

AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE

CONSOLIDATED FINANCIAL REPORT

September 30, 2018

AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE

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Independent Auditors' Report

To the Board of Directors of
American Academy of Audiology and Affiliate
Reston, Virginia

We have audited the accompanying consolidated financial statements of American Academy of Audiology and Affiliate (the Organization), which comprise the consolidated statement of financial position as of September 30, 2018, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Academy of Audiology and Affiliate as of September 30, 2018, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Organization's 2017 financial statements, and our report dated March 27, 2018, expressed an unmodified audit opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

A handwritten signature in black ink that reads "Dembo Jones, P.C." with a period at the end.

*Rockville, Maryland
February 21, 2019*

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
September 30, 2018 (with Comparative Totals for 2017)**

| | 2018 | | | 2017 Totals |
|--|---------------------|-----------------------------------|---------------------|---------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> | |
| Assets | | | | |
| Cash and cash equivalents | \$ 1,674,971 | \$ 197,413 | \$ 1,872,384 | \$ 885,976 |
| Accounts receivable, net | 69,137 | 25,000 | 94,137 | 38,038 |
| Prepaid expenses | 127,146 | - | 127,146 | 148,877 |
| Pledges receivable | - | 5,500 | 5,500 | 11,000 |
| Investments | 6,817,172 | 297,550 | 7,114,722 | 6,663,664 |
| Property and equipment, net | 316,711 | - | 316,711 | 379,312 |
| Security deposit | <u>62,793</u> | <u>-</u> | <u>62,793</u> | <u>62,793</u> |
| Total assets | <u>\$ 9,067,930</u> | <u>\$ 525,463</u> | <u>\$ 9,593,393</u> | <u>\$ 8,189,660</u> |
| Liabilities and Net Assets | | | | |
| Accounts payable and accrued expenses | \$ 392,932 | \$ 5,058 | \$ 397,990 | \$ 262,623 |
| Deferred revenue | 1,623,292 | - | 1,623,292 | 1,479,503 |
| Deferred lease incentive and deferred rent | <u>426,817</u> | <u>-</u> | <u>426,817</u> | <u>497,690</u> |
| Total liabilities | <u>2,443,041</u> | <u>5,058</u> | <u>2,448,099</u> | <u>2,239,816</u> |
| Net Assets | | | | |
| Unrestricted: | | | | |
| Undesignated | 6,578,971 | - | 6,578,971 | 5,339,022 |
| Board designated | <u>45,918</u> | <u>-</u> | <u>45,918</u> | <u>62,500</u> |
| Total unrestricted | 6,624,889 | - | 6,624,889 | 5,401,522 |
| Temporarily restricted | <u>-</u> | <u>520,405</u> | <u>520,405</u> | <u>548,322</u> |
| Total net assets | <u>6,624,889</u> | <u>520,405</u> | <u>7,145,294</u> | <u>5,949,844</u> |
| Total liabilities and net assets | <u>\$ 9,067,930</u> | <u>\$ 525,463</u> | <u>\$ 9,593,393</u> | <u>\$ 8,189,660</u> |

The accompanying notes are an integral part of these consolidated financial statements.

AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
CONSOLIDATED STATEMENTS OF ACTIVITIES
Year Ended September 30, 2018 (with Comparative Totals for 2017)

