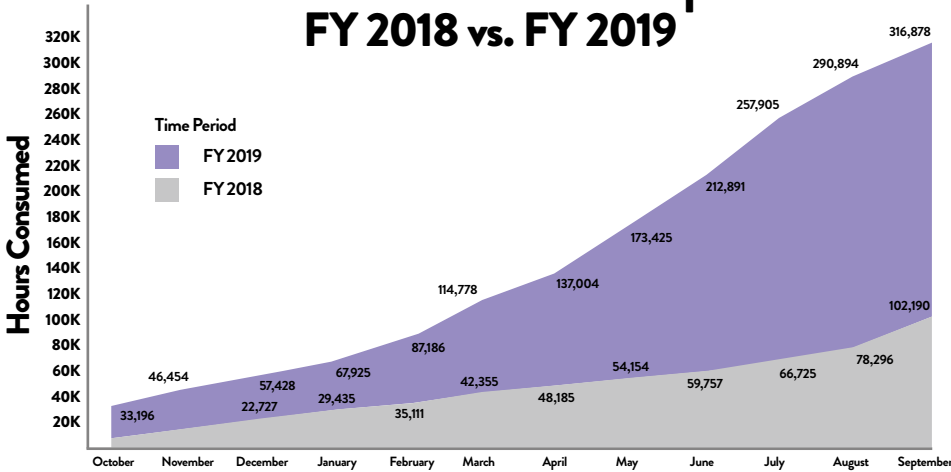


26,500+ DOWNLOADS
4,500+ HOURS CONSUMED PER MONTH
2,700+ LESSONS DOWNLOADED PER MONTH
1,100+ LESSONS COMPLETED PER MONTH

Hours of Course Consumption FY 2018 vs. FY 2019



All Video Content Consumption FY 2018 vs. FY 2019



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64.4K+ FOLLOWERS



over 17.4K+ FOLLOWERS



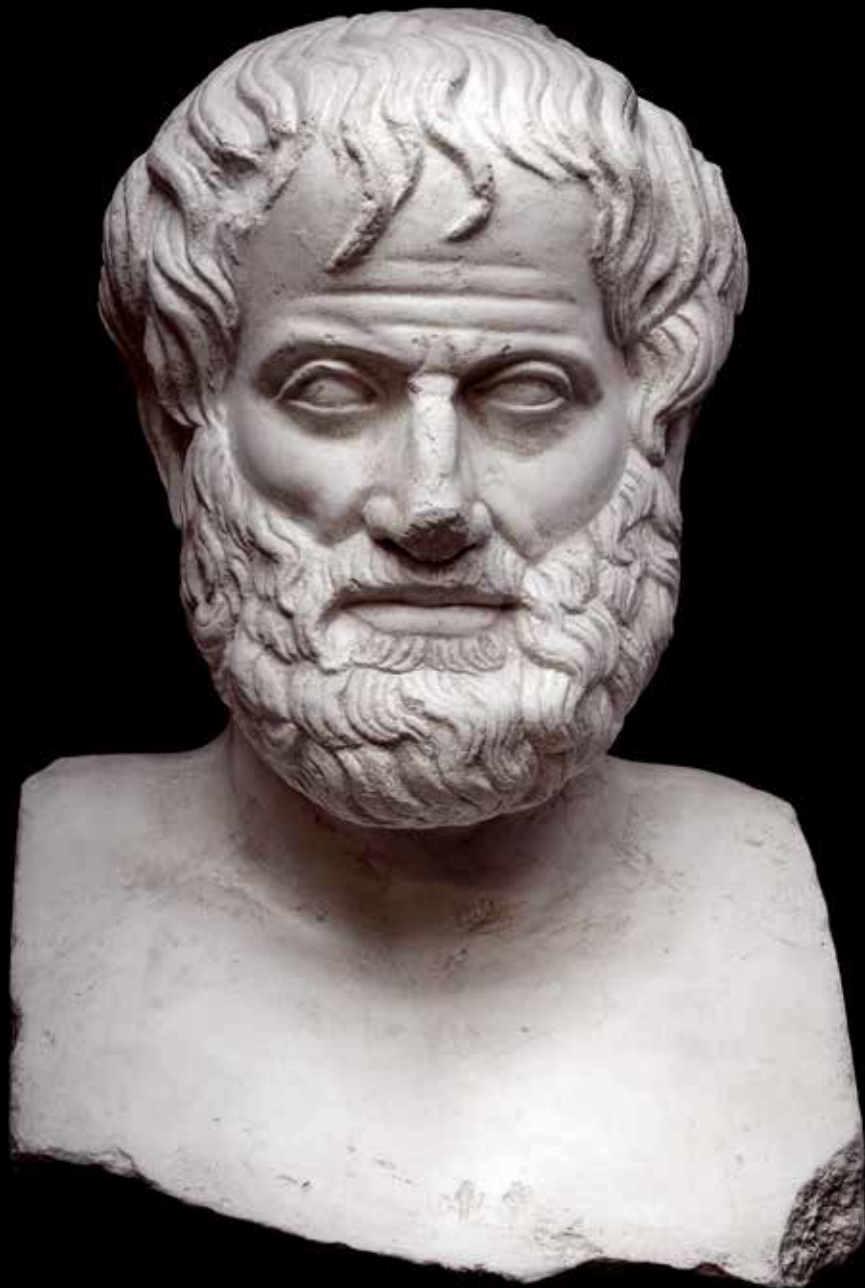
1M FOLLOWERS ACROSS ALL PAGES
1M+/MONTH USERS REACHED



143 NEW VIDEOS RELEASED
73K+ VIEWS PER MONTH
45K+ MORE THAN 50% INCREASE SUBSCRIBERS

UNLEASHING A SECOND RENAISSANCE

“Today, Ayn Rand’s definition of a rational moral code has the power to unleash a Second Renaissance and a new Enlightenment. . . .”



In the title essay of *For the New Intellectual*, Ayn Rand describes the way in which the Renaissance led to the Enlightenment, then to capitalism and the Industrial Revolution. The result was the unparalleled explosion of new wealth and human well-being that occurred in the 19th century.

The prelude to the Renaissance, she explained, was the return of Aristotle via the writings of Thomas Aquinas. The enormous intellectual development from the Renaissance onwards required the efforts of thinkers across many fields. Ultimately, the Aristotelian secular, rational worldview was expressed in the works of intellectual professionals, and then European culture more broadly. Many of the first scientists, artists and writers were supported by visionary patrons who stepped forward to fuel the Renaissance and thus helped pave the way for the Enlightenment and its crowning achievement: the United States of America.



But this line of achievement, Ayn Rand observed, was vulnerable. The Enlightenment’s philosophers were unable to defend reason or define a rational code of morality, which left vulnerable the ideal of individual rights and the system which protected it—and which fostered such a groundswell of productive achievement: capitalism. As a result, their movement eventually collapsed and their achievements have steadily eroded.

Today, Ayn Rand’s definition of a rational moral code has the power to unleash a second Renaissance and a new Enlightenment—and to spur the same outpouring of progress toward ever greater human flourishing.

While no single institution was responsible for the first Renaissance, we believe broad cultural change can follow from the efforts of a new school of intellectuals, supported in their work by the philosophic innovations of a genius and the resources of an organization backed by contributors like you. Thanks to you, ARI is working to shorten the time between the first and a second Renaissance.

In the pages that follow, we are pleased to present many of the results of our work in 2019—and the key pillars of our strategy moving forward.

AYN RAND’S GROWING DIGITAL PRESENCE

on YouTube and with the Ayn Rand University Mobile App

One of the Ayn Rand Institute’s top priorities is leveraging digital technology to accelerate awareness and acceptance of Ayn Rand’s ideas.

