

2012

Annual Report



Letter from the Director

Since its establishment in 1941, the National Archives Trust Fund (NATF) has supported the programs of the National Archives and Records Administration. Over the course of the last seven decades, the role of the NATF has evolved with the times driven by legislative changes and the dynamics of technology. Our journey through fiscal year 2012 has provided some insights into the future. The financial results for the year ended on a positive note. Revenue from library admissions grew by over 10%, while positive results from headquarters operations benefited from sale of 1940 census data. During FY12, new copy and scanner equipment was installed at our research rooms in the Washington DC area greatly improving our level of service to our customers. But challenges remain in some of our core areas. Revenues from reproductions were down slightly but continue on a year to year trend of reduced volume.

As we seek to keep our retained earnings balance firm, FY13 will feature new fees for many products while also searching for improved efficiency in our operations. During 2013, we also plan to transition our online merchandise program to the Foundation of the National Archives allowing for centralization of all Washington DC area retail merchandise sales. Operationally, NATF will study the opportunity to install admission kiosks at Presidential Library sites. As technology and the marketplace continue to evolve, the NATF will continue to strive to support the mission of the National Archives.

Members of the Board

Archivist of the United States, Chairman

Secretary of the Treasury

Chairman, National Endowment for the Humanities

Director, National Archives Trust Fund Branch

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Who We Are and What We Do

Who We Are

The National Archives Trust Fund was established by Congress to receive gifts or bequests to finance specific projects of the National Archives.

- **1941** – Establishment of the National Archives Trust Fund.
- **1948** – Amendment allowing the Fund to collect proceeds from the sale of reproductions of records.
- **1955** – The Presidential Libraries Act expanded the Trust Fund by authorizing the deposit of gifts and the proceeds from Presidential Library activities in Trust Fund accounts for each Presidential Library.
- **1984** – The National Archives and Records Administration (NARA) Act authorized the board to use, on a reimbursable basis, the services and employees of Federal Agencies.

*You can find out more
about the Trust Fund
online at:*

<http://go.usa.gov/gWAd>

What We Do

The National Archives Trust Fund Board is authorized by 44 U.S.C. § 2307 to undertake tasks in support of NARA, including but not restricted to:

- Servicing requests by individual researchers for **reproductions of records**.
- **Duplication of microfilm** publications.
- Compiling and **publishing catalogs, books, and guides**. These publications educate the general public about NARA programs.
- **Educational programs** for genealogists, teachers, and researchers.
- **Records management training**.
- **Financial management** of trust and gift fund transactions.
- Management of Presidential Library **endowments and investment portfolios**.
- **Operation** of Presidential Library museum admissions and gift shops.

Seal of the Trust Fund



Trust Fund Activity

How We Did

Overview

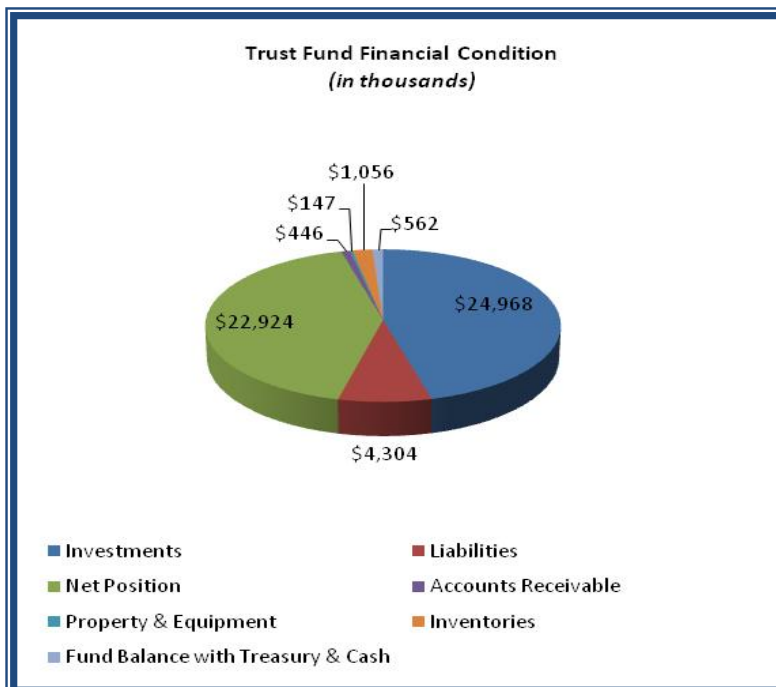
The National Archives Trust Fund (NATF) had a net income of \$3.8 million for fiscal year 2012 (FY12) compared to a net loss of \$294,000 for fiscal year 2011 (FY11). Key components to our positive results this year included:

