



**Transforming society
by optimizing movement
to improve the human
experience.**

– Vision Statement for the
Physical Therapy Profession



AMERICAN PHYSICAL THERAPY ASSOCIATION BOARD OF DIRECTORS



Front row from left: Jeannine Gunn, PT, DPT; Lisa K. Saladin, PT, PhD, vice president; Sharon L. Dunn, PT, PhD, president; Roger Herr, PT, MPA, secretary; Sue Whitney, PT, DPT, PhD, ATC, FAPTA. Middle row from left: Anthony DiFilippo, PT, DPT, MEd; Sheila K. Nicholson, PT, DPT, JD, MBA, MA; Susan Appling, PT, DPT, PhD; Carolyn Oddo, PT, MS; Susan R. Griffin, PT, DPT, MS, speaker of the House of Delegates; Robert H. Rowe, PT, DPT, DMT, MHS. Back row from left: Matthew Hyland, PT, PhD, MPA; Stuart Platt, PT, MSPT, vice speaker of the House of Delegates; Kip Schick, PT, DPT, MBA; Cynthia Armstrong, PT, DPT.



TOGETHER WE MAKE IT POSSIBLE

For those who measure success in milestones, APTA's past year was impressive: membership gains, advocacy wins, nationwide exposure for our #ChoosePT campaign, and more.

But even more impressive is the way we accomplished what we did—through a commitment to working together, sharing ideas, and learning from each other. Those qualities are more important than any milestone, because those qualities are the foundation for achievement.

As your president, I remain humbled by all you have done to support our profession and our association, and I'm honored that you have allowed me the privilege of serving you.

When we look at the challenges and opportunities to come, as we move boldly toward our future, we must never forget what made 2017 such a successful year.

Just as physical therapy makes it possible for our patients and clients, collaboration makes it possible for our association. Let's move forward—together.

APTA President Sharon L. Dunn, PT, PhD
Board-Certified Orthopaedic Clinical Specialist

YEAR IN REVIEW: **GROWING STRONGER**

We reached a milestone when APTA membership surpassed the **100,000 active member mark** with a year-over-year **growth rate not seen since 1994**. This good news is about more than just numbers: increased involvement means a stronger professional voice, more diverse perspectives to inform decisions, and growing opportunities for sharing knowledge. And, thanks to a streamlined system, it's easier than ever for new or returning members to belong.



100,000+

MEMBERS STRONG!

MORE GROWTH

Combined Sections Meeting in San Antonio was another record breaker, with more than **11,000 registrants**. And 2017 ended with more than 13,000 already registered for CSM 2018 in New Orleans.

APTA's new Financial Solutions Center helps members better understand financial planning and potentially qualify for **lower student loan interest rates**.

Learning Center webinars have been upgraded to a flipped classroom format that **increases interaction with presenters**.

IN THE WORKS

Coming in 2018: a **new system for volunteering** with more opportunities for engagement at the national and component levels.

YEAR IN REVIEW:

ADVOCATING FOR THE PROFESSION

With the support of engaged members and components, we helped prevent Medicare changes that threatened patient access to **home health** care, opened the door for PTAs to participate in the Department of Defense's **TRICARE** program, influenced increases in values for CPT **evaluation codes**, and minimized payment cuts generated by the American Medical Association's review of "**misvalued**" codes.



MORE ADVOCACY

APTA joined a successful effort to move the Centers for Medicare & Medicaid Services away from an **orthotics and prosthetics** proposal that would have reduced patient options and placed additional burdens on PTs.

APTA launched efforts to have PTs and PTAs recognized as highly qualified providers of **population health services to employers**.

APTA developed a **Utilization Management Toolkit** to help members who deal with insurers that contract with third-party vendors of utilization management programs.

IN THE WORKS

APTA continued to urge Congress to follow through on legislation to end the hard cap on Medicare payment for physical therapy services. The permanent fix would come in early 2018, **finally ending the hard cap**.