| | 2018 | | | 2017 Totals |
|--|---------------------|---------------------------|---------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Total | |
| Revenue and Support | | | | |
| Membership | \$ 2,804,112 | \$ - | \$ 2,804,112 | \$ 2,905,224 |
| AAA (formerly AudiologyNow!) | 2,756,124 | - | 2,756,124 | 2,355,822 |
| Communications | 888,884 | - | 888,884 | 948,311 |
| Investment return | 449,302 | 8,308 | 457,610 | 534,275 |
| Continuing education | 413,616 | - | 413,616 | 371,032 |
| Contributions | 41,894 | 98,978 | 140,872 | 214,855 |
| Board certification - ABA | 82,161 | - | 82,161 | 297,886 |
| Special events | 25,535 | 8,742 | 34,277 | 41,153 |
| Other income | 200 | - | 200 | 145 |
| Net assets released from restrictions | 143,945 | (143,945) | - | - |
| Total revenue and support | <u>7,605,773</u> | <u>(27,917)</u> | <u>7,577,856</u> | <u>7,668,703</u> |
| Expenses | | | | |
| Program Activities | | | | |
| AAA (formerly AudiologyNow!) | 1,732,699 | - | 1,732,699 | 1,910,213 |
| Communications | 1,361,681 | - | 1,361,681 | 1,272,289 |
| Advocacy | 617,542 | - | 617,542 | 584,393 |
| Continuing education | 292,591 | - | 292,591 | 361,210 |
| Membership | 867,562 | - | 867,562 | 822,453 |
| Board certification - ABA | 368,626 | - | 368,626 | 380,824 |
| American Academy of Audiology Foundation | 168,731 | - | 168,731 | 190,393 |
| ACAE | 169,757 | - | 169,757 | 343,269 |
| Total program services | <u>5,579,189</u> | <u>-</u> | <u>5,579,189</u> | <u>5,865,044</u> |
| Supporting services | | | | |
| Administrative expenses | 691,514 | - | 691,514 | 684,604 |
| Cost of benefits provided to donors | 9,439 | - | 9,439 | 4,664 |
| Fundraising | 102,264 | - | 102,264 | 94,765 |
| Total supporting services | <u>803,217</u> | <u>-</u> | <u>803,217</u> | <u>784,033</u> |
| Total expenses | <u>6,382,406</u> | <u>-</u> | <u>6,382,406</u> | <u>6,649,077</u> |
| Change in net assets | <u>1,223,367</u> | <u>(27,917)</u> | <u>1,195,450</u> | <u>1,019,626</u> |
| Net assets, beginning of year | <u>5,401,522</u> | <u>548,322</u> | <u>5,949,844</u> | <u>4,930,218</u> |
| Net assets, end of year | <u>\$ 6,624,889</u> | <u>\$ 520,405</u> | <u>\$ 7,145,294</u> | <u>\$ 5,949,844</u> |

The accompanying notes are an integral part of these consolidated financial statements.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
CONSOLIDATED STATEMENTS OF CASH FLOWS
Year Ended September 30, 2018 (with Comparative Totals for 2017)**

| | 2018 | 2017 |
|---|--------------|--------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 1,195,450 | \$ 1,019,626 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation and amortization expense | 76,994 | 96,376 |
| Net realized and unrealized gains on investments | (321,470) | (428,553) |
| (Increase) decrease in assets: | | |
| Accounts receivable | (56,099) | 16,504 |
| Prepaid expenses | 21,731 | 32,766 |
| Pledges receivable | 5,500 | 5,500 |
| Increase (decrease) in liabilities: | | |
| Accounts payable and accrued expenses | 135,367 | (75,776) |
| Deferred revenue | 143,789 | (87,788) |
| Deferred lease incentive | (70,873) | (61,893) |
| Net cash provided by operating activities | 1,130,389 | 516,762 |
| Cash flows from investing activities: | | |
| Payment for purchase of fixed assets | (14,393) | - |
| Purchases of investments | (6,906,141) | (905,535) |
| Proceeds from sales of investments | 6,776,553 | 214,000 |
| Net cash used in investing activities | (143,981) | (691,535) |
| Net increase (decrease) in cash and cash equivalents | 986,408 | (174,773) |
| Cash and cash equivalents, beginning of year | 885,976 | 1,060,749 |
| Cash and cash equivalents, end of year | \$ 1,872,384 | \$ 885,976 |

The accompanying notes are an integral part of these consolidated financial statements.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 1. Nature of Operations

The American Academy of Audiology, Inc. (the Academy) is a national not-for-profit professional organization made up of individuals dedicated to providing quality hearing care to the public. The Academy promotes quality hearing and balance care by advancing the profession of audiology through leadership, advocacy, education, public awareness, and support of research. Established in 1988, the Academy is incorporated under the laws of Delaware and has its headquarters in Reston, Virginia.