(in thousands)	FY12	FY11
Operating revenue	\$ 16,152	\$ 15,044
Operating expense	<u>14,230</u>	<u>15,423</u>
Gain/(loss) from operations	1,922	(379)
Total investment and other income	933	965
Total other expense	500	516
Total gain/(loss) on investments	<u>1,475</u>	<u>(364)</u>
Net Income	<u>\$ 3,830</u>	<u>\$ (294)</u>

- \$530,000 (10.6%) increase in museum admissions income.
- Savings of \$1.2 million (7.8%) in overall operating expenses.
- \$464,000 in additional revenue from the sale of the 1940 Census data.
- \$439,000 (46%) increase in special event income.
- Investment returns rebounded from a loss of \$364,000 in FY11 to a gain of \$1.48 million in FY12.

Financial Condition

Improved operating results and investment returns increased our total assets by \$5.8 million in FY12. Liabilities grew by \$1.9 million impacted by an increase in deferred revenue. Net position increased from \$19.1 million to \$22.9 million. Our total net position of \$22.9 million is composed of \$20.3 million spread across 13 individual Presidential Library Trust Funds and \$2.6 million for all other NATF operations.

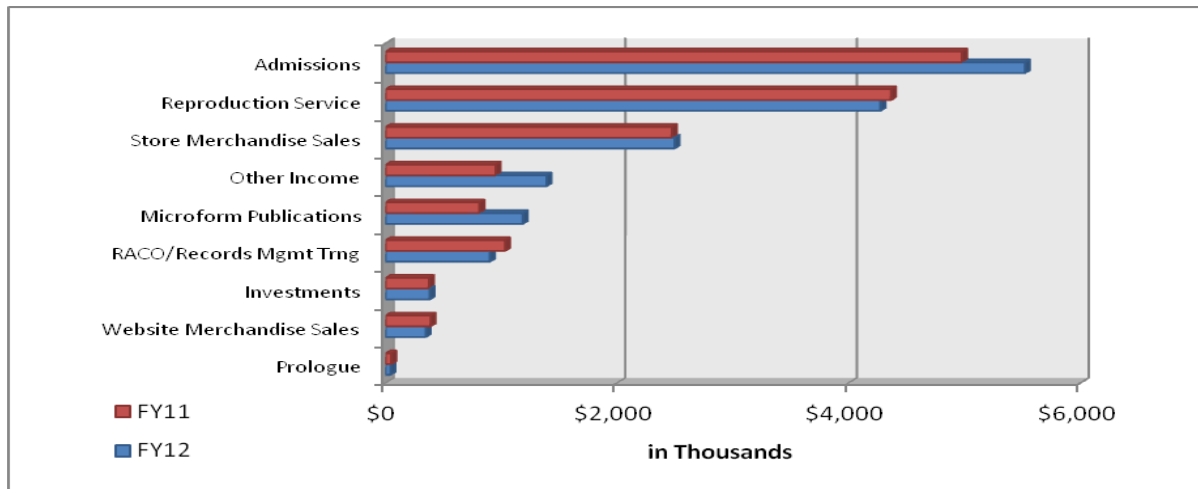


Trust Fund Activity

How We Did (continued)