YEAR IN REVIEW: ADDRESSING AN EPIDEMIC

The #ChoosePT campaign continued to educate the public about nonopioid options for pain. The award-winning television and radio public service announcements received nearly **\$5 million in donated airtime**, reaching more than **377 million Americans** in 45 states and the District of Columbia.

**Pain is personal.
Treating pain
takes teamwork.**

#ChoosePT[®]
MoveForwardPT.com



MORE HIGHLIGHTS

APTA **chapters and members** extended the #ChoosePT message—from chapter-sponsored events to crowd appearances on “Good Morning America” and “Today.”

APTA **joined other national efforts** to address the epidemic, including the Opioid Stewardship Action Team and the Integrative Pain Care Policy Congress, and participated in meetings with the Department of Veterans Affairs, the Food and Drug Administration, and the Centers for Disease Control and Prevention, among others.

IN THE WORKS

Coming in 2018: Stay tuned for new #ChoosePT **TV and radio public service announcements**.

YEAR IN REVIEW: IMPROVING OUTCOMES

The **Physical Therapy Outcomes Registry** launched in 2017. This game-changer is positioned to become the most extensive centralized repository for physical therapy outcomes data, which will inform clinical decisions, track outcomes, and demonstrate the value of physical therapist services. APTA is collaborating with sections to develop condition-specific outcomes modules.



MORE EVIDENCE

APTA continued to collaborate with sections to develop **clinical practice guidelines (CPGs)**.

PTNow's ArticleSearch was upgraded to provide rapid discovery of full-text scientific literature from across multiple evidence-based repositories.

Physical Therapy (PTJ), **APTA's scientific journal**, got a makeover through a partnership with Oxford University Press. Readers of *PTJ* experience enhanced web features and virtual issues as the journal moves to be online-only by 2019.

IN THE WORKS

Coming in 2018: Several **new CPGs** will move from development to release, including a guideline on total knee arthroplasty developed in collaboration with the American Academy of Orthopaedic Surgeons.

YEAR IN REVIEW: **WORKING TOGETHER**

APTA, chapters, and the Federation of State Boards of Physical Therapy collaborated to achieve a history-making goal: adoption of the **Physical Therapy Licensure Compact** in 14 states. That is more than enough to begin establishing a system that will allow PTs and PTAs to practice in multiple states under a single license and privilege arrangement.



MORE COLLABORATION

APTA's Board of Directors recommended that the **Education Leadership Partnership**—represented by APTA, the Education Section, and the American Council of Academic Physical Therapy—explore the future of physical therapy education.

APTA established a **formal partnerships process** to build on a proud tradition of cooperation with outside entities. The American Academy of Orthopaedic Manual Physical Therapists, Move Together, and Special Olympics received the official designation in 2017.

ALSO IN 2017

APTA's 180 staff at the association's headquarters in Alexandria, Virginia, participated in APTAServe, an in-house volunteer initiative to **benefit the local community and charities**.

YEAR IN REVIEW: PREPARING FOR THE FUTURE

APTA turns 100 in 2021. We are looking to our future by thinking about our past—a proud history built by the pioneers of our profession who made bold moves on behalf of their patients and clients. Meanwhile, we're setting our sights on our own **bold moves toward the centennial**—and the next 100 years.



HIGHLIGHTS

APTA prepared to build the **workplace and workforce** for the future through the construction of a new association headquarters set to open in 2021 and a commitment to a workplace culture that values collaboration, dedication, and compassion.

APTA appointed a **centennial steering committee** to plan for a 100th birthday celebration in 2021 that will shine a spotlight on the physical therapy profession.

APTA continued to **protect our history** through a comprehensive digitization effort—preserving documents, photographs, and other media from the profession's first 100 years.

IN THE WORKS

APTA will enhance efforts to improve **the profession's diversity** and to empower the next generation of PTs and PTAs through expanded engagement opportunities.

YEAR IN REVIEW:

HOUSE OF DELEGATES

For APTA's House of Delegates (House), the future is now.

During its 3-day session, the 2017 House passed motions that articulated the PT's professional scope of practice, set in motion an investigation into an innovation program, and made commitments to increase diversity and inclusiveness in the profession, among other policies. The common thread: nearly every approved motion had implications for the profession's future.

