



AANA | ANNUAL REPORT 2018

ACHIEVEMENTS SHARED

AANA | ARTHROSCOPY ASSOCIATION
OF NORTH AMERICA





2018

ACHIEVEMENTS SHARED

MISSION

To advance the art and science of arthroscopy and minimally invasive orthopaedic surgery through education, skills assessment and advocacy.

VISION

To be the global leaders in arthroscopy and advancing minimally invasive surgical education, advocacy and skills assessment to improve patient care.

Partnership. Teamwork. Collaboration.

A spirit of cooperation with a wide array of partners characterized our efforts and achievements in 2018.

One of the most noteworthy partnerships resulted in breaking ground for a new simulation lab at the Orthopaedic Learning Center that allows members to practice surgical techniques at our lab courses using the latest virtual reality technology. Thanks to a generous donation of equipment, technologies and guidance from our corporate partner, VirtaMed, the simulation lab delivers a state-of-the-art experience for knee, shoulder and hip procedures.

We also worked collaboratively with other societies, including AAOS, AOSSM, the ON Foundation, Foundation for Orthopaedic Research and Education and Orthopaedic Summit – Evolving Technologies, to provide a broad variety of educational programming throughout the year.

Ongoing support from the AANA Education Foundation, our seven industry partners, corporate donors and individual donors reflects shared values and a strategic agenda that is timely, meaningful and vital. We consider our work with all these constituents to be mutual and collaborative.

Our staff and leadership led the way toward continued successes with our annual meeting, journals, advocacy and operations by working together in high-performing teams.

Last, but not least, we believe we work in partnership with our membership to focus our strategic priorities and enhance the timeliness, relevance and delivery of the programs and resources we develop.

We appreciate the contributions of all our collaborators and look forward to expanding our relationships to continue building on our successes and responding to the changing needs of arthroscopic surgeons.

LOUIS F. MCINTYRE, MD
AANA PRESIDENT OF THE BOARD OF DIRECTORS

LAURA DOWNES, CAE
CHIEF EXECUTIVE OFFICER

EDUCATION

ACHIEVEMENTS SHARED

In 2018, AANA continued building on our momentum to offer valued educational programs across the full spectrum of arthroscopic and related topics for orthopaedic surgeons at every stage of their development.

Our collaborative efforts ensured that the most timely issues were addressed in meaningful learning platforms – from cutting edge scientific papers at the 2018 AANA Annual Meeting and FAST trained residents to PROBE questions delivered via mobile devices and our new surgical simulation lab. The more than half a million dollars raised from corporate support for these programs is testament to their relevance.

2018 AANA Annual Meeting

1,060
Number of attendees
at the 2018 AANA Annual
Meeting, our highest level
of registration ever

265
international attendees
representing
42
countries

86
Scientific papers presented

17
Instructional Course Lecture
presentations included

13
featured lectures

47
exhibitors

7
industry partners

4
**Award-winning Live
Simulcasted Surgeries
presented**

"We at Flexion Therapeutics have fostered a collaborative partnership to support the mission of AANA. We have thoroughly enjoyed supporting the educational efforts to advance the clinicians' knowledge and skill sets through AANA educational offerings. We look forward to many years of growth and collaboration."

HOMERO MARIDUENA
SENIOR DIRECTOR
FLEXION THERAPEUTICS



17
contributing
experts writing 100
clinically-relevant
peer-reviewed
questions for ASAP
Version 5



10 years
Number of
years AANA has
collaborated to
deliver the SOMOS
course for military
orthopaedic
surgeons

246
Total number of
attendees to the
AAOS/AOSSM/
AANA Sports
Medicine Course
about Keeping
Patients Active
Through Biologics,
Therapy and
Contemporary
Surgical
Techniques



24
Fellows completing
Performance-based
Training in the OLC
in 2018



523
Total number of
attendees at 14 lab
courses offered in
2018



188
residents trained
through the FAST
program in 2018

ADVOCACY

ACHIEVEMENTS SHARED

Advocating on behalf of the profession is all about collaboration and partnership. Thanks to the tireless effort of dedicated volunteer leaders, AANA continues to make noteworthy inroads toward promoting and protecting the profession. In 2018, AANA worked diligently in unison with other orthopaedic societies to develop new and improve existing clinical practice guidelines. We collaborated with medical device manufacturers to secure coding for new treatments related to arthroscopy. We also promoted payment policies favorable to arthroscopic surgeons on federal, state and local levels. From improved quality to fair compensation, AANA advances the interests of arthroscopy for the benefit of practitioners, providers, insurers and, most importantly, patients.