Since 2018, we’ve been focused on growing Ayn Rand’s presence on YouTube—increasing the prominence of her ideas on that massive platform by adding new videos and attracting more subscribers to our channel. This year, ARI made another significant stride forward by introducing the Ayn Rand University mobile app, a new platform for consuming Objectivist courses on Apple and Android mobile devices.

For many years, in-depth courses on Objectivism could only be accessed in person or by purchasing costly mail-order cassettes or CDs. Now, anyone in the world can pursue a self-directed, advanced education in Objectivism for free using our app, with new content added each month. This is a critical lowering of barriers to learning that will accelerate the global spread of Objectivism.

GROWING ARI’S YOUTUBE CHANNEL

YouTube may hold more potential than any other medium for increasing the rate at which Ayn Rand’s ideas are discovered and explored by receptive minds around the globe.

YouTube is the world’s second-largest search engine, with two billion people logging in monthly. The platform is increasingly used by young people as an all-purpose reference, eclipsing Google and Wikipedia as a first stop for learning about an unfamiliar topic. Even when users are not searching specifically for information about Ayn Rand, YouTube’s recommendation algorithm nonetheless continually suggests and automatically plays content related to what the user has already watched. For young minds looking for answers to

life’s big questions or for interesting angles on current issues in the culture, it has never been easier to discover Ayn Rand.

Significantly, YouTube is also becoming a global hub for intellectual discourse online—a forum for intellectuals to gain a much larger audience than was possible in traditional media and at universities—and for individuals to direct their own learning. By releasing hundreds of high-quality videos with timely content each year, ARI can continue to grow the presence of Ayn Rand in the marketplace of ideas.

As more and more viewers discover Ayn Rand on YouTube, many will subscribe to the ARI channel there. And the more subscribers we get, the more YouTube’s algorithms suggest our videos to other viewers. With hundreds of videos on a huge variety of topics, our channel offers the world’s most comprehensive selection of incisive lectures by Ayn Rand and leading Objectivist intellectuals that upend conventional ideas about how to think and live.

At this time last year, ARI announced a 52 percent year-over-year growth in subscribers to the Ayn Rand Institute YouTube channel, from the previous year’s 19,700 to over 30,000. This year, we are pleased to report a 50 percent growth to more than 45,000 subscribers.

Starting in early 2019, ARI has released a stream of new interviews featuring prominent Objectivist intellectuals and popular media personalities. ARI expects these interviews to keep new subscribers engaged while increasing their knowledge of Objectivism, and to attract more subscribers from our collaborators’ audiences.

THE 2019 INTERVIEW SERIES, OBJECTIVISM ON HAPPINESS, WITH DAVE RUBIN

In January 2019, ARI began taping a video series titled *Objectivism on Happiness* in collaboration with popular YouTube

host Dave Rubin of *The Rubin Report*. The series features Rubin’s interviews with seven Objectivists—four philosophers, an internationally known speaker, a psychologist and a notable businessman—offering insightful perspectives on what happiness is and how to achieve it. The series was released in twelve episodes between February 27 and April 24.

The release plan for this series was designed to capture new viewers for ARI from Rubin’s audience and send them to ARI’s YouTube channel. The premiere episode played on *The Rubin Report* YouTube channel, and it referred viewers to the next episodes in the series—three of which were posted at the same time as the first—on ARI’s channel. As of late 2019, the premiere episode has been viewed over 58,000 times; other episodes have been viewed a combined 253,000 times. By far the most popular episode in the series, with over 88,000 views, has been Onkar Ghate’s “Do We Have Free Will?”—which appeared on ARI’s YouTube channel.

THE 2019–20 INTERVIEW SERIES, EXPLORING OBJECTIVISM WITH GLORIA ÁLVAREZ

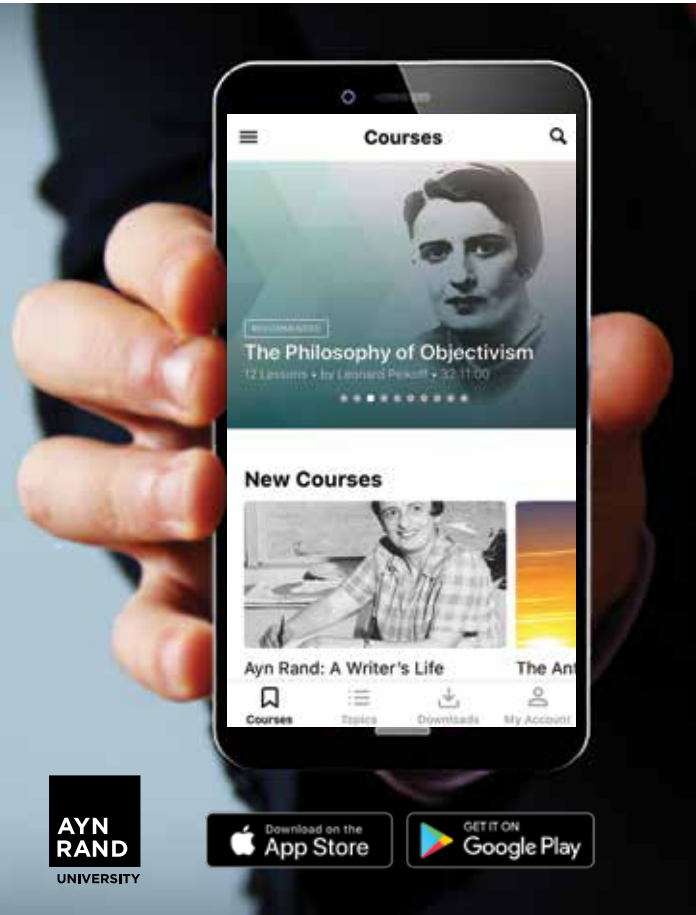
Later in 2019, ARI began filming a new interview series with Gloria Álvarez, an author, TV-radio host and political commentator well known throughout Latin America for her pro-liberty views. *Exploring Objectivism with Gloria Álvarez* is being subtitled in Spanish for wide distribution in Latin America, where there’s growing interest in Ayn Rand’s ideas, fueled in part by the conferences offered there in 2019. The series premiered on the ARI YouTube channel on October 29 with an interview of Harry Binswanger. More episodes are planned for release in 2019 and 2020.

INTRODUCTION OF THE AYN RAND UNIVERSITY MOBILE APP

In February 2019, ARI announced the launch of a new mobile app, Ayn Rand University. The app expands on the ARI Campus experience, making that site’s full catalogue of educational courses—and a growing collection of new courses—free and easily accessible, online or offline, anywhere in the world. Since launch, the app has been downloaded in every country of the world, with the exceptions of the Vatican and North Korea—by more than 29,000 people.