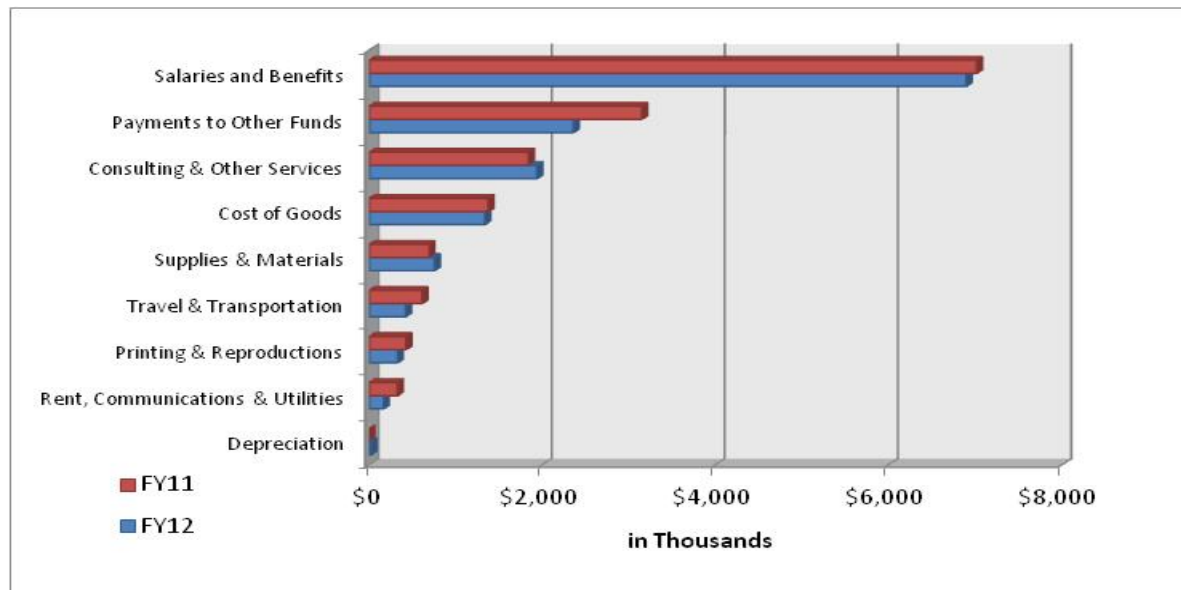
Operating and Investment Revenue

The NATF experienced an overall increase in revenue FY11 and FY12. The biggest increases occurred in Presidential Library admissions, other income (focusing mainly on the expansion of the Special Events program), and microform publications. Presidential Library admissions and reproductions service accounted for the majority of revenue earned.



Operating Expenses

The NATF operating expenses dropped by \$1.2 million between FY11 and FY12. Salaries and Benefits and Payments to Other Funds accounted for more than half of Trust Fund expenses.



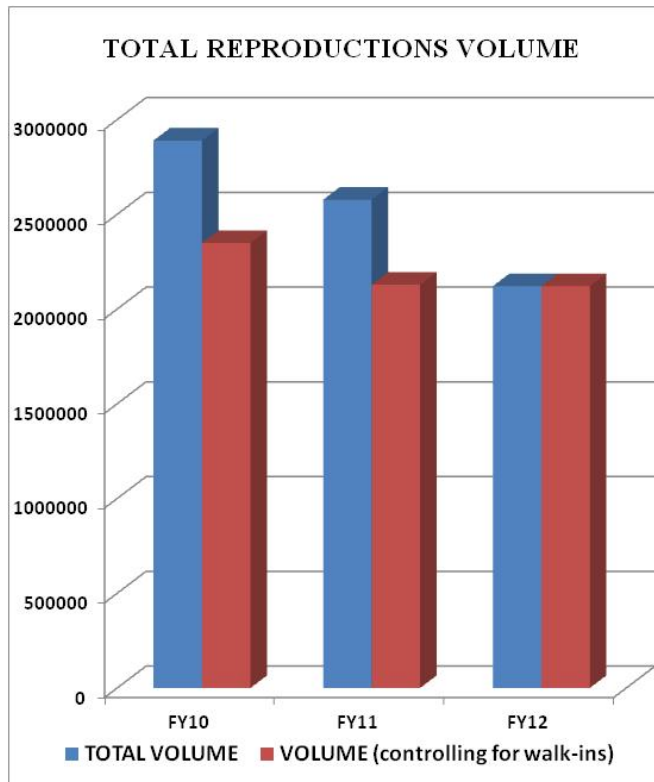
Trust Fund Activity

How We Did (continued)

Reproductions Volume

Trust Fund order volume decreased 18% from FY11 to FY12 and has decreased by 26% percent since FY10. The NATF expects volume to continue its decline but at a much more modest rate. This exacerbated drop is mostly due to:

- 1) the addition of NARA funded microform digitization machines that are free to the public;
- 2) the increasing number of customers that bring their own scanning equipment to the facilities; and
- 3) the cancellation of walk-in counter service for reference copies in the Records Centers. The cancellation of walk-in, per page counter service dramatically skewed volume data in relation to the Records Centers. The chart in the above left, reflects order volume, controlling for walk-in counter service for reference copies.



Reproduction volume numbers are shown in the table below (448,000 copies in FY11).

Products	FY10 Volume	FY11 Volume	Change (%)	FY12 Volume	Change (%)
Self-Service	1,587,000	1,436,000	-10%	1,418,000	-1%
NARA Made	619,740	546,580	-12%	590,550	8%
Form 80s	53,110	53,540	1%	45,860	-14%
Records Centers	572,440	492,330	-14%	23,128	-95%
Microform	9,400	8,310	-12%	6,640	-20%
Other	47,800	40,336	-16%	37,018	-8%

Investments

The combined Trust and Gift Fund investment balance at the end of the fiscal year was \$46.1 million consisting of \$31.6 million invested in securities held outside the U.S. Treasury and \$14.5 million invested in the U.S. Treasury. Total investment activity in FY12, including unrealized and realized gains and losses, and interest earned, was a gain of \$3.4 million. Trust Fund investments gained \$1.9 million for the Presidential libraries and \$2.4 million for other Trust Fund organizations. Gift Fund investments gained \$1.6 million for Presidential libraries and \$928 for other Gift Fund investments.