3

Clinical Practice Guidelines moved forward in 2018 through collaborative efforts with AAOS:

Rotator Cuff

**IA HA and Arthroscopic Meniscectomy and Lavage
Glenohumeral Joint**



2

Collaborations with medical device companies—TENEX Health and Trice Medical (mi-eye®)—to create coding recommendations and new in-office treatment codes for tendinopathies using ultrasound technology



3

New position statements released in 2018 for commercial payers for intra-articular hyaluronic acid (IA HA), in-office arthroscopy and superior capsule reconstruction (SCR)



AMA

AANA worked with AMA on recommendations relating to outpatient TJA and changes to the E&M codes in response to a CMS Request for Information

MEMBERSHIP

ACHIEVEMENTS SHARED

We consider our members to be our partners in education, research and advocacy. We don't just work for our members, we work with them to create the best content that enables arthroscopic surgeons to expand their knowledge, strengthen their skills and improve patient outcomes. We engage with members to help us shape an agenda that meets the challenges of arthroscopic surgery today and tomorrow. We also foster community among our members so that they can exchange insights and share solutions that make a difference in the delivery of healthcare.

"AANA has had an amazing impact on my practice and my life. The knowledge I have gained from listening, teaching, reading and conversing has allowed me to be a better surgeon. The camaraderie I have developed with AANA members and staff has made me a better person. It is an organization with a unique blend of education and fellowship."

JULIE A. DODDS, MD

CASSANDRA A. LEE, MD, F.A.O.A.



4,548

Total number of AANA members in 2018



97%

Member retention rate in 2018, the highest retention rate in AANA's history



14%

Increase in membership in 2018 over the previous year



10%

Growth rate for international members in 2018 over the previous year



14%

Increase in new members in 2018

112

Countries with participating AANA members in 2018, including:

Algeria
Argentina
Armenia
Australia
Austria
Bahamas
Bahrain
Bangladesh
Barbados
Belgium
Belize
Bermuda
Bolivia
Brazil
Bulgaria
Canada
Cayman Islands
Chile
China

Colombia
Costa Rica
Croatia
Cuba
Czech Republic
Denmark
Dominican Republic
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Egypt
El Salvador
Estonia
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France
French Polynesia
Germany
Ghana
Greece

Greenland
Guadeloupe
Guam
Guatemala
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Nepal
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New Zealand
Nicaragua
Nigeria
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Panama
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Philippines
Poland
Portugal
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Spain
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Sudan
Sweden
Switzerland
Syria
Taiwan
Thailand
Tunisia
Turkey
Ukraine
United Arab Emirates
United Kingdom
United States
Uruguay
Uzbekistan
Venezuela
Viet Nam
Yemen
Zambia

"AANA membership is important because it gives an open forum for discussion so that we can push the envelope for arthroscopic procedures and improve patient care. It is a great group that fosters camaraderie, growth and idea exchange. I've developed great relationships with other surgeons who I can easily ask for pearls or advice on how to manage and care for some of my more complex cases. Not only can I teach the next generation, I am also being taught by my peers and mentors."

FOUNDATION

ACHIEVEMENTS SHARED

The symbiotic relationship between AANA and the AANA Education Foundation is a true example of collaboration at its best. The Foundation helps underwrite a variety of AANA's educational programs and provides support through grants and scholarships to advance our shared research goals and objectives. The Foundation also attracts corporate sponsors and individual donors to help AANA continue to realize our mission and achieve our strategic objectives.