The American Academy of Audiology Foundation (the Foundation), founded in 1990, is a charitable not-for-profit organized to raise funds and support programs of excellence in education, promising research and public awareness in audiology and hearing science. The Foundation is incorporated under the laws of Tennessee and is headquartered with the Academy.

The American Academy of Audiology Political Action Committee (AAA-PAC) is a political organization controlled by the Academy that supports policy goals important to audiologists and the practice of audiology through the support of candidates for elective office. AAA-PAC is exempt from the payment of income taxes on its exempt function income under Section 527(a) of the Internal Revenue Code (IRC).

The American Board of Audiology (ABA), formed in 1998, functions as a credentialing body within the legal corporate structure of the Academy in a self-directed manner with respect to credentialing decisions. ABA has unique certification policies, procedures, and operational decisions developed by ABA's Board of Governors dedicated to enhancing audiologic services to the public by promulgating universally recognized standards in professional practice. ABA encourages audiologists to exceed these prescribed standards, thereby promoting a high level of professional development and ethical practice.

Note 2. Summary of Significant Accounting Policies

Principles of Consolidation

The Academy has a controlling financial interest in the Foundation. The AAA-PAC is reported as a temporarily restricted fund within the Academy. Accordingly, the accompanying consolidated financial statements include the accounts of the Academy and the Foundation, which are referred to collectively as "the Organization" throughout the accompanying footnotes. All significant inter-entity balances and transactions have been eliminated in the consolidated financial statements.

Comparative Financial Information

The consolidated financial statements include certain prior year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Academy's consolidated financial statements for the year ended September 30, 2017, from which the summarized information was derived.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 2. Summary of Significant Accounting Policies (continued)

Basis of Accounting and Presentation

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the Organization's net assets and changes therein are classified and reported as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations and are available for support of the Organization's general operations.

Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. See Note 9 for a description of temporarily restricted net assets.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that may be maintained permanently by the Organization. The Organization had no permanently restricted net assets at September 30, 2018 and 2017.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Organization considers all highly liquid investments, which can be converted into known amounts of cash and have an original maturity period of 90 days or less, to be cash equivalents.

Accounts Receivable

Accounts receivable primarily consists of amounts due for advertising and continuing education. Management determines the allowance for doubtful accounts by identifying delinquent accounts and by using historical experience applied to an aging of accounts. The provision for doubtful accounts, based on management's evaluation of the collectability of receivables, was \$ 5,070 and \$ 5,475 at September 30, 2018 and 2017, respectively.

AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017

Note 2. Summary of Significant Accounting Policies (continued)

Pledges Receivable

Pledges receivable represent unconditional amounts committed to the Foundation and are recognized as contribution revenue in the period promised or received. Management determines the allowance for doubtful pledges through analysis of specific pledges made, including such factors as prior collection history, type of contribution, and nature of fundraising activity. Based on management's review, the Organization believes that all pledges receivable at September 30, 2018 and 2017 are collectible, and no provision for doubtful accounts has been made.

Investments

Investments are stated at fair value. Interest and dividend income is accounted for on the accrual basis. Realized and unrealized gains and losses are included in the change in net assets in the accompanying consolidated statement of activities. Money market funds are carried at cost, which approximates fair value.

Property and Equipment

Property and equipment acquisitions totaling \$ 2,500 or more with a projected useful life exceeding one year are capitalized and recorded at cost. Minor repair and maintenance costs are expensed as incurred. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the related assets, which range from three to seven years. Leasehold improvements are stated at cost and are amortized using the straight-line method over the shorter of their estimated useful lives or the lease term. Depreciation and amortization expense totaled and \$ 76,994 and \$ 96,376 for the years ended September 30, 2018 and 2017, respectively.

Deferred Rent

The Organization recognizes the minimum non-contingent rents required under operating leases as rent expense on a straight-line basis over the life of the lease, with differences between amounts recognized as expense and the amounts actually paid recorded as deferred rent and included in accrued expenses on the accompanying consolidated statement of financial position.