Trust Fund Activity

What We Did

Commercial Partnerships

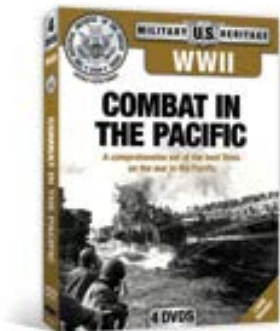
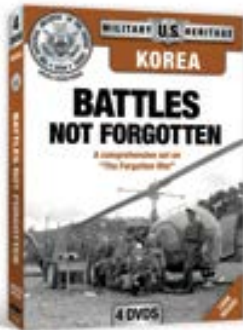
The Communications and Marketing Staff continued to develop and support partnership products designed to generate Trust Fund income and promote the holdings of the National Archives.

Topics Entertainment

- Royalty income was down by 50% and units sold down by 21% as compared to FY11 levels. The disparity between income and units is due to the release of more but smaller, less expensive DVD sets.
- The release of a record nine new products in Spring, three during the Summer, and four in Fall 2012, are expected to boost sales during the holiday buying season.
- A multimedia pack commemorating the 50th anniversary of the assassination of President John F. Kennedy is scheduled for release in early 2013. Featuring 4-5 hours of films and newsreels of the President's biography, family, inauguration, interviews, and groundbreaking speeches, the pack will also include a bonus CD of 100 JFK photographs from the holdings.

The New York Times Store

NARA entered into a partnership with The New York Times Store (NYT) to sell both high-end and moderately priced prints of materials from NARA holdings. More than 3,000 images are now available on the site at www.nytimes.com and the collection continues to grow. Creation of a new micro-site featuring images from a premier group of cultural institutions, with NARA serving as the flagship, is nearing completion.



Trust Fund Activity

What We Did (continued)

Records Management

In FY12, NARA trained over 3,900 individuals in records management policy and practices. The program also awarded 395 *Certificates in Federal Records Management Training*. Additionally, training personnel delivered multiple Virtual Classroom classes, including *Basic Records Operations* and *Vital Business Information*.

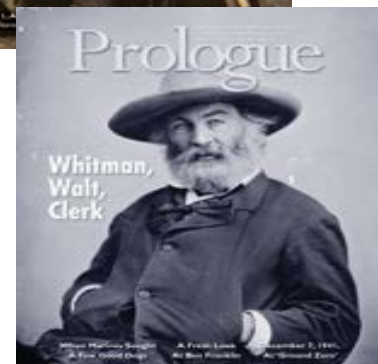
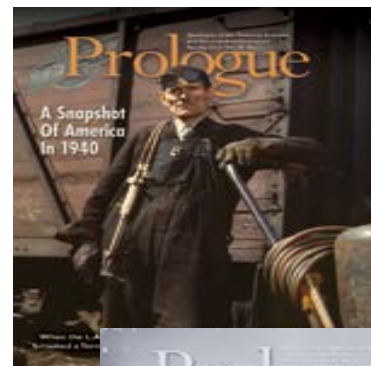
Work continued on a new course, *Managing the Lifecycle of National Security Information: A Course for Agency Records Management Officers and Security Specialists*. After a successful pilot in FY12, the class will become part of the curriculum in FY13.

In September 2012, approximately 300 attendees from the Federal Records Management community came to the National Archives 26th RACO, held in the Archives I McGowan Auditorium. The theme of the conference was *Developing a 21st Century Framework for Records Management*, and the content focused on the Presidential Directive (M-12-18) and the 2012 Archivist Achievement in Records Management award winners. The Archivist of the United States presented awards to the Department of State and the Department of Treasury.

Prologue: Quarterly of the National Archives and Records Administration

Prologue subscription levels were steady for FY12. National Archives eStore sales of subscriptions and issues continue to be a growing segment of orders. *Prologue* continues to sell subscriptions (131 new subscribers) and single copies (130) through the online retailer Zinio. Zinio allows readers to download the magazine onto personal computers or iPads.