Of note was the adoption of a definition of the PT professional scope of practice, the culmination of a multiyear effort to capture all that PTs do without resorting to a list of activities that risked missing something or becoming outdated. This definition completes the association's effort to recharacterize how the profession thinks about scope-of-practice issues under 3 domains: personal scope (what the PT is educated, trained, and personally competent to perform), jurisdictional scope (the activities associated with physical therapy in state practice acts), and professional scope, a more global description of the practice of physical therapy.

Other actions taken by the House included a call for a plan to help ameliorate the administrative burdens placed on PTs; expansion of a policy to emphasize the PT's role in disability evaluation and determination for purposes such as transportation, employment, and insurance; and bylaws changes that permit chapters to assign full representation to representatives of PTAs, and that allow more chapter membership flexibility for APTA members who are uniformed personnel, or whose spouses or partners are in the uniformed services.

COMPONENT COLLABORATION

The leaders of APTA components inspire members to advocate for the profession, connect and learn from one another, and make a difference in society. They also assemble throughout the year to ensure efforts are aligned for the greatest impact. In 2017, they met virtually and at Combined Sections Meeting and NEXT to discuss issues such as:

- APTA's collective identity and culture as the association approaches its centennial in 2021
- Strategies to reach 100,000 members in 2017 — and we did it!
- Increasing diversity at all levels of APTA
- Forging fruitful relationships with other entities
- Providing member resources through APTA's Financial Solution Center
- Envisioning an innovative future for clinical education
- Engaging members in meaningful ways

Successful collaborations among components and APTA included support of the #ChoosePT campaign against opioid abuse, such as those undertaken by the Kentucky, Florida, and Oregon chapters; piloting a combined leadership retreat among Massachusetts, Connecticut, and New Hampshire chapter leaders; hosting joint conferences such as the Tennessee and Georgia chapter meeting; the Education Leadership Partnership with the American Council of Academic Physical Therapy, the Education Section, and APTA; supporting the Physical Therapy Outcomes Registry; and developing joint chapter and section programming.

Another 2017 success story is the adoption of the Physical Therapy Licensure Compact in 10 additional states (after 4 adopted the compact in 2016). This triggered the formation of the Physical Therapy Compact Commission in April and began the implementation process. It is anticipated that individual licensees will be able to start applying for compact privileges through the commission in the first half of 2018.

APTA thanks all of our volunteers across the organization. You are APTA. We are better together.



APTA members make this association the dynamic organization it is. This year, our members were energized, engaged, and devoted to transforming society. The results speak for themselves.

The commitment that drew us to the physical therapy profession is the same commitment that drives us to improve the lives of our patients and clients through APTA. It's the same commitment that drives us to think about where we could take this profession in the future. Collectively, we are a force.

I am grateful to be able to serve our profession and you, our members. Thank you for an outstanding year.

Justin Moore, PT, DPT
APTA CEO

MEMBERSHIP STATISTICS 2016–2017

Category	2016	2017	Gain/(Loss)
*PT	56,918	59,590	2,672
*PTA	7,158	7,543	385
Life	3,614	3,608	-6
Retired	179	172	-7
Honorary	9	10	1
Student PT	23,094	25,542	2,448
Student PTA	4,368	4,641	273
Master's Student	2	8	6
Doctoral Student	456	497	41
Totals	95,798	101,611	5,813

*These categories include members who do not pay full dues and student members who recently graduated and are eligible for reduced career starter dues.