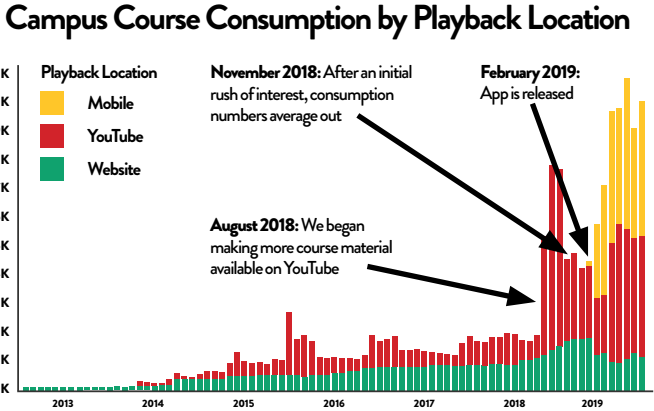
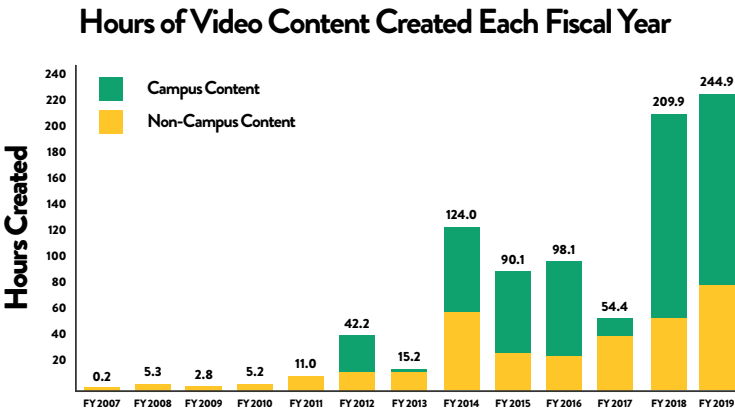
Besides fifty-one courses with more than 500 hours of content, the app includes the full *Ayn Rand Lexicon* and dozens of Ayn Rand’s essays and audio recordings. More app features will be added over time.

Cutting-edge software will allow ARI to monitor consumption patterns so that we can guide users to related course material and to conferences and events, increasing the likelihood of long-term engagement with Objectivism.



TOTALS BY THE END OF FY 2019

- 798 YOUTUBE VIDEOS
- 51 CAMPUS COURSES
- 175 NEW IDEAL ARTICLES
- 55 EPISODES ON ARI LIVE! PODCAST



ARI'S RENEWED FOCUS ON INTRODUCTORY CONTENT

In 2018, ARI launched a strategic initiative designed to dramatically increase its production and distribution of free, high-quality intellectual content and to “saturate the airwaves” with Ayn Rand’s ideas.

We are excited about the results! There has been a dramatic increase in content consumption, a large increase in new subscribers to ARI’s YouTube channel and growth across several other mass-audience distribution channels. (See the figures on pages 4–5.)

In 2019, we brought Ayn Rand’s ideas to new audiences by developing a wealth of introductory content—engaging and philosophically deep, yet accessible to people without prior familiarity with Objectivism. The content is geared to showing new audiences how Ayn Rand’s ideas are relevant to their own concerns. It is important that this content is a fitting stand-alone starting point for exploring the philosophy.

This shift in focus inspired the creation of an interview series in partnership with *The Rubin Report*’s Dave Rubin (already released) and another with Latin American media personality Gloria Álvarez (partially released, with more episodes to come). Both of these collaborators attract large numbers of viewers who fit ARI’s target audience criteria, and whom we expect have had little prior exposure to Objectivist ideas.

Likewise, ARI’s new weekly series of live webinar presentations, *Philosophy for Living on Earth*, was created to engage primarily newcomers in thoughtful exploration of topics that are of interest to most people—whether big philosophical questions like the existence of God, the nature of morality or the source of man’s rights—or more personal topics like romantic love and self-esteem.

ARI’s emphasis on newcomers is also reflected in a significant expansion of live event offerings, tailored to showcase the power and relevance of Ayn Rand’s ideas to new audiences. In 2019, ARI hosted or provided support for three new weekend-long conferences: AynRandCon–Europe; AynRandCon–Latin America in Buenos Aires, Argentina; and AynRandCon–Brazil in Porto Alegre, Brazil. The conferences abroad were attended primarily by newcomers. In 2020, we will take AynRandCon on the road, with at least five one-day AynRandCons in U.S. cities. We expect these one-day conferences to attract many local attendees with varying degrees of familiarity with Ayn Rand, who might not travel to an AynRandCon but would be happy to attend one close to home.

This shift in focus has also affected our choices for ARI Campus, YouTube, the Ayn Rand University mobile app, our journal *New Ideal* and the *Ayn Rand Institute Live!* podcast. To varying degrees, we have sought to cater to entry-level newcomers more effectively on each channel.

Webinar Series

Philosophy for Living on Earth

Participate in live, interactive seminars with ARI experts as they discuss life’s big questions.



Free Weekly Webinar Series

Wednesdays @ 11am Pacific

Subscribe to receive your personal sign-in link.

First Name

Last Name (Optional)

Email

Mobile # for Text Reminders (Optional)

SUBSCRIBE

Register for ARI’s new weekly webinar series: aynrand.org/webinars

WHY FOCUS ON BEGINNERS?

The Objectivist movement has produced significantly more content and programming for those already familiar with Objectivism than it has for those who are new to Ayn Rand and the value of her ideas.

In 2018, ARI prioritized making decades of this content, including advanced courses given by Leonard Peikoff, Harry Binswanger and other leading intellectuals, available to everyone. That effort culminated this year in the launch of the Ayn Rand University mobile app, which allows users to download and listen to courses any time, anywhere. During the same time,

the Objectivist Academic Center opened its doors to auditors. It has never been easier for a motivated student of Objectivism to pursue advanced education.

Given our successes in making advanced education more accessible, we are sharpening our focus on attracting new interest in Objectivism. For decades, Ayn Rand’s novels have been the primary force driving such new interest. We expect they will continue to be. However, if we can successfully develop more entry points into the philosophy—including content meant to stimulate readership of Ayn Rand’s novels—we can accelerate the spread of Objectivism.



ARI partnered with *The Rubin Report*’s Dave Rubin to produce *Objectivism on Happiness*, a series introducing Ayn Rand’s ideas to Rubin’s audience.



This series, featuring Objectivist intellectuals interviewed by Gloria Álvarez, will introduce Ayn Rand to hundreds of thousands of people.



Ayn Rand Conferences (AynRandCons) around the world have given hundreds of attendees their first in-depth encounters with Ayn Rand’s ideas.



ARI will soon release a series of animated videos, illustrating Ayn Rand’s ideas, delivered in her own voice using archival recordings.

INTRODUCING AYN RAND TO STUDENTS NATIONWIDE

If you want to make an ARI supporter smile, just ask him to talk about his reaction when he first read Ayn Rand.

The joy of that first encounter can spark a lifetime commitment to reason—which is why encouraging students to read Rand’s novels is a key part of ARI’s strategy to promote a culture of reason.

Through its flagship Free Books to Teachers program, its hugely popular essay contests, and its classroom webinars, ARI introduces Ayn Rand’s life-changing ideas to hundreds of thousands of students across the country every year.



FREE BOOKS TO TEACHERS

Our Free Books to Teachers program provides hundreds of thousands of copies of Ayn Rand’s novels to high school classrooms in all fifty states and Canada.

In 2019 alone, the Free Books to Teachers program delivered more than 150,000 books. With your support, we hope to expand that number to more than 250,000 during the next school year. The interest from teachers is there but currently exceeds our resources.

FREE BOOKS
PROGRAM LAUNCHED
in 2002–03 School Year

To date, more than 4.4 million books have been distributed through this program, and we estimate that over 300,000 students are reading Ayn Rand every year, because you have chosen to support ARI. If you would like to help ensure that Ayn Rand’s novels remain a staple in classrooms nationwide, please write to donorservices@aynrand.org about sponsoring books for a classroom, city, county or state.

ESSAY CONTESTS

For more than three decades, ARI’s essay contests have encouraged high school students to read Ayn Rand’s novels and think about the themes expressed in them. Over the years, more than 400,000 students have submitted essays, an encouraging sign that Ayn Rand’s works have become fixtures in high school curricula across the nation.