\$1,120,000

Total number of dollars
the AANA Education Foundation
contributed to AANA

13

Educational initiatives
advanced by funds from
the Foundation

\$100,000+

Total number of dollars
allocated for research awards
by the Foundation

24

Total number of scholarships
underwritten by the Foundation
and granted

3

New international resident
scholarships awarded

AANA Education Foundation Board of Trustees 2018-2019

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Savio Woo, PhD

"The AANA Education Foundation continues to bring together the greatest minds in arthroscopic surgery, to put together tremendous learning opportunities and mentorships for surgeons who are motivated to improve."

KEVIN W. WILSON, MD

AANA MEMBER, DONOR AND 2016 TRAVELLING FELLOW

"I would like to acknowledge AANA for the research grant awarded for the JUPITER project. ... The grant helped to customize data collection software, which has been an integral part of the ongoing multi-institutional prospective cohort study related to management of patellar instability. The research support provided by AANA is in tune with its mission to advance the art and science of arthroscopy and minimally invasive surgery."

SHITAL N. PARIKH, MD

JUPITER STUDY 2016 GRANT RECIPIENT

"The AANA Travelling Fellowship was by far the most impactful professional experience of my young surgical career. I was accepted into a collegial network of distinguished surgeons and extraordinary people who were genuinely interested in my professional and personal development. I left the overwhelmingly positive experience with a broadened horizon and fresh perspective on the meaning of being a good clinician, researcher, and leader."

KEVIN W. WILSON, MD

AANA MEMBER AND 2016 TRAVELLING FELLOW

COLLABORATION

ACHIEVEMENTS SHARED

AANA pursues a collaborative approach to working with our members, our leaders, our corporate partners and other supporters. In 2018, we initiated a number of new collaborative educational projects that broadened our ability to impact arthroscopic training and advancement.

VirtaMed Simulation Initiative

AANA and VirtaMed are working together to advance and improve the training of arthroscopic surgery skills and standards for proficiency-based training curricula by leveraging the latest virtual reality simulation technology and AANA's expertise in arthroscopic surgery education. The Orthopaedic Learning Center is equipped with VirtaMed ArthroS™ simulators. AANA completed construction of the new simulation lab at the end of 2018. The space will be used to support learning for FAST basic skills training and, knee, shoulder and hip courses.

On Foundation

The orthoregeneration network is an independent international foundation in the field of orthopedic tissue regeneration driving the development and understanding of new treatment strategies for the well-being of patients.

Our 2018 partnership with the On Foundation included a number of scholarships and education grants for AANA members as well as financial support for the International Innovation Lecture, Regenerative Medicine ICL and the Atech and Ales sessions at AANA 2018.



Over 500

Anticipated number of learners engaging in simulation experiences in 2019

Nearly 1,200

Orthopaedic surgeons who attended OSET in December 2018

Orthopaedic Summit – Evolving Technologies (OSET) 2018

AANA entered into an agreement with OSET to endorse the 3.5 day, CME-accredited Orthopaedic Summit 2018, which included cutting-edge educational formats, all with an international perspective on the latest techniques in arthroplasty and arthroscopy, as well as sports medicine of the knee, shoulder, hip, elbow/wrist, foot/ankle, trauma and spine. In 2019, we will expand the relationship by serving as the educational content developer for the arthroscopy/sports medicine portion of their program.

300

Total number of attendees at the Fall World Series Programsponsored by FORE

Foundation for Orthopaedic Research and Education (FORE)

AANA served as a marketing partner for the Fall World Series Program held in Chicago. The live surgery event, covering knee, shoulder, hip, elbow, and sports injuries and infirmities, attracted more than 300 attendees.

“Our goal is to improve patient care by advancing education in arthroscopy. We want to ensure all arthroscopic surgeons have access to high-quality skills training and continuous education. Working with VirtaMed’s first-rate simulators, experienced developers and dedicated education specialists helps AANA reach that goal.”