- Winter 2011 – Featured a story on the discovery of thousands of documents written by Walt Whitman while he was a government clerk.
- Spring 2012 – Celebrated the opening of the 1940 census and commemorated the centennial of the sinking of the *Titanic*.
- Summer 2012 – Featured the exhibit “Attachments: Faces and Stories from America’s Gates” with an overview article and a feature on a Holocaust survivor profiled in the exhibit.
- Fall 2012 – Observed the 60th anniversary of the Cuban Missile Crisis with an article on the current exhibit *To the Brink*.



Trust Fund Activity

What We Did (continued)

Presidential Libraries

All 13 of the Presidential Libraries engage in Trust Fund activity. A synopsis of some of the activities are highlighted in this section.

Herbert Hoover

- Three temporary exhibits opened during this period including *A Fairy Tale Christmas, On My Honor I Will Try... 100 Years of Girl Scouts*, and *Creating the Legacy: Fifty Years of the Hoover Library-Museum*.
- During March and April, special programs emphasized women and African American history with a documentary film *Her Own Story: Ten Benton County Women*, and a program by Michelle Poe, education director, African American Museum of Iowa.
- The annual naturalization ceremony took place on September 24 with 76 candidates from 37 countries becoming American citizens.
- Events to celebrate the golden anniversary of the 1962 Hoover Library-Museum opening created opportunities for staff and the public to remember, reminisce, and share stories.
- A conference devoted to American foreign policy in the 1920s and 1930s entitled *Pivot Point* returned to a capacity audience.

Franklin D. Roosevelt

- New Permanent Exhibition: During FY12 FDR continued working on the plans/designs for the FDR Library's new permanent exhibition.
- In May, the Library opened a large new exhibition titled *The Roosevelts' Public Figures, Private Lives*. The largest photo exhibition ever assembled on the lives and public careers of Franklin and Eleanor Roosevelt.
- The Roosevelt Library's Wallace Center facilities were used by 8,107 participants of 109 programs and activities of partner/outside organizations in FY12. Some facility use events included:
 - The Art Institute of the Mill Street Loft in Poughkeepsie hosted its annual Regional Portfolio Day at the Wallace.
 - The Dutchess County Veteran's Association held its annual Veterans Appreciation Day on Saturday, November 5.
 - Catharine Street Community Center, the Roosevelt Institute, and the Roosevelt Library held the 21st annual Martin Luther King, Jr. Dinner and Roundtable Discussion on January 19.
 - On Sunday, May 6, the Town of Hyde Park Historical Society held the *Eleanor Roosevelt Knit-In*.

Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Harry S. Truman

- The major temporary exhibit in FY12 was *Tracing the Trumans: An American Story*. It explored the ancestors of Harry and Bess Truman who came to Missouri.
- The Library had two popular speakers in February. Mary Eisenhower, granddaughter of former President Eisenhower, was the keynote speaker in the Library's annual celebration of Former First Lady Bess Wallace Truman's birthday. Just a short week later, the Library hosted former Secretary of Defense Donald Rumsfeld for a program. A book signing and reception took place immediately following the program, where 67 copies of his book were sold.
- The Library launched an *Eisenhower Truman 2012* presidential campaign during FY12. In addition to news releases, programs, a web site, and a Twitter account, both Libraries also carried a full line of campaign merchandise.



Dwight D. Eisenhower

- *Eisenhower: Agent of Change* temporary exhibit highlighting the 50th anniversary of the Eisenhower administration continued and ran through January 29, 2012. It was the largest-ever temporary exhibit (produced entirely in-house) at the Library, nearly 5000 square feet.
- The traveling exhibit *Elvis at 21, Photographs by Alfred Wertheimer* was on display April 7 through July 1, 2012, in the Museum temporary gallery. Elvis Tribute Artist Joseph Hall's performance was enjoyed by 1,000 guests.
- The 13th annual Constitution Day School Program was held on September 14 this year with an audience of approximately 260 students. Students entertained the crowd with an inspiring musical number, *We the People*, and then lined up to sign a facsimile of the United States Constitution with plumed pens.
- The highly acclaimed Salina Symphony performed an outdoor D-Day commemorative concert at the Eisenhower Presidential Library and Museum.
- The Girl Scouts of Kansas Heartland collaborated with the Eisenhower Library to celebrate the centennial of the Girl Scouts. Following the celebration, the new exhibit, *Something for the Girls: Celebrating 100 Years*, was officially opened to the public.



Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

John F. Kennedy

- Over 40,000 people of all ages participated in the department's on-site programs. The Library's history and civic education offerings served more than 15,000 young people, with approximately 8,500 of these students having participated in in-depth history programming for elementary, middle and high school audiences.
- Civic education programs included *Setting National Priorities: A Federal Budget Simulation Program* in which 902 students from across the region partnered with peers from other schools, and acted as economic advisors to the president by formulating a spending plan for national discretionary funds.
- The Library provided professional development programs for 581 teachers, some of whom spent two weeks at the Library participating in *Knowledge and Power: The Impact of "Intelligence" on American Political Life and Culture, Past and Present*, the annual American Studies Institute seminar co-presented with the University of Massachusetts.
- *To the Brink: JFK and the Cuban Missile Crisis*: This exhibit entered into its final production phase: the exhibit text was finalized, the exhibit publication went to press, the O'Brien Gallery was prepared for the installation, and the multimedia pieces produced by Northern Light Productions are near completion.

Richard M. Nixon

- This year marked the 40th anniversary of President Nixon's historic trip to China. To mark the opening of a dialogue between the two nations, the Library presented a temporary exhibit showing photographs and documents from the February 1972 trip.
- The Library opened in June *On the Campaign Trail: Presidential Campaigns from 1789 to Present*. Trust Fund support allowed for building and paint preparation of walls, textile conservation, and mounting of items on display.
- The Trust Fund also supported the Library's annual holiday exhibit which featured an extensive model train display in our Special Exhibits Gallery and a display of Lego trains in our Great Hall. A favorite with children and adults, our holiday trains exhibit helped the Library's overall attendance to increase from the previous year.
- The Library also used Trust Funds to update critical areas of our permanent galleries. Staff members updated the players for the so-called "Checkers" speech and a video clip in our Vietnam War exhibit. The Vietnam War exhibit was also refurbished. The adjunct exhibition *Keepsakes* was also reconditioned.



Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Gerald Ford

- FY12 opened with *Ben Franklin: In Search of a Better World*, a 4,000 square foot traveling exhibit from the Minnesota Historical Society. The display featured many scientific, literary, political and social contributions of this influential Founding Father.
- The biggest attendance draw for the Ford Museum annually for the past four years has been *ArtPrize*, the world's biggest art competition with over \$500,000 distributed to favorites. 195,000 people came in our doors to see the works of art. The Ford Museum had 14 artists in the top 100, ten in the top 50, five in the top 25, and one in the top 10.
- There were a number of notable speakers and programs for the year.
 - Former Secretary of State James Baker spoke on October 30.
 - General Brent Scowcroft spoke on the eve of President Ford's 99th birthday.
 - Margaret Hoover, Clifton Truman Daniel and Susan Ford Bales were part of a panel discussion on what it is like to be the offspring of the president on April 26.



Jimmy Carter

- The *George Washington Carver* exhibition opened on January 14. The *Carver* exhibition was content-rich and had great educational potential with a re-creation of Carver's Jesup Wagon, his laboratory, and personal items.
- The *Industrial Scars Photographs* by J Henry Fair exhibition opened on July 14. On September 6, J Henry Fair came for a public program about the exhibition during which he gave a gallery talk, made a presentation, and signed copies of his book.
- 11,075 students from 211 schools and day camps visited the museum during the year. 1,847 students participated in special programs.
- The Library hosted a group of 36 teachers for a lecture by Albany Law School Professor Paul Finkelman as part of the Teaching American History Grant collaboration between DeKalb County schools and Georgia State University.



Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Ronald Reagan

- The new galleries continued to draw visitors from across the nation to view not only the permanent museum galleries but also an aggressive schedule of innovative exhibits installed in the museum's temporary galleries:
 - *Start your Engines: American Race Cars at the Reagan Library.*
 - *Gulag Paintings at the Reagan Library: The Art of Nikolai Getman.*
 - *D23 Presents: Treasures from the Walt Disney Archives.*
 - The 12,000 square foot Disney Treasures exhibit is the largest temporary exhibit ever staged at the Library.
- Reagan Library educators are expecting to increase Jelly Bean Game (an online game played by visitors to the museum via iPod) participation in the fall by 50% for the upcoming school year. Numerous Jelly Bean Game based tours have already been scheduled for this current school year.
- The Reagan Library has entered into a partnership with the *California History Project*, to develop investigative document-based lesson plans on the topic of the Cold War.

George H. W. Bush

- On October 30th, the Library celebrated Halloween with its 4th annual *Night at the Museum* event. Each year, the event grows in scope and quality; this year we added an outdoor carnival, complete with bounce houses, games, face painting, balloon animals and a dunk tank. Trick-or-treaters roamed through the museum and collected over 22,000 pieces of candy.
- The Education Specialist activities were the weeklong 2012 *Exploring History Summer Camps, Presidential Elections and Democracy: Caucuses, Candidates and Campaigns*. For five weeks the excellent week-long camps focused on fun learning adventures.