Many teachers who participate in the Free Books to Teachers program use the contest’s essay questions as models for their own classroom assignments, and many whole classrooms participate in the contests. This year’s winners include students from Saint Cloud, Minnesota; Belmont, Massachusetts; and Seoul, South Korea. Sizeable cash prizes have been instrumental in keeping participation high.

CLASSROOM WEBINARS

Begun in 2019, ARI’s Classroom Webinars program connects high school students with Objectivist intellectuals for expert guidance in wrestling with some of the questions that arise when reading Rand’s novels. These sessions have been so well received by teachers and students that there are always more questions from students than there is time to answer them all.

600K+
BOOKS SHIPPED
IN THE LAST
3 SCHOOL YEARS

150K+
FREE BOOKS
SHIPPED IN
THE 2018–2019
SCHOOL YEAR



ARI has shipped more than four million physical copies of Ayn Rand novels to teachers across the country. In 2020, ARI will distribute ebooks of Rand’s novels to students for the first time.

These three programs—Free Books to Teachers, Essay Contests and Classroom Webinars—are demonstrably effective ways of encouraging students to read Ayn Rand’s novels, an important first step toward developing a culture of reason. Because of donors like you, ARI’s presence in high school classrooms encourages students to take first steps toward thinking philosophically about their lives. We need to increase momentum and ensure we can have even more impact in 2020. Thank you for your continued support.

TEACHERS IN
ALL 50 STATES
RECEIVE
BOOKS

\$5
AVERAGE COST
TO SEND
A BOOK TO
A TEACHER

ALL-TIME TOTAL:
4.4M+
BOOKS
DISTRIBUTED

AynRandCon ON THE ROAD

BRINGING THE LIVE CONFERENCE EXPERIENCE TO MORE PEOPLE AROUND THE WORLD

While it's easier than ever before to find recorded talks about Ayn Rand's ideas online, there is no substitute for attending a conference in person.

Particularly for newcomers to Objectivism, there is no experience quite like meeting fellow admirers of Ayn Rand for the first time and having the opportunity to interact with ARI speakers, staff and Objectivist intellectuals.

ARI's conferences provide more than a learning experience for attendees. They offer a sense of community for individuals who rarely meet like-minded others and an opportunity to build a new community centered on shared rational values. They provide the inspiration and the emotional fuel to pursue a purposeful life.

In 2019, ARI began a significant expansion of its conference offerings with new weekend conferences in Europe and Latin America. In 2020, the number will continue to grow with a series of at least five one-day AynRandCons, to take place in cities across the United States.

AynRandCon–USA 2019

AynRandCon–USA 2019 was held October 25–27, 2019, in Atlanta, Georgia. Its theme “Reason, Purpose, Self-Esteem: Keys to a Better Life and Society” explored what Ayn Rand considered the cardinal values of her ethics. And this year, attendance grew by 8 percent to 128 attendees, despite the

new conferences abroad drawing past European and Latin American attendees to events closer to home.

AynRandCon ABROAD IN 2019

This year, for the first time, three weekend conferences took place abroad, thanks to the efforts of Annie Vinther Sanz, Ayn Rand Center Latin America CEO María Marty, and Brazil's Roberto Rachewsky, co-founder of the Atlantos Institute and the Institute for Business Studies (IEE)—and many local activists.

EUROPE

In February 2019, ARI held its first conference abroad in Prague, Czech Republic. ARI had expected between 200 and 250, but activists spread the word so enthusiastically across Europe, Israel and elsewhere that the final count was 426 attendees, including many who had never read Ayn Rand but who were interested in what they had heard.

The highly successful conference provided ample evidence of the effect these events can have in introducing new people to Objectivism. Maja Vrtaric organized buses to bring 173 individuals from her region of the Balkans to AynRandCon–Europe, contributing to the high attendance at that event. Serbia won the unofficial competition for the country with the highest number in attendance.

The theme of the weekend conference was “Individualism in an Age of Tribalism,” and many talks dealt with examples of tribalism from the recent past of Eastern Europe—from Balkanization to current nationalist movements.

LATIN AMERICA

María Marty and the Ayn Rand Center Latin America organized a weekend AynRandCon event in Buenos Aires on September 6–7. An audience of 250 heard talks and panels on the conference theme: “Individualism vs. Collectivism”—drawing on current events and historical themes of particular concern to a Latin American audience.

A mini-conference tour followed, with additional talks by ARI intellectuals in Buenos Aires as well as small events in Paraguay, Chile and Brazil. In Paraguay and Chile, people were doubly thrilled because it was the first time that Objectivist intellectuals had visited their countries.

On September 13–14, AynRandCon–Brazil took place in Porto Alegre, organized by Roberto Rachewsky. Its theme was also “Individualism vs. Collectivism,” and it featured different panels and local speakers alongside ARI intellectuals. There were 290 in attendance.

Since the conferences, enthusiastic attendees continue to contact ARI and enquire about working to spread awareness of Ayn Rand in their countries. Nine attendees of

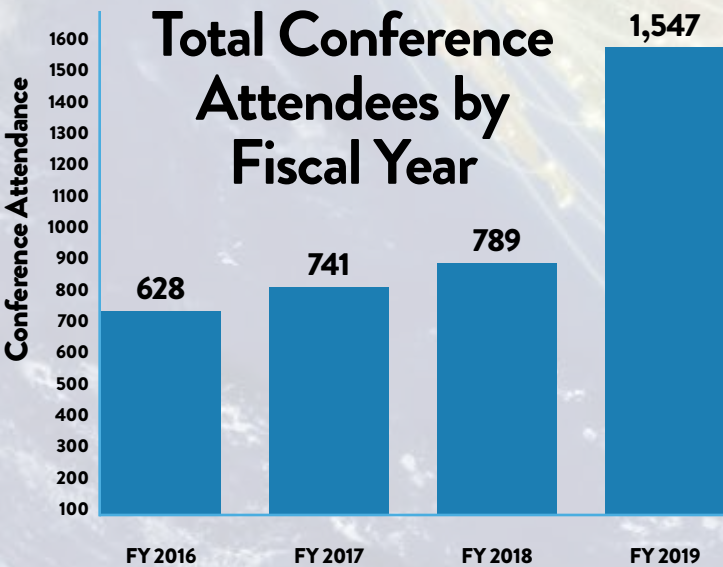
AynRandCon–Brazil enrolled as auditors or graded students in the Objectivist Academic Center (OAC). Most expressed the desire to gain a deeper understanding of the philosophy to promote it in their regions and career fields.

AynRandCon IN 2020

In 2020, a new AynRandCon format will be introduced in cities across the U.S. Events are currently planned for Orange County, California; San Francisco; Dallas; Philadelphia and Chicago. These one-day AynRandCons are expected to attract many people who are new to Ayn Rand's ideas, and to inspire many to join us for OCON or AynRandCon–USA in 2020. ARI is interested in scheduling more one-day conferences. If you would like to help us bring an AynRandCon to your region, please write to events@aynrand.org.

María Marty plans to offer AynRandCon–Latin America in the fall of 2020, and ARI will host the second AynRandCon–Europe on February 14–16, 2020, in Warsaw, Poland. To both conferences, ARI expects many of last year's attendees to return with friends, and we are asking activists to spread the word. Planning is underway for AynRandCon–USA 2020, which will again take place in Atlanta, Georgia.

To support the expansion of Ayn Rand Conferences, donors may contact donorservices@aynrand.org.





OCON: LIVING OBJECTIVISM

Since 2003, ARI has welcomed anyone interested in exploring Objectivism and applying it in their own lives to attend our annual Objectivist summer conference (OCON).