TREASURER'S REPORT

I am pleased to present my first treasurer's report, and I'm excited to serve APTA and its members as your treasurer! 2017 was an eventful year, with APTA's land purchase for our future headquarters, as well as the strong returns on our investments, which covered the cost of the land. APTA also saw our membership grow to more than 100,000! Here is a look at how APTA performed financially:

APTA realized a net increase between 2016 and 2017, as shown in the charts on the next 2 pages. APTA's performance within the 7 key financial metrics for associations as calculated by the APTA Finance Department is as follows:

- 1. Revenue Growth.** Year-over-year revenue (not inclusive of investment gains) increased by 3.2%.
- 2. Revenue Diversification.** The year ended with 62.2% of association revenue coming from sources other than dues and subscriptions; our internal benchmark is 55%.
- 3. Programmatic Expense Percentage.** We want to make sure that at least 75 cents on the dollar goes toward the membership and programs, and we are pleased to report that we exceeded that goal with a percentage of 77 cents on the dollar.
- 4. Current Ratio.** The benchmark is 2 times current assets to current liabilities, and at year end we were near the benchmark at 1.50, with excess cash having been moved to investments.
- 5. Profitability Ratio.** We had a net gain this year, with strong returns on investments and another record-breaking Combined Sections Meeting.
- 6. Total Reserves.** Our total reserve balance (ie, net assets) increased to 52.2%.
- 7. Liquid Reserves.** Our liquid reserve balance (ie, investments) also increased, to 62.6%. At year end, investments totaled over \$30.2 million, with an additional \$7.9 million invested in Centennial Properties, LLC, for our new home.

For more detailed financial information, members may request a copy of the association's annual audit by contacting APTA Chief Financial Officer Rob Batarla at robbatarla@apta.org.



With such a strong financial performance and solid membership growth, we really are better together!

Jeanine Gunn, PT, DPT

APTA Treasurer

STATEMENT OF ACTIVITIES

REVENUE	2017	2016
Dues and subscriptions (35.4% in 2017)	\$17,553,636	\$17,710,808
Meetings and conferences (22.6%)	11,215,889	10,721,632
Royalties, staff services and contract income (18.3%)	9,071,505	8,087,707
Accreditation and exam fees (11.4%)	5,638,606	5,293,668
Advertising income (4.0%)	1,979,281	1,716,758
Other income (8.4%)	4,168,560	2,410,049
Total revenue (100%)	\$49,627,477	\$45,940,622
EXPENSES	2017	2016
Membership (28.7% in 2017)	\$13,251,303	\$12,969,508
Administration (21.6%)	9,998,349	10,252,466
Education, research and professional development (23.4%)	10,800,873	9,604,976
Government and public relations (13.5%)	6,230,545	5,969,228
Conference/Combined Sections Meeting (12.8%)	5,926,476	5,177,927
Total expenses (100%)	\$46,207,546	\$43,974,105
Change in net assets before investment gains	137,533	924,079
Realized and unrealized investment gains	3,282,398	1,042,438
Change in net assets	\$3,419,931	\$1,966,517

Membership dues revenue represents about 35% of APTA's income. Dues revenue is combined with other revenue sources to support APTA's activities in government affairs, public relations, practice, education, and research, plus the development of signature national conferences and other educational and professional development opportunities. The accomplishments, resources, and services highlighted in this year's annual report are evidence of what the association can do with member support.

STATEMENT OF FINANCIAL POSITION

Assets	2017	2016
Cash and cash equivalents	\$3,050,808	\$3,850,624
Accounts receivable	938,264	1,032,839
APT Properties receivable	10,193,687	10,289,687
Investments	30,281,888	30,854,751
Investment in Centennial Properties, LLC	7,981,500	--
Property and equipment, net	902,412	958,289
Other assets	628,341	696,839
Total assets	\$53,976,900	\$47,683,029
Liabilities and net assets	2017	2016
Accounts payable and accrued expenses	\$2,640,315	\$2,573,700
Funds collected on behalf of others	443,158	421,716
Deferred dues	10,023,339	9,252,545
Other deferred revenue	12,243,896	10,770,619
Post-retirement benefit obligation	4,621,190	4,079,375
Total liabilities	29,971,898	27,097,955
Unrestricted net assets	24,005,002	20,585,074
Total liabilities and net assets	\$53,976,900	\$47,683,029



Strategic Business Partner Program

THANK YOU TO OUR 2017 STRATEGIC BUSINESS PARTNERS

GOLD LEVEL



SILVER LEVEL



BRONZE LEVEL



For further information about the APTA Strategic Business Partner Program, please visit www.apta.org/StrategicBusinessPartners.