William J. Clinton

- The Library hosted new temporary exhibits this past year. Exhibits included:
 - *Play Ball! The St. Louis Cardinals, Art of the Brick.*
 - The *Play Ball!* exhibit was the result of a unique collaboration between the Library and the St. Louis Cardinals.
 - *100 Years of the Girl Scouts.*
 - *Abraham Lincoln: Self Made in America.*



Trust Fund Activity

What We Did (continued)

Modern Archives Institute

The Modern Archives Institute: *Introduction to Modern Archives Administration* course is now in its 7th decade. The 2-week program provides an introduction to archival principles and techniques for individuals who work with personal papers, as well as those who work with the records of public and private institutions and organizations. The program is intended to help archivists acquire basic knowledge about caring for archival materials and making them available. Most sessions take place at the National Archives Building in Washington, DC, and at the National Archives at College Park. Students spend one day of each Institute at the Library of Congress, attending lectures and taking tours. Fees collected from participants in the fiscal year 2012 sessions amounted to approximately \$49,000.

Federal Records Centers Program

During FY12, the Federal Records Centers Program conducted a pilot at its Fort Worth facility that permitted public researchers to request court records by docket number or specific case, rather than requesting either the entire case file or docket sheet. Pilot participants in Fort Worth search through the records and copy specific documents out of the case based on the docket number or other finding aide provided. Researchers that have used the docket number search activity have been pleased with the results.

Research Services

New Copiers/Scanners and Copy Card System

In FY12 the Trust Fund replaced all the copiers in the Washington, DC area with new copier/scanners. The new copier/scanners provide researchers the ability to create digitized copies of reproductions. These digitized reproductions are saved onto USB drives. The Trust Fund had USB drives created to sell to researchers who need them.



In addition, the Trust Fund implemented a new copy card system, which utilizes the existing Research Card system and allows customers the ability to add value to their card, check balances and activity, and other services on-line.

Trust Fund Activity

What We Did (continued)

Research Services (continued)

1940 Census

The Trust Fund, in response to customers with large data requirements, sold the 1940 Census data on hard-drive arrays. During FY12, the Trust Fund had sales of \$654,000 in 1940 Census data. As part of a joint initiative between NARA and FamilySearch (a non-profit organization), a digitized copy of the 1940 Census data (valued at \$190,000) was given to Family Search in exchange for a name index of the 1940 Census data. This reduced net sales to \$464,000.

Customers who pre-ordered the entire digitized set of the 1940 Census had the option to pick up the hard-drive arrays at the National Archives Building at College Park, MD at 12:01 AM April 2, 2012. Three customers picked-up the data in person from Trust Fund staff.



Special Events

The Special Events office hosted several daytime and evening private events, providing more than 20,000 guests an opportunity to visit the National Archives in a private setting. Some of these events included Maryland Day (9,763 guests), Hispanic Association of Colleges and University (HACU), NATO, 4th of July at the National Archives, Bipartisan Policy Center Dinner, Former Members of Congress Dinner, Naturalization Ceremony, 225th U.S. Constitution Birthday and Meeting of the Presiding Officers of G8 Reception and Dinner with the Speaker of the House.

Iraqi Jewish Archives

In FY12, the third and final phase of preserving what has come to be called the Iraqi Jewish Archive (IJA) began. The IJA is comprised of materials pertaining to the Jewish community of Baghdad. Twelve staff have been hired to carry out the project that is funded by the Department of State. The total number of items in the IJA is 3,846. By the end of FY12 over 1,178 IJA items had been sent to the conservation lab to begin analysis, treatment, and re-housing.

By the end of FY12, 22,644 unique finalized files had been created and 11,443 were in progress. All descriptive information is embedded in the electronic image file in both English and Arabic.

Monies provided by the Department of State to the Trust Fund for the IJA are \$3.0 million. For FY12 the installment was \$1.1 million. This project is being done at cost to the Trust Fund, no profit is generated.