The event features talks, panels and workshops by leading scholars on Ayn Rand's philosophy. OCON attracts people from around the world who come to learn, to grow, to be inspired and to connect with like-minded attendees.

In 2020, ARI will seek to retain the spirit of OCON while continuing to enhance the conference experience.

- In June, more than 450 Ayn Rand admirers met in Cleveland, Ohio, for OCON 2019. The conference featured five full days of programming to celebrate the 50th anniversary of *The Romantic Manifesto*, Rand's statement of her philosophy of art. Of note were many art-related talks and events devoted to literature, music, sculpture and painting, as well as live performances, that gave this year's conference a palpable emotional resonance. The emphasis on *living Objectivism*—applying philosophical ideas in one's daily life, such as in guiding the selection and enjoyment of

art—was a development welcomed by attendees, and one we will expand on in the future. The theme for OCON 2020 is "Living a Life of Purpose."

- Surveys in recent years have shown that OCON's many opportunities to socialize with other Ayn Rand admirers is a key value to attendees, and upcoming OCONs will focus even more on offering high-quality social and professional networking and community-building opportunities.
- At OCON, we've hosted panels featuring leading thinkers in conversation with Objectivist intellectuals on cultural-philosophical issues, exploring areas of common ground and, especially, points of philosophical disagreement. These special sessions have been very popular, and they have the secondary benefit of bringing attention to Ayn Rand's ideas beyond the conference. Live discussions between Objectivist intellectuals and well-known thinkers, such as Jordan Peterson, Flemming Rose and Douglas Murray, have been broadcast from OCON and other ARI events into the homes of hundreds of

thousands of first-time viewers of content about Ayn Rand, brought in from our collaborators' audiences. At the last three OCONs, popular YouTube host Dave Rubin served as moderator of some of these discussions, broadcasting live on his YouTube channel and generating many new listeners and viewers from his subscriber base.

For everyone exploring Objectivism and its application to one's own life, OCON is the year's "can't-miss" event.

For newcomers curious about what Ayn Rand stands for, how her ideas relate to today's issues, what her philosophy has to say about life's big questions—we've created the Ayn Rand Conference (AynRandCon).

The annual AynRandCon event, held over one weekend in Atlanta, Georgia, offers newcomers a thought-provoking introduction to key ideas and principles in Ayn Rand's philosophic system, its value as a guide in one's life and thought, and how it contrasts with conventional ideas about meaning in life, morality, society and politics. AynRandCon has served as a model for new mini-conferences across the United States, in Latin America and in Europe. (See pp. 14–15.)

Shorter than OCON, tailored to newcomers, and involving less travel and expense, AynRandCon events make it easier than ever before for people to begin exploring Rand's ideas.

ARI anticipates that each of its newcomer-oriented conferences in 2020 will spark new interest and contribute to the growth of attendance at OCON.

Here is what OCON 2019 attendees are saying about their experience:

“ I had a very successful first OCON. I met or exceeded all of the goals I set for myself and left bursting with exuberance for the future. . . . [T]hanks to ARI for arranging this life-affirming conference and to the dazzling array of lecturers who devoted their time and effort to educate and inspire all of us. The lecturers were a treasure trove of excellent life advice and enrichment in the arts. . . . Wherever I am in the world and however busy my life gets, I will always make this conference a priority. ”

—Christopher Blakeslee

“ This was the greatest experience in my life. A lot of people thought I'm exaggerating—I was not, I am not. . . . The talks were great and deep, attendees interesting, friendly, trustworthy. A lot of new friendships. A lot of great conversations. ”

—Ziemowit Gowin

“ [T]his conference was awesome. My favorite aspect was probably getting to meet so many people who are mature, respectable, and interesting. I've had many deep, philosophical, and fun conversations throughout, and the social aspect is probably the constant icing on the cake when it comes to the event as a whole. ”

—Nick Rosado

JOIN US AT OCON 2020 IN AUSTIN, TEXAS!

OCON 2020 takes place June 17–21 in Austin, Texas, at the AT&T Executive Education and Conference Center. The conference theme and the subject of many of its talks and panels will be "Living a Life of Purpose."

Registration is now open and discounted until January 15! Visit: aynrand.org/ocon2020. We hope to see you there!

TRAINING FUTURE OBJECTIVIST INTELLECTUALS

“ The intellectual carries the application of philosophical principles to every field of human endeavor. He sets a society’s course by transmitting ideas from the ‘ivory tower’ of the philosopher to the university professor—to the writer—to the artist—to the newspaperman—to the politician—to the movie maker—to the night-club singer—to the man in the street. ”

—Ayn Rand, “For the New Intellectual,” *For the New Intellectual*

A society’s trend-setters are its intellectuals. For more than thirty years, ARI has been training professional intellectuals—educators, writers, lawyers and others who deal in ideas for a living—as well as “intellectual professionals” such as businessmen, financiers and doctors, whose work requires them to apply philosophical principles.

ARI sees this training as essential to fostering a more rational culture, and it’s simply not available anywhere else.

We started quickly on this path and have never stopped improving our training program. Shortly after ARI was founded in 1985, philosopher Harry Binswanger began providing instruction to a small group of advanced students via telephone seminars. These seminars evolved into the Objectivist Graduate Center (OGC) in the early 1990s, providing advanced training in person.

As the Institute’s first staff philosopher, OGC graduate Onkar Ghate went on to oversee that program’s transformation into the Objectivist Academic Center (OAC), beginning in 2000. The OAC began an expanded, four-year program of study, targeting undergraduates and offered by teleconference, which lead to a dramatic increase in enrollment. Telephone seminars eventually gave way to videoconferences, allowing students around the world to share a virtual classroom experience.

Every current OAC faculty member was a student in one of those predecessor programs, illustrating the compounding effect of OGC and OAC training over time. Not only Ghate but Ben Bayer, Elan Journo and Keith Lockitch were trained through the OGC. Gregory Salmieri received training through both the OGC and OAC, and Aaron Smith attended the OAC. The instruction they received was critical to their development, and now they are training the instructors of tomorrow. Similarly, many intellectuals outside of ARI who write and speak about Objectivism, and apply it in their professional fields, received training through the OGC or OAC. At Objectivist Summer Conference 2019, more than 80 percent of the speakers (excluding community-hour, lunch and social sessions) had connections to these programs. These included general session speakers Yaron Brook, Alex Epstein, Robert Mayhew, Tara Smith, Tal Tsfany and Lisa VanDamme, as well as OAC faculty speakers.

Objectivism cannot influence the future without trained intellectuals who understand what the philosophy is and how to apply it. As Onkar Ghate says in his letter on page 3, ARI is “playing the long game.” Donors who are serious about spreading Objectivism, long term, have no better option than to support the OAC.

THE OAC TODAY

Students in today’s OAC benefit from a three-year course of study with a graded component for aspiring intellectuals and an auditing option open to all (see below for more details). The OAC has undergone modification and refinement in its nearly twenty years of existence, and not only because of technological advances. Keith Lockitch, one of the OAC’s longest-serving faculty members, described some of the past two decades’ changes. “The philosophy classes are always being updated and modified,” he said. “It’s a constant process of trying to identify not only what students need for a firsthand grasp of Objectivism, but also how to help them think philosophically about the world and the events in it. For instance, one fairly recent development is that the third-year philosophy classes focus on books and articles by non-Objectivist intellectuals, with the goal of analyzing and understanding their arguments. The idea is that in order to be an intellectual, you need to engage with viewpoints other than your own and to understand today’s issues as they are being discussed and debated in the culture by prominent intellectual figures.”

