



FY25

FINANCIAL REPORT

FINANCIAL HIGHLIGHTS

FISCAL YEAR JULY 1, 2024 — JUNE 30, 2025 (FY25)

The American Academy of Otolaryngology-Head and Neck Surgery and its Foundation (AAO-HNS/F) delivered strong financial performance in FY25 (July 1, 2024 - June 30, 2025), demonstrating resilience and strategic growth. Robust non-operating investment activity drove a net gain of approximately \$67,000 (unaudited), eliminating the need to utilize approved Board Designated Funds.

AAO-HNS/F revenue streams performed well, led by Membership Dues and the Annual Meeting. Recognized dues revenue (39% of total revenue) exceeded budget by 11%. The AAO-HNSF 2024 Annual Meeting & OTO EXPO in Miami, Florida, (37% of total revenue) showcased global engagement with over 7,500 attendees, including 1,900 international participants.

Total expenses reflected the AAO-HNS/F commitment to long-term capabilities, including the Board-designated \$3.5MM investment in rebuilding the Reg-entSM platform.

The AAO-HNS/F maintains a solid financial foundation with Net Asset Reserves of \$37.5MM without donor restrictions and \$9.7MM with donor restrictions, including \$5.2MM in Hal Foster, MD Endowment funds restricted in perpetuity.

LOOKING AHEAD: FISCAL YEAR 2026 (FY26)

Building on the success of FY25, the Board of Directors approved a balanced budget for FY26 (July 1, 2025 - June 30, 2026).

The FY26 budget supports targeted investments in technology infrastructure, education products, and Reg-ent platform development while maintaining fiscal discipline through revenue diversification and judicious cost management.

The AAO-HNS/F budgeting process remains fully integrated with the Strategic Plan and reflects the collaborative efforts of elected leadership, the Boards of Directors, Executive Committee, and Financial and Investment Subcommittee. Leadership continues to identify opportunities to maximize resources, build operational efficiencies, and invest in initiatives that advance the Academy's mission and serve its members.

For a copy of the independent audit of AAO-HNS/F's FY25 financial statements, contact LHolman@entnet.org.

UNAUDITED (ROUNDED) CONSOLIDATED STATEMENT OF ACTIVITIES FOR THE FISCAL YEAR ENDED JUNE 30, 2025

Description	BUDGET FY24	%	ACTUAL FY24	%	BUDGET FY25	%
REVENUE AND SUPPORT						
Membership Dues	\$ 7,000,000	34%	\$ 7,780,000	39%	\$ 7,300,000	34%
Annual Meeting Revenues	7,386,000	36%	7,512,000	37%	6,443,000	30%
Insurance Recovery Proceeds (2022 Annual Meeting)	-	0%	225,000	1%	-	0%
Other Meetings Revenues (OTO Forum)	225,000	1%	237,000	1%	259,000	1%
Publication Revenues	1,293,000	6%	1,442,000	7%	1,505,000	7%
Royalties (Academy Advantage and Others)	496,000	2%	618,000	3%	547,000	3%
Education Product Sales	1,991,000	10%	1,248,000	6%	2,569,000	12%
Reg-ent SM Product Sales	75,000	0%	180,000	1%	225,000	1%
Miscellaneous Product Sales	35,000	0%	21,000	0%	30,000	0%
Corporate Support	450,000	2%	300,000	1%	1,000,000	5%
Interest Earned (Money Market Savings)	-	0%	61,000	0%	200,000	1%
Other Revenue	83,000	>1	294,000	1%	85,000	>1
<i>Subtotal</i>	19,034,000	92%	19,918,000	99%	20,163,000	93%
Use of Donor Restricted Net Assets	199,000	1%	243,000	1%	237,000	1%
Use of Board Designated Net Assets	1,342,000	7%	-	0%	1,081,000	5%
Total Revenue and Support	\$ 20,575,000	100%	\$ 20,161,000	100%	\$ 21,481,000	100%
OPERATING EXPENSES						
Salaries and Benefits	\$ 9,326,000	45%	\$ 9,063,000	40%	\$ 8,892,000	41%
Consultants and Professional Fees	2,428,000	12%	5,492,000	24%	3,965,000	18%
Annual Meeting Costs	4,503,000	22%	4,577,000	20%	4,220,000	20%
OTO Forum Meeting Costs	156,000	1%	128,000	1%	259,000	1%
Other Meeting Costs	183,000	1%	90,000	0%	218,000	1%
Occupancy (Net Bond Principal)	954,000	5%	667,000	3%	953,000	4%
Office and Other Expenses	1,860,000	9%	2,219,000	10%	2,057,000	10%
Staff and Liaison Travel Costs	353,000	2%	270,000	1%	476,000	2%
Grants	312,000	2%	394,000	2%	441,000	2%
Contingency Expense	500,000	2%	-	0%	-	0%
Total Expenses	\$ 20,575,000	100%	\$ 22,900,000	100%	\$ 21,481,000	100%
Revenue and Support in Excess of (Below) Expenses	\$ -		\$ (2,739,000)		\$ -	
Net Investment Activity			\$ 2,806,000			
Increase in Net Assets without Donor Restriction			\$ 67,000			