Revenue Recognition

Membership dues are recognized ratably over the applicable dues period, which is on a calendar year basis. Membership dues received that are applicable to future periods are included in deferred revenue in the accompanying consolidated statement of financial position. At September 30, 2018 and 2017, deferred revenue related to membership dues totaled \$ 711,642 and \$ 858,310, respectively.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

AAA (formerly AudiologyNOW!) revenue includes registrations and exhibitor fees and is recognized as revenue in the year in which the event takes place. Amounts received in advance are reflected as deferred revenue in the accompanying consolidated statement of financial position. Deferred revenue related to AAA totaled \$ 560,844 and \$ 540,360 at September 30, 2018 and 2017, respectively.

In 2018, ABA revised their board certification model resulting in \$ 227,008 in deferred Board certification revenue at September 30, 2018, that will be applied for future certification. Board certification revenue is recognized upon receipt of payment and notification of recertification.

Other deferred revenue consists of fees collected in advance for continuing education and communications projects. At September 30, 2018 and 2017, other deferred revenue totaled \$ 123,798 and \$ 80,833, respectively.

Contributions are recorded as revenue when received or promised. The Organization reports gifts of cash and other assets as temporarily restricted support if they are received or promised with donor stipulations that limit the use of the donated assets to one of the Organization's programs or to a future year. When a donor restriction expires, that is, when a purpose restriction is accomplished or time restriction has elapsed, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. Contributions and gains and losses on investments are reported as unrestricted net assets if the restrictions are met in the same year received.

Communications revenue consists of subscriptions, advertising royalties, and product sales related to the Academy's publications. Revenue is recognized when the publications are issued.

Revenue from all other sources is recognized when earned.

Functional Allocation of Expenses

The costs of providing the Organization's programs and other activities have been summarized on a functional basis in the consolidated statement of activities. Accordingly, the Organization allocates salaries, benefits, and overhead expenses to the various program and supporting services based upon personnel used in each area.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 2. Summary of Significant Accounting Policies (continued)

Subsequent Events

In preparing these consolidated financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through February 21, 2019, the date the consolidated financial statements were available to be issued.

Note 3. Concentration of Credit Risk

The Organization maintains its cash accounts at institutions with balances that may exceed \$ 250,000, which is the amount insured by the Federal Deposit Insurance Corporation. The Organization has not experienced any losses in such accounts and monitors the creditworthiness of the financial institutions with which it conducts business. Management believes that the Organization is not exposed to any significant credit risk with respect to its cash balances.

Note 4. Pledges Receivable and Conditional Promises to Give

Pledges receivable are \$ 5,500 and \$ 11,000 at September 30, 2018 and 2017, respectively. At September 30, 2018 and 2017, pledges receivable are expected to be collected within one year.

As of September 30, 2018 and 2017, the Organization had conditional promises to give whose donor conditions had not been met as of year-end, and accordingly revenue has not been recognized, for the following purposes:

| | 2018 | 2017 |
|------------------------|-----------|-----------|
| Marion Downs Lecture | \$ 14,500 | \$ 29,000 |
| Student Research Forum | 15,000 | 20,000 |
| Total | \$ 29,500 | \$ 49,000 |

Note 5. Investments and Fair Value Measurements

Financial Accounting Standards Board (FASB) provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1) and the lowest priority to unobservable inputs (level 3). The three levels of the fair value hierarchy under FASB are described as follows:

Level 1

Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 5. Investments and Fair Value Measurements (continued)

Level 2

Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3

Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at September 30, 2018 and 2017.

Mutual Funds:

Valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-ended mutual funds and are registered with the U.S. Securities and Exchange Commission (SEC). These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

Exchange Traded Funds:

Valued at the last reported sales price at year-end as reported by the fund. Exchange traded funds held by the Organization are closed-ended funds and are registered with the SEC. The exchange traded funds held by the Organization are deemed to be actively traded.

Stocks:

Valued at the closing price reported on the active market on which the individual securities are traded.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 5. Investments and Fair Value Measurements (continued)

Certificates of Deposit:

Valued as similar assets with comparable interest rates, maturities, and investment grade.