JOSEPH C. TAURO, MD
AANA LEARNING CENTER
COMMITTEE CHAIR

“We are honored to have been selected as the preferred and exclusive partner by such an influential organization. We share the same goals as AANA regarding education and training and are excited to work together to enhance arthroscopy education.

RICK HOEDT
GENERAL MANAGER
VIRTAMED, INC.

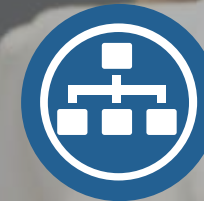
“We value our strong partnership with AANA, which has been based on decades of collaboration to advance the diagnosis, minimally-invasive treatment and reduction of re-injuries with continuously evolving technology and innovations.”

CHRISTOPHER ADAMS, MD
VICE PRESIDENT, GLOBAL MEDICAL
EDUCATION
ARTHREX

ORGANIZATIONAL DEVELOPMENT

ACHIEVEMENTS SHARED

Working together is a hallmark for AANA staff. By coordinating our efforts and collaborating in teams, our staff broadens our capabilities and consistently meets – and exceeds – our measurable goals and objectives each year. In addition to their daily commitment to education, research and advocacy, staff spearheaded a number of major operational initiatives in 2018 that significantly enhanced our association management and marketing capabilities. Essentially all our team members take responsibility for being our chief collaboration officers.



3

Key operation areas fortified with new hires in 2018, including education, meetings and marketing



1

New simulation room constructed in the OLC to improve the learning experience



100%

Integration of a new association management system adopted by AANA for greater management and operational efficiency and flexibility



InformZ

New software system AANA converted to for improved email management and dissemination

FINANCIAL

ACHIEVEMENTS SHARED

To be a good partner and achieve our goals, AANA needs to manage our finances responsibly for the long term. Effective financial management benefits our members and donors by giving them the assurance that we will meet the commitments we’ve made to achieve advances in education, research, advocacy and patient care.



26%

Percent of all AANA income stemming from member dues



15%

Percent of all AANA income stemming from grant funds

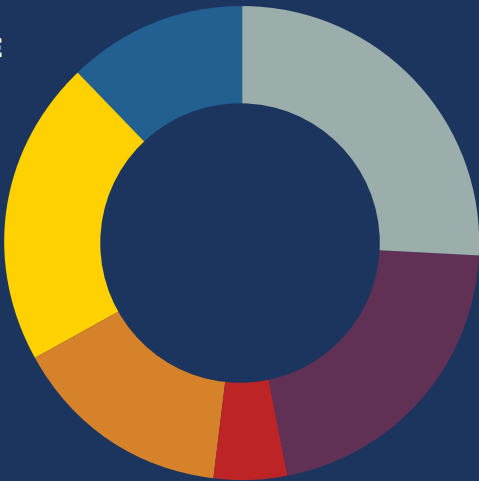


58%

Percent of all AANA funds allocated for educational programming

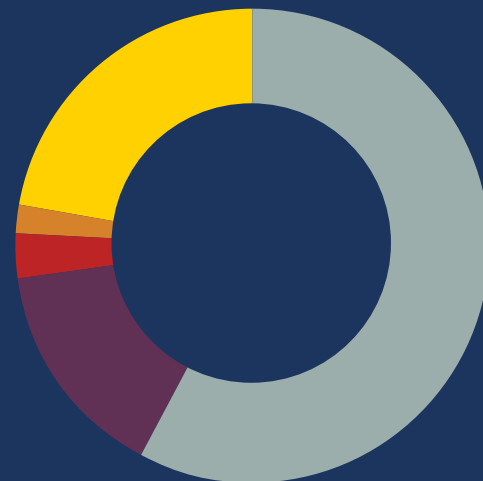
AANA SOURCES OF INCOME

- 26% Membership Dues
- 21% Royalty Income
- 5% Editorial Support
- 15% Foundation Grants
- 21% Educational Meetings
- 12% APEx Courses



AANA USE OF FUNDS

- 58% Education
- 15% Publications
- 3% Governance and Member Services
- 2% Research
- 22% General and Administrative