Another key part of ARI’s intellectual development strategy focuses on supplemental training for OAC students pursuing careers in academia. The OAC Advising Program pairs experienced professors with advanced graduate students and new academic professionals in the same field for ongoing career mentorship. Current mentor-professors include Edwin A. Locke, Shoshana Milgram, Gregory Salmieri, Tara Smith, Dale Stevens and Darryl Wright. In addition, the OAC’s Advanced Educational Program offers specialized courses to help students develop their ability to apply Objectivism in their field of expertise.

2019–20 OAC PARTICIPANTS

FROM OR LIVING IN: Argentina, Brazil, Bulgaria, Canada, Czech Republic, Dubai, France, Germany, Greece, Guatemala, India, Israel, Lebanon, Mexico, Netherlands, Poland, Russia, South Korea, Ukraine, United Kingdom, United States, Venezuela, Norway

IN FIELDS INCLUDING: Philosophy, political science, law, psychology/neuroscience, education, physical sciences/math/engineering, art/literature, life sciences/medicine, computer science/information technology, government/public policy, journalism/communication, economics/finance

THE OAC CURRICULUM

- **YEAR 1** – Seminar in Objectivism, co-taught by Ben Bayer, Onkar Ghate, and Aaron Smith
- **YEAR 2** – Philosophy: Fundamental Questions, co-taught by Ben Bayer, Onkar Ghate, Gregory Salmieri, and Aaron Smith
- **YEAR 2** – Writing, taught by Keith Lockitch
- **YEAR 3** – Philosophical Analysis and Communication, co-taught by Ben Bayer, Elan Journo, Keith Lockitch, Onkar Ghate, Gregory Salmieri, and Aaron Smith

ADVANCED EDUCATIONAL PROGRAM: Contemporary Normative Ethics Reading Group, led by Gregory Salmieri

IT’S NOT TOO LATE TO JOIN THE 2019–20 OAC PROGRAM!

The 2019–20 OAC began in late September, but it’s not too late to join in on the action! Auditors are welcome to join the OAC until January 5. New auditors can immediately begin participating in live classes and gain access to all content previously released.

Auditors are not graded or expected to complete writing assignments, but otherwise they receive the same educational experience as graded students. This includes the ability to participate in live class discussions and in the OAC’s online discussion forum, and to meet one-on-one with OAC faculty during their weekly office hours.

For details, visit bit.ly/auditOAC.



OAC faculty and students at their graduation ceremony, held at Objectivist Summer Conference (OCON) 2019

Objectivist Academic Center

51

GRADED STUDENTS IN THE 3-YEAR PROGRAM

50

AUDITORS IN THE 3-YEAR PROGRAM (VS. 28 LAST YEAR)

107

TOTAL PARTICIPANTS IN OAC, INCLUDING ADVISING AND ADVANCED EDUCATIONAL PROGRAMS

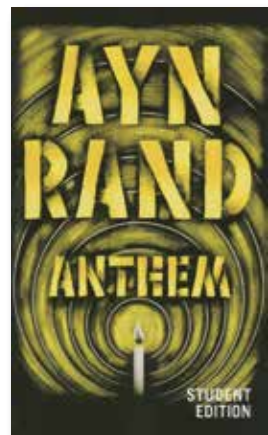
Free Books Recipient Victoria Guerrero Describe's *Anthem's* Influence



Philosopher Andrew Bernstein introduces Victoria Guerrero and her former teacher Robert Schimenz, at the 11th Annual Ayn Rand Institute Gala

On September 25, the 11th Annual Ayn Rand Institute Gala in New York City welcomed an inspiring guest speaker. Victoria Guerrero is the former student of Robert Schimenz, an English teacher and participant in ARI's Free Books to Teachers program. Guerrero studied Ayn Rand's *Anthem* in Schimenz's class, and

she credits the novella with making a lifelong impression on her and with encouraging her in her choice of a career. Victoria's prepared remarks are reprinted here. A video of the speech is available at youtu.be/Yq5RJGTU2cw.



“ I would like to start by saying thank-you to Tal and to the board of directors of the Ayn Rand Institute for allowing me to speak on behalf of millions of students; it is a true honor to be here. I'd also like to thank each and every guest for attending this evening's celebration of Ayn Rand's philosophy.

I was introduced to Ayn Rand in my senior year of high school by my English teacher, Mr. Robert Schimenz. Little did I know that what seemed like a simple reading assignment would lead to an epiphany.

Reading *Anthem* made me realize how obedient I was becoming in this society that was ultimately destroying my greatest virtue, my independent and rational mind.

I, like Equality 7-2521, was born with an inquisitive mind and that was almost taken from me. In grade school, I was trained to sit quietly and pay attention until everyone else had caught up. I was told not to ask too many questions or make statements that were incomprehensible to my fellow classmates—I was protecting the value of man's ego.



I still clearly remember the first time I opened the book and read: 'It is a sin to write this. It is a sin to think words no others think and to put them down upon a paper no others are to see.' I was instantly intrigued and quickly flipped through the pages where I discovered the repetitive use of the words 'we' and 'our' where 'I' and "mine" should've been placed. I was struck by Rand's ability to capture this dystopian collective society with the corruption of language.

In class, we discussed this striking feature and how the destruction of singular pronouns emphasizes the power of language. I understood then that language was more than just words used to communicate but a device we use in grasping the world and our thoughts—and, when manipulated, can be used to control one's thoughts.

I will forever remember the joy I felt when Equality 7-2521 discovers the word 'I,' as in 'I am. I think. I will (95).' That is when I finally understood the importance of individualism. It's not the ability to play an assigned role in a collective society but the ability to be concerned with one's own interest; to pursue your own happiness as the highest moral aim; to trade value for value, not sacrifice yourself for a collective goal. It is having an independent, rational, and inquisitive mind.

“ Little did I know that what seemed like a simple reading assignment would lead to an epiphany. ”

This central theme of individualism, which is celebrated throughout *Anthem*, is what truly changed me and has left a lifelong impression on me. It rekindled the burning desire I had for knowledge. It reshaped me into the independent, rational thinker, and lifelong learner that I was meant to be.

Rand's work encouraged me to pursue a career in advertising and marketing communication with a minor in American politics. I analyze exchange of value and the power language has on an individual in both the business sector and in American politics—and for that I am forever thankful. I would not be the person I am today without Ayn Rand's philosophy, the Ayn Rand Institute, and of course, my former teacher and mentor, Mr. Robert Schimenz.

Thank you. ”

“ I would not be the person I am today without Ayn Rand's philosophy, the Ayn Rand Institute, and of course, my former teacher and mentor, Mr. Robert Schimenz. ”



THE 2020 VISION

How ARI Will Advance Your Values in the Year Ahead

In the preceding pages, you have read about our work and our results in 2019, as well as our plans and expectations for the future.

You have read about the ways ARI is working to become a better launching pad for those willing and capable of achieving a deep understanding of Objectivism and advancing its influence in the world.

So, what is the best way to leverage what we have learned and improve upon what we have built, to bring more new people to Ayn Rand's ideas? Attempting to

make Objectivism more of a cultural force has meant looking closely at today's marketplace of ideas and at the technologies that distribute them. In the last two years, we have significantly improved our ability to use marketing tools to generate and then satisfy demand for education in Objectivism. We have solved the logistical challenges—the *how*—of dramatically increasing our output of quality content, its viewership, and the number of subscribers who will receive future content as it is released. As we developed our plans for 2020, we refined our answers to two related questions: *who* are our ideal target audiences? And *what* content and program offerings require a special focus in 2020?

WHO ARE WE TARGETING?