Money Market Funds:

Valued at the daily closing price as reported by the fund. Money market funds held by the Organization are open-ended money market funds and are registered with the SEC. These funds are required to publish their daily net asset value (NAV). These funds generally transact at a \$ 1.00 stable NAV. However, on a daily basis the fund's NAV is calculated using the amortized cost (not market value) of the securities held in the fund.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets measured at fair value on a recurring basis as of September 30, 2018 and 2017:

Assets at Fair Value as of September 30, 2018

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------|---------------------|---------------------|----------------|---------------------|
| Mutual funds: | | | | |
| Equity | \$ 890,195 | \$ - | \$ - | \$ 890,195 |
| Fixed income | 1,758,444 | - | - | 1,758,444 |
| Exchange traded funds: | | | | |
| Equity | 1,782,708 | - | - | 1,782,708 |
| Stocks | 312,307 | - | - | 312,307 |
| Certificates of deposit | - | 1,540,059 | - | 1,540,059 |
| Money market funds | - | 831,009 | - | 831,009 |
| Total investments | <u>\$ 4,743,654</u> | <u>\$ 2,371,068</u> | <u>\$ -</u> | <u>\$ 7,114,722</u> |

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 5. Investments and Fair Value Measurements (continued)

Assets at Fair Value as of September 30, 2017

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------|---------------------|---------------------|----------------|---------------------|
| Mutual funds: | | | | |
| Equity | \$ 2,379,860 | \$ - | \$ - | \$ 2,379,860 |
| Moderate allocation | 23,978 | - | - | 23,978 |
| Fixed income | 1,339,992 | - | - | 1,339,992 |
| Exchange traded funds: | | | | |
| Equity | 402,147 | - | - | 402,147 |
| Fixed income | 492,809 | - | - | 492,809 |
| Certificates of deposit | - | 1,805,213 | - | 1,805,213 |
| Money market funds | - | 219,665 | - | 219,665 |
| Total investments | <u>\$ 4,638,786</u> | <u>\$ 2,024,878</u> | <u>\$ -</u> | <u>\$ 6,663,664</u> |

Investment return consists of the following for the years ended September 30, 2018 and 2017:

| | <u>2018</u> | <u>2017</u> |
|--|-------------------|-------------------|
| Interest and dividend income | \$ 136,140 | \$ 105,722 |
| Net realized and unrealized gains on investments | <u>321,470</u> | <u>428,553</u> |
| Total investment return | <u>\$ 457,610</u> | <u>\$ 534,275</u> |

Note 6. Property and Equipment

Property and equipment consists of the following at September 30, 2018 and 2017:

| | <u>2018</u> | <u>2017</u> |
|---|--------------------|--------------------|
| Office equipment and computer software | \$ 552,743 | \$ 547,988 |
| Furniture | 273,377 | 273,377 |
| Leasehold improvements | <u>691,841</u> | <u>691,841</u> |
| Total property and equipment | 1,517,961 | 1,513,206 |
| Less: accumulated depreciation and amortization | <u>(1,201,250)</u> | <u>(1,133,894)</u> |
| Property and equipment, net | <u>\$ 316,711</u> | <u>\$ 379,312</u> |

Note 7. Line of Credit

During the year, the Academy maintained a \$ 1,500,000 revolving line of credit with a financial institution. The line of credit bore interest equal to the 30-day LIBOR plus 2.75% and required monthly payments of interest. There was no outstanding balance for the line of credit as of September 30, 2018 and 2017. This line was closed during 2018.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 8. Board Designated Net Assets

Board designated net assets at September 30, 2018 and 2017 consist of \$ 45,918 and \$ 62,500, respectively, for scholarships.

During the year ended September 30, 2018, there were releases from board designated net assets to undesignated net assets of \$ 16,582.

During the year ended September 30, 2017, there were releases from board designated net assets to undesignated net assets of \$ 10,000.