ARTHROSCOPY ASSOCIATION OF NORTH AMERICA AND ARTHROSCOPY ASSOCIATION OF NORTH AMERICA EDUCATION FOUNDATION
CONSOLIDATED STATEMENT OF FINANCIAL POSITION December 31, 2018 Unaudited

Assets	ASSOCIATION	FOUNDATION	TOTAL
Cash and cash equivalents	\$ 1,084,999	\$ 359,543	\$ 1,444,542
Investments	\$ 2,563,989	\$ 11,028,987	\$ 13,592,976
Receivables	\$ 1,269,672	\$ 226,185	\$ 1,495,857
Inventories	\$ 28,135	\$ -	\$ 28,135
Prepaid expenses	\$ 512,635	\$ -	\$ 512,635
Property and equipment	\$ 508,676	\$ -	\$ 508,676
Investment - Ortho Properties, LLC	\$ 691,040	\$ -	\$ 691,040
Other	\$ -	\$ 127,149	\$ 127,149
Total assets	\$ 6,659,146	\$ 11,741,864	\$ 18,401,010
Liabilities and Net Assets			
Liabilities			
Accounts payable and accrued expenses	\$ 688,975	\$ 19,689	\$ 708,664
Deferred revenues	\$ 1,588,526	\$ -	\$ 1,588,526
Total liabilities	\$ 2,277,501	\$ 19,689	\$ 2,297,190
Net Assets	\$ 4,381,645	\$ 11,722,175	\$ 16,103,820
Total net assets	\$ 6,659,146	\$ 11,741,864	\$ 18,401,010

LEADERSHIP AND GOVERNANCE

ACHIEVEMENTS SHARED

AANA could not exist without the relentless dedication of our volunteer leaders. Board and committee members commit countless hours on top of their daily responsibilities to help direct the organization toward achieving its strategic goals and objectives in support of arthroscopic surgery worldwide. Our leaders and volunteers are the ultimate collaborators giving of their time, their hearts and their minds. We owe our success to them.

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Staff Liaison: Becca Daly



DONOR

ACHIEVEMENTS SHARED

Donor support isn't just about the dollars. For AANA and the Foundation, it's about the connection and value individual and corporate donors experience related to our organization and what we strive to achieve. For example, at the Foundation Donor Reception at the 2018 Annual Meeting, we were attempting to raise \$150,000 in additional donations. From the audience, one of our generous members, Dr. Richard K.N. Ryu, rose to his feet and committed to paying half the amount if the remainder was donated at the event. Suddenly, the room was charged with excitement as one by one, these past donors announced their willingness to make additional donations. In one evening the goal was not only reached, but exceeded. Partnership, collaboration and a shared vision keep AANA and the Foundation vital, dynamic and moving forward.



\$445,339

Total number of individual donations made in 2018



226

Total number of individual donors in 2018

225%

Growth rate of individual donations in 2018 compared to the previous year

\$697,500

Total dollars from corporate grants in 2018



CORPORATE DONORS

On behalf of the AANA Education Foundation, we wish to thank the following corporate donors for investing in the future of arthroscopic education:

\$200,000+

Arthrex, Inc.
DePuy Synthes / Mitek Sports Medicine
Smith & Nephew

\$10,000 to \$49,999

Bioventus
Breg
Ceterix Orthopaedics
DJO Global
Parcus Medical, LLC
Stryker
Trice
Zimmer/Biomet

LEGACY DONORS

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\$100,000 - \$499,000

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\$25,000 - \$49,999

William R. Beach, MD
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Up to \$24,999

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ACHIEVEMENTS SHARED

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* These individuals are now deceased.

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Many of AANA's accomplishments in 2018 were fueled by committed partners who shared their insights, efforts and resources to expand our capabilities, broaden our reach and increase positive returns for our members. We will continue to apply a collaborative approach to all our endeavors in the coming year knowing that our whole is greater than the sum of our parts, and that by working in tandem with other societies, corporate partners, donors and members, we can do more, achieve more and share more.



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