ARI will continue to target audiences it has always targeted—in particular, students and young adults. Yet technology now enables us to target more precisely, directing our resources to those most likely to be receptive. This year, we defined several vital attributes shared among the people we are most eager to reach.

We are primarily targeting the “valuer” mentality—the idealist who takes himself and his values seriously, and who acts on his ideas. This person may be above average intelligence—but more important, he *values* his intelligence. He finds excitement and pleasure in integration, clarity and precision. He wants things to “add up” and “make sense.” He is independent in his thinking, suspicious of conventional wisdom, and he values knowing what is true above other considerations. He finds confrontations with new ideas intriguing, not scary, and he welcomes challenges to his basic premises.

From this abstract characterization, we began to more narrowly define “personas,” or common profiles, that broadly fit within it. Examples of the personas we developed include “The Philosopher,” “The Moralist,” “The Engineer-Entrepreneur” and “The Businessman.”

These personas differ in their values and their initial motivations for exploring Objectivism. Those differences have significance for the ways in which ARI advertises. By creating a greater fit between audiences and messages, we can increase the effectiveness of the advertising while decreasing its costs.

“By creating a greater fit between audiences and messages, we can increase the effectiveness of the advertising while decreasing its costs.”

WHAT ARE WE OFFERING?

Ayn Rand Novels. Whether as a first encounter or for a deep understanding of Objectivism, Ayn Rand's novels are indispensable. ARI will continue to prioritize promoting the novels. Teacher demand for the Free Books to Teachers program now far exceeds our ability to fulfill. With increased donor support, we can increase the number of young people reading Rand novels by hundreds of thousands each year.

Introductory Content. In 2019, we promoted a considerable volume of new content about Objectivism—content that is introductory yet deep, cognizant of the context of a newcomer, does not presume prior knowledge of Objectivism, and that supports a gradual learning path. Yet our catalog of quality intermediate and advanced content remains much greater than that of our introductory content. In 2020, we will continue to develop content that attracts new audiences and draws them into an interest in Objectivism—such as ARI's weekly webinar series, *Philosophy for Living on Earth*. With your support, ARI will produce and distribute more video series with influential interviewers such as Dave Rubin and Gloria Álvarez. Resources permitting, we will also expand upon the soon-to-be-released series *This Is Ayn Rand Speaking*.

Live Event Experiences. According to feedback ARI receives after each conference, in-person events are consistently the most meaningful and inspiring experiences new students of Objectivism have—second only to reading Ayn Rand. Quality talks and panels, face-to-face interaction with Objectivist intellectuals,

and the opportunity to forge relationships with like-minded attendees make any conference an impactful experience. In 2020, we will build on the success of 2019's weekend AynRandCons and extend our live event experience to cities across the U.S. with one-day regional AynRandCons. If you are interested in bringing an AynRandCon to your region, or in helping ARI to make already planned AynRandCons successful, consider targeting donations to this purpose.

“In-person events are consistently the most meaningful and inspiring experiences new students of Objectivism have—second only to reading Ayn Rand.”

Community Support. The power of social networks to transmit philosophical ideas has yet to be taken advantage of fully by ARI. According to polls we have taken, most people first encounter Objectivism by word of mouth. It is instructive to note that only about 50 percent of attendees of 2019's AynRandCon-Europe had read Ayn Rand, and that half of the attendees came on the recommendation of a trusted friend. To spread Objectivism at an accelerated pace, ARI will explore new ways to foster a more attractive Objectivist community—one to which friends can bring unfamiliar friends for a meaningful first encounter with Ayn Rand.

SUPPORT THESE EFFORTS

To all of ARI's plans, donor support is key. Without you, Objectivism is an original system of true and potentially transformative ideas, awaiting full manifestation in the future. With you, we can fight for it today.

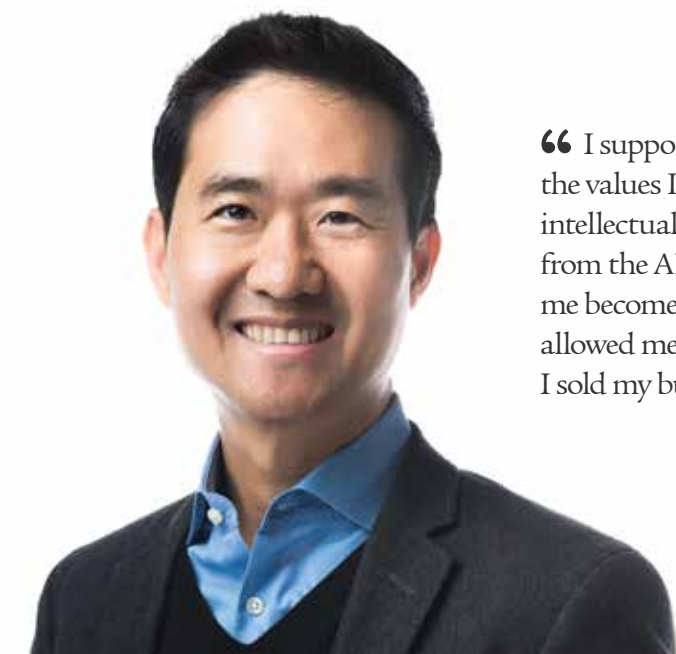
There are many ways for someone committed to Ayn Rand's ideas to join the battle—by starting a club, writing a letter to the editor, hosting a podcast, or creating a lecture series. But investing in ARI is a high-leverage way to do all of the above and more. By continuing to support the Institute, you accelerate our progress toward a second Renaissance.

WHY I INVEST IN ARI



“ I think ARI’s investment in intellectuals—through the OAC, the Anthem Foundation and other programs such as the Intellectuals Network—is really a key part of ARI’s portfolio that I support and that I think should be expanded. I think concentrating on the top-tier intellectuals, allowing them to thrive, to publish and be part of the public discourse on so many issues in which Ayn Rand has an important voice, needs to be supported. ”

—DR. AMESH ADALJA



“ I support ARI primarily from the standpoint of justice—because of all of the values I derived from Ayn Rand’s ideas and from the work of subsequent intellectuals like Dr. Leonard Peikoff and Dr. Harry Binswanger, whose content from the ARI eStore I downloaded and consumed. Those materials have helped me become much more clear-headed in evaluating myself and other people, and allowed me to take actions (or not take actions) for the benefit of my life. So, after I sold my business, I decided, as an act of justice, that I wanted to pay back.

This, for me, is a valid use of the term ‘pay back’—to give back to those from whom I benefited, to give back to Ayn Rand. Unfortunately, she’s not around, but her legacy is. So, it made sense for me to support her legacy—again, from the standpoint of justice. ”

—BINH DANG



“ I think ARI’s outreach to young people is what personally interests me. I’ve done a lot of speaking on university campuses over the years, trying to reach young people, because young people are more interested in ideas. When people get older, they tend to have already decided, and it’s harder to get them interested. I think ARI’s outreach to young people is very important, because the ideas that are prevalent in our universities today are very scary to me. There are strong movements against things that are fundamental to a free society, like freedom of speech, and I don’t think anybody can defend these principles better than Ayn Rand. ”

—JOHN ALLISON

“ I believe life, liberty, and the pursuit of happiness is the most important thing for our country to stand for. I think America’s success in leading the world—and I think we are leaders despite the myriad issues—is important. I want to keep supporting this philosophy and ARI, because the freedom it advocates truly leads to improving all of our lives—the great technological innovations, from science to application in business.

I think Tal has done an amazing job of marketing this in a more business-like way, with measurable outcomes, and figuring out, How do we get to the most people, with the most penetration, and the most improvement?