Note 9. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at September 30, 2018 and 2017:

| | 2018 | 2017 |
|---|----------------|----------------|
| Education | \$ 15,229 | \$ 30,300 |
| Research | 25,008 | 19,919 |
| General public awareness | 21,027 | 25,160 |
| M. Downs' lecture | 16,599 | 13,644 |
| Academic scholarships | 39,857 | 38,735 |
| Student research forum | 2,285 | 1,280 |
| Student focused projects (SAA) | 24,260 | 43,003 |
| NAFDA SAA fund | 96,804 | 92,529 |
| Hearing loss/music industry | 43,523 | 43,523 |
| Member assistance program | 6,270 | 5,281 |
| AAA-PAC | 197,555 | 197,459 |
| ACAE | 25 | 1,205 |
| Tinnitus lecture | 8,610 | 9,967 |
| Future Leaders of Audiology | 23,353 | 26,317 |
| Total temporarily restricted net assets | \$ 520,405 | \$ 548,322 |

Note 10. Commitments and Contingencies

Office Space Lease

The Academy leases its headquarters office space in Reston, Virginia, under the terms of a non-cancelable operating lease that expires February 28, 2023. The Academy received several months' free rent as well as a tenant improvement allowance of \$ 623,448, all of which was utilized in the year ended September 30, 2013, as lease incentives under the new lease. These amounts are recorded as deferred lease incentives on the consolidated statement of financial position, and are being amortized against rental expense over the life of the lease.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 10. Commitments and Contingencies (continued)

Office Space Lease (continued)

The unamortized portion resulting from the difference between the amounts paid and expensed is reflected as a deferred lease incentive on the accompanying consolidated statement of financial position. The lease also requires payment of the Academy's proportionate share of the building's operating expenses and real estate taxes in addition to the minimum rental payments.

Future minimum payments under the agreement are as follows for the years ending September 30:

| | | |
|-------------------------------|--|---------------------|
| 2019 | | \$ 342,731 |
| 2020 | | 352,199 |
| 2021 | | 361,880 |
| 2022 | | 371,850 |
| 2023 | | <u>158,682</u> |
| Future minimum lease payments | | <u>\$ 1,587,342</u> |

Office rent expense, net of lease incentive and deferred rent of \$ 70,784 and \$ 61,894, for the years ended September 30, 2018 and 2017, respectively, was \$ 284,961 and \$ 268,295.

Hotel and Conference Facilities Contracts

The Academy is committed under agreements for hotel space and conference facilities through the year 2027. The total commitment under the agreements is not determinable as it depends upon attendance and other unknown factors. In the event that these conferences are canceled before the event occurs, the Academy may be liable for certain amounts, depending on when cancellation occurs. Management believes no material liability is likely on other contracts.

Note 11. Retirement Plan

The Organization has a defined contribution retirement savings plan that covers all employees who meet certain eligibility requirements. The Organization makes a fully vested safe harbor contribution of 5% of each eligible employee's salary, regardless of employee contributions. In addition, the Organization may elect to make a discretionary contribution that is determined annually. The Organization contributed \$ 109,233 and \$ 107,599 to the retirement plan for the years ended September 30, 2018 and 2017, respectively.

Note 12. Affiliated Organization

The Academy provides support to the Accreditation Commission for Audiology Education (ACAE), an affiliated organization. For the years ended September 30, 2018 and 2017, the Academy provided \$ 169,757 and \$ 343,269 in contributions and other support to ACAE to support its mission, respectively.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2018 and 2017**

Note 13. Income Taxes

The Academy is exempt from federal income taxes under the provisions of Section 501(c)(6) of the Internal Revenue Code and has been classified as an organization that is not a private foundation. Income from unrelated business activities is subject to tax on unrelated business income. The Academy generates unrelated business income from advertisers in its publication and website.

The Foundation is exempt from federal income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code. However, entities that are classified under this section of the Code are taxed on “unrelated business income” as defined by IRS regulations. There was no unrelated business income for the years ended September 30, 2018 and 2017, respectively.

Accounting principles generally accepted in the United States of America require the Organization to evaluate tax positions taken and recognize a tax liability if it is more likely than not that uncertain tax positions taken would not be sustained upon examination by taxing authorities. The Organization has analyzed tax positions taken and has concluded that, as of September 30, 2018 and 2017, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability or disclosure in the consolidated financial statements. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Organization’s federal and state income tax returns are subject to examination by the Internal Revenue Service and state tax authorities, generally for a period of three years after the returns are filed.

Note 14. Employment Agreement

The Academy has an employment agreement with the Executive Director. If the Executive Director is terminated for any reason other than cause, as defined in the agreement, the Academy must continue to pay salary and all benefits for a period of time as described in the contract.

Note 15. Risks and Uncertainties

The Organization invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, credit and overall market volatility risks. Due to the level of risk associated with certain securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the Organization's account balances and amounts reported in the consolidated statement of financial position.

Independent Auditors' Report on Supplementary Information

To the Board of Directors of
American Academy of Audiology and Affiliate
Bethesda, Maryland

We have audited the consolidated financial statements of American Academy of Audiology and Affiliate as of and for the year ended September 30, 2018, and our report thereon dated February 21, 2019, which expressed an unmodified opinion on those financial statements, appears on pages 1 and 2. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on pages 18 and 19 is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, change in net assets, and cash flows of the individual organizations and it is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.



*Rockville, Maryland
February 21, 2019*

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
September 30, 2018**

| | <u>Academy</u> | | <u>Foundation</u> | | <u>Eliminations</u> | | <u>Total</u> | |
|--|---------------------|-----------------------------------|---------------------|-----------------------------------|---------------------|-----------------------------------|---------------------|-----------------------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Unrestricted</u> | <u>Temporarily Restricted</u> |
| | | | | | | | | |
| Assets | | | | | | | | |
| Cash and cash equivalents | \$ 1,650,967 | \$ 197,413 | \$ 24,004 | \$ - | \$ - | \$ - | \$ 1,674,971 | \$ 197,413 |
| Accounts receivable, net | 83,897 | 142 | - | 25,000 | (14,760) | (142) | 69,137 | 25,000 |
| Pledges receivable | - | - | - | 5,500 | - | - | - | 5,500 |
| Prepaid expenses | 127,146 | - | - | - | - | - | 127,146 | - |
| Investments | 6,353,144 | - | 464,028 | 297,550 | - | - | 6,817,172 | 297,550 |
| Property and equipment, net | 316,711 | - | - | - | - | - | 316,711 | - |
| Security deposit | <u>62,793</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>62,793</u> | <u>-</u> |
| Total assets | <u>\$ 8,594,658</u> | <u>\$ 197,555</u> | <u>\$ 488,032</u> | <u>\$ 328,050</u> | <u>\$ (14,760)</u> | <u>\$ (142)</u> | <u>\$ 9,067,930</u> | <u>\$ 525,463</u> |
| Liabilities and Net Assets | | | | | | | | |
| Liabilities | | | | | | | | |
| Accounts payable and accrued expenses | \$ 392,790 | \$ - | \$ 14,902 | \$ 5,200 | \$ (14,760) | \$ (142) | \$ 392,932 | \$ 5,058 |
| Deferred revenue | 1,623,292 | - | - | - | - | - | 1,623,292 | - |
| Deferred lease incentive and deferred rent | <u>426,817</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>426,817</u> | <u>-</u> |
| Total liabilities | <u>2,442,899</u> | <u>-</u> | <u>14,902</u> | <u>5,200</u> | <u>(14,760)</u> | <u>(142)</u> | <u>2,443,041</u> | <u>5,058</u> |
| Net Assets | | | | | | | | |
| Unrestricted: | | | | | | | | |
| Undesignated | 6,151,759 | - | 427,212 | - | - | - | 6,578,971 | - |
| Board-designated | <u>-</u> | <u>-</u> | <u>45,918</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>45,918</u> | <u>-</u> |
| Total unrestricted | 6,151,759 | - | 473,130 | - | - | - | 6,624,889 | - |
| Temporarily restricted | <u>-</u> | <u>197,555</u> | <u>-</u> | <u>322,850</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>520,405</u> |
| Total net assets | <u>6,151,759</u> | <u>197,555</u> | <u>473,130</u> | <u>322,850</u> | <u>-</u> | <u>-</u> | <u>6,624,889</u> | <u>520,405</u> |
| Total liabilities and net assets | <u>\$ 8,594,658</u> | <u>\$ 197,555</u> | <u>\$ 488,032</u> | <u>\$ 328,050</u> | <u>\$ (14,760)</u> | <u>\$ (142)</u> | <u>\$ 9,067,930</u> | <u>\$ 525,463</u> |

See independent auditors' report on supplementary information.