I think the other big thing ARI is doing is to go to college campuses and try to establish a foothold for this philosophy—to make sure it’s an option on campuses. ”

—DR. MICHAEL KAUFFMAN



“ One word comes to mind: benevolence. I have seen over the years an enormous outreach to people who don’t share our ideas, who are shackled by altruism, by selflessness. There is an alternative. When I hear talk about reaching students, having student conferences, I think that’s phenomenal. I think reaching out globally is phenomenal, because you never know where the next Dr. Peikoff or Yaron Brook will come from. ARI has been my lifeline. If I didn’t have ARI in my life, and all I saw as morality were churches and temples, which I dismissed as a really young kid, I mean, what is there? I would have to create my own mongrel morality, which would probably be tortured by altruism. ”

—DR. ELLEN KENNER

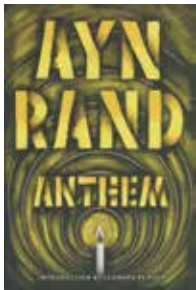


“ I am interested in seeing the world made a better place. Why wouldn’t I want to live in a better world? My view is that the more Objectivism influences the culture, the more rational, cheerful, full of art, and full of great people doing wonderful things it will be—and I’d like to help move that forward. My choice is either to go and become an intellectual myself, or to support those who have made that as their career. ”

—ANDREW LAYMAN

WAYS YOU CAN SUPPORT OUR MISSION

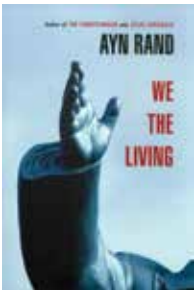
BECOME A MEMBER



ANTHEM \$10 / Monthly

Member Annual Impact

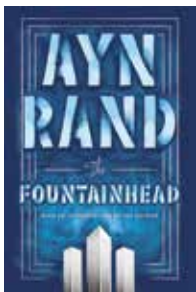
- 2 OAC Student Class Materials, or
- 24 Books for Teachers



WE THE LIVING \$50 / Monthly

Member Annual Impact

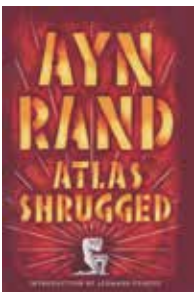
- 10 OAC Student Class Materials, or
- 1 Student Scholarship for Ayn Rand Conference, or
- 120 Books for Teachers



THE FOUNTAINHEAD \$100 / Monthly

Member Annual Impact

- 1 OAC Student Scholarship for OCON, or
- 2 Student Scholarships for Ayn Rand Student Conference, or
- 240 Books for Teachers



ATLAS SHRUGGED \$250 / Monthly

Member Annual Impact

- Semester OAC Student Tuition, or
- 5 Student Scholarships for Ayn Rand Student Conference, or
- 600 Books for Teachers

Learn more and sign up at aynrand.org/membership.

OTHER WAYS TO DONATE:

\$ AmazonSmile \$ Atlantis Legacy Planned Giving \$ Bitcoin \$ Cash \$ Charitable IRA Rollover
\$ Company Matching \$ Non-Cash Gifts \$ Referrals \$ Stocks/Securities

Learn more and contribute at aynrand.org/donate.

Anyone who fights for the future, lives in it today.
—Ayn Rand

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Harry Binswanger
Philosophy professor and associate
of the late Ayn Rand



Onkar Ghat
Chief Philosophy Officer and
Senior Fellow at ARI. He is the
Institute's resident expert on
Objectivism.



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University of Texas at Austin



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Tom Bowden, Research Fellow

Colin Campbell, Video Production Specialist

Kathy Cross, Senior Legacy Giving Manager

Marilee Dahl, Director of Student Outreach

Adam Edmonson, Director of Marketing

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Tal Tsfany, President and Chief
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Alex Wigger, Content Production Coordinator

Jenniffer Woodson, Archivist

THE AYN RAND INSTITUTE: THE CENTER FOR THE ADVANCEMENT OF OBJECTIVISM

FISCAL YEAR 2019 FINANCIAL STATEMENTS (OCTOBER 1, 2018—SEPTEMBER 30, 2019)*

(IN THOUSANDS)

STATEMENT OF FINANCIAL POSITION

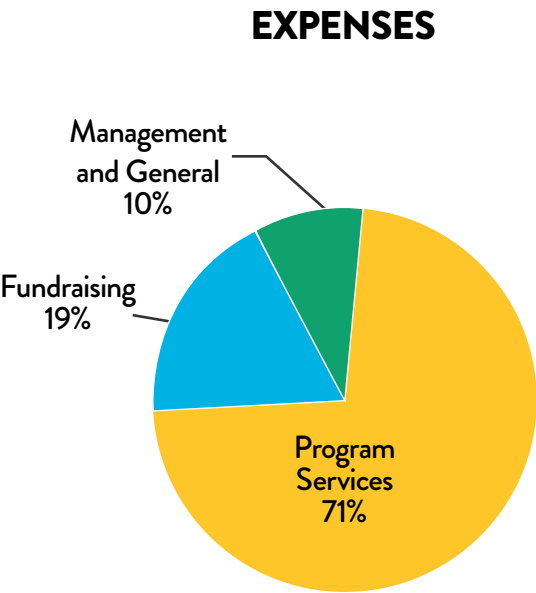
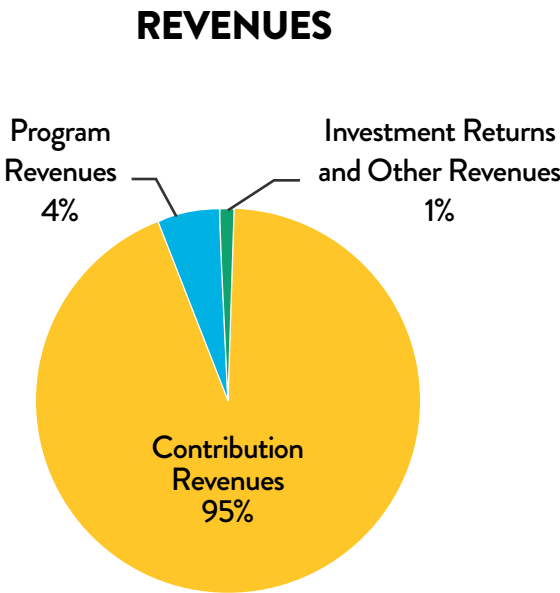
As of September 30, 2019

STATEMENT OF ACTIVITIES

Year Ended September 30, 2019

| | |
|-----------------------------------|--------------|
| ASSETS | |
| Current Assets | \$ 2,182 |
| Long-Term Assets | <u>4,889</u> |
| TOTAL ASSETS | \$ 7,071 |
| LIABILITIES AND NET ASSETS | |
| Current Liabilities | \$ 2,470 |
| Long-Term Liabilities | <u>2,161</u> |
| Net Assets | <u>2,440</u> |
| TOTAL LIABILITIES AND NET ASSETS | \$ 7,071 |

| | |
|---------------------------------------|------------|
| REVENUES | |
| Contributions | \$ 7,070 |
| Program revenues | 538 |
| Investment returns and other revenues | <u>5</u> |
| TOTAL REVENUES | \$ 7,613 |
| EXPENSES | |
| Educational programs | \$ 2,540 |
| Outreach | 2,526 |
| Other | <u>902</u> |
| Total Program Services | 5,968 |
| Fundraising | 1,621 |
| Management and general | <u>775</u> |
| TOTAL EXPENSES | \$ 8,364 |
| Change in Net Assets | \$ (751) |



* The financial statements reflected represent preliminary figures only. Full statements will be available in 2020 at aynrand.org/donate.



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