**AMERICAN ACADEMY OF AUDIOLOGY AND AFFILIATE
CONSOLIDATING STATEMENT OF ACTIVITIES
Year Ended September 30, 2018**

| | Academy | | Foundation | | Eliminations | | Total | |
|---|--------------|---------------------------|--------------|---------------------------|--------------|---------------------------|--------------|---------------------------|
| | Unrestricted | Temporarily Restricted | Unrestricted | Temporarily Restricted | Unrestricted | Temporarily Restricted | Unrestricted | Temporarily Restricted |
| Revenue and Support | | | | | | | | |
| Membership | \$ 2,831,090 | \$ - | \$ - | \$ - | \$ (26,978) | \$ - | \$ 2,804,112 | \$ - |
| AAA (formerly AudiologyNow!) | 2,763,975 | - | - | - | (7,851) | - | 2,756,124 | - |
| Communications | 888,884 | - | - | - | - | - | 888,884 | - |
| Investment return | 401,860 | - | 47,442 | 8,308 | - | - | 449,302 | 8,308 |
| Continuing education | 416,204 | - | - | - | (2,588) | - | 413,616 | - |
| Contributions | - | 23,096 | 252,866 | 75,882 | (210,972) | - | 41,894 | 98,978 |
| Board certification - ABA | 86,661 | - | - | - | (4,500) | - | 82,161 | - |
| Special events | - | - | 25,535 | 8,742 | - | - | 25,535 | 8,742 |
| Other income | 16,451 | - | - | - | (16,251) | - | 200 | - |
| Net assets released from restrictions | 23,000 | (23,000) | 120,945 | (120,945) | - | - | 143,945 | (143,945) |
| Total revenue and support | 7,428,125 | 96 | 446,788 | (28,013) | (269,140) | - | 7,605,773 | (27,917) |
| Expenses | | | | | | | | |
| Program Activities | | | | | | | | |
| AAA (formerly AudiologyNow!) | 1,732,699 | - | - | - | - | - | 1,732,699 | - |
| Communications | 1,361,681 | - | - | - | - | - | 1,361,681 | - |
| Advocacy | 617,542 | - | - | - | - | - | 617,542 | - |
| Continuing education | 292,591 | - | - | - | - | - | 292,591 | - |
| Membership | 867,562 | - | - | - | - | - | 867,562 | - |
| Board certification - ABA | 368,626 | - | - | - | - | - | 368,626 | - |
| American Academy of Audiology Foundation | - | - | 226,899 | - | (58,168) | - | 168,731 | - |
| ACAIE | 169,757 | - | - | - | - | - | 169,757 | - |
| Total program services | 5,410,458 | - | 226,899 | - | (58,168) | - | 5,579,189 | - |
| Supporting services | | | | | | | | |
| Administrative expenses | 836,403 | - | 66,083 | - | (210,972) | - | 691,514 | - |
| Cost of benefits provided to donors | - | - | 9,439 | - | - | - | 9,439 | - |
| Fundraising | - | - | 102,264 | - | - | - | 102,264 | - |
| Total supporting services | 836,403 | - | 177,786 | - | (210,972) | - | 803,217 | - |
| Total expenses | 6,246,861 | - | 404,685 | - | (269,140) | - | 6,382,406 | - |
| Increase in net assets from operations | 1,181,264 | 96 | 42,103 | (28,013) | - | - | 1,223,367 | (27,917) |
| Net assets, beginning of the year | 4,970,494 | 197,459 | 431,028 | 350,863 | - | - | 5,401,522 | 548,322 |
| Net assets, end of year | \$ 6,151,758 | \$ 197,555 | \$ 473,131 | \$ 322,850 | \$ - | \$ - | \$ 6,624,889 | \$ 520,405 |

See independent auditors' report on supplementary information.