Trust Fund Activity

Financial Statements

Trust Fund

Statements of Operations

For the Fiscal Years Ended September 30

	2012			2011		
	Presidential Libraries	National Archives Trust	Total	Presidential Libraries	National Archives Trust	Total
Operating income:						
Reproduction service	\$ 278,480	\$ 4,016,577	\$ 4,295,057	\$ 273,706	\$ 4,090,061	\$ 4,363,767
Microform publications	-	1,184,020	1,184,020	-	810,601	810,601
Store merchandise sales	2,446,694	26,261	2,472,954	2,451,270	7,897	2,459,167
Website merchandise sales	271,115	75,675	346,790	278,137	110,352	388,490
Prologue magazine	-	41,787	41,787	-	49,849	49,849
Admissions	5,520,958	-	5,520,958	4,990,410	-	4,990,410
Records Management training	-	900,718	900,718	-	1,031,349	1,031,349
Miscellaneous sales	761,177	628,340	1,389,517	523,418	426,823	950,241
Total operating income	9,278,424	6,873,377	16,151,800	8,516,941	6,526,932	15,043,873
Operating expenses:						
Cost of goods	1,212,148	123,625	1,335,773	1,248,049	127,973	1,376,021
Salaries	3,752,502	1,533,966	5,286,468	4,098,602	1,353,473	5,452,075
Benefits	1,116,635	491,994	1,608,629	1,142,263	423,055	1,565,317
Travel and transportation	203,766	219,230	422,997	173,786	437,361	611,147
Rent, communication & utilities	67,432	98,543	165,975	96,283	230,697	326,980
Printing & reproduction	162,833	164,764	327,597	252,529	173,765	426,294
Consulting & other services	866,871	1,072,324	1,939,194	792,102	1,047,690	1,839,792
Payments to other agencies/funds	171,468	2,188,533	2,360,001	167,496	2,982,484	3,149,980
Supplies & equipment	289,055	465,865	754,920	381,531	311,759	693,290
Depreciation	-	22,271	22,271	-	-	-
Funded leave	(1,139)	6,991	5,852	(8,264)	(9,485)	(17,749)
Total operating expenses	7,841,571	6,388,107	14,229,678	8,344,376	7,078,771	15,423,147
Income (loss) from operations	1,436,853	485,269	1,922,123	172,565	(551,839)	(379,274)
Total investment and other income	458,446	474,756	933,202	465,198	500,080	965,278
Total other expenses	(796)	500,316	499,519	3,445	512,241	515,686
Total gain (loss) on investments	1,474,490	-	1,474,490	(364,232)	-	(364,232)
Excess (Shortage) of revenues over expenses	3,370,585	459,710	3,830,295	270,085	(564,000)	(293,915)
Net position, beginning of year	16,934,700	2,158,951	19,093,652	16,664,615	2,722,952	19,387,567
Net position, end of year	\$ 20,305,285	\$ 2,618,661	\$ 22,923,947	\$ 16,934,700	\$ 2,158,951	\$ 19,093,652

Trust Fund Activity

Financial Statements (continued)

Trust Fund

Balance Sheets

For the Fiscal Years Ended September 30

	2012			2011		
	Presidential Libraries	National Archives Trust	Total	Presidential Libraries	National Archives Trust	Total
<i>Assets</i>						
<i>Current assets:</i>						
Cash in U.S. Treasury	\$ 252,877	\$ 308,746	\$ 561,623	\$ 273,423	\$ 271,021	\$ 544,444
Imprest funds	46,520	5,040	51,560	48,520	6,220	54,740
Accounts receivable, net of allowance	358,162	88,328	446,490	89,880	231,334	321,214
<i>Investments:</i>						
Short-term	4,131,509	5,044,229	9,175,738	3,139,735	3,112,168	6,251,903
Long-term	15,790,678	-	15,790,678	13,236,236	-	13,236,236
Inventories, net of reserve for obsolescence	972,799	82,763	1,055,562	901,087	127,642	1,028,729
Total current assets	21,552,545	5,529,106	27,081,651	17,688,881	3,748,385	21,437,266
<i>Non-current assets:</i>						
Property and equipment, net of accumulated depreciation	-	146,758	146,758	-	-	-
Total assets	21,552,545	5,675,864	27,228,409	17,688,881	3,748,385	21,437,266
<i>Liabilities</i>						
Accounts payable	919,186	162,345	1,081,531	415,912	356,570	772,482
Accrued payroll	321,354	159,328	480,682	330,614	139,810	470,424
FECA	6,720	448,745	455,465	7,656	441,061	448,717
Deferred revenue	-	2,286,785	2,286,785	-	651,991	651,991
Total liabilities	1,247,260	3,057,203	4,304,463	754,182	1,589,432	2,343,614
Net Position						
Cumulative results of operations	20,305,285	2,618,661	22,923,947	16,934,700	2,158,951	19,093,652
Total liabilities and net position	\$ 21,552,545	\$ 5,675,864	\$ 27,228,410	\$ 17,688,882	\$ 3,748,383	\$ 21,437,266

Trust Fund Activity

Financial Statements (continued)

Schedules of Changes in Working Capital

	<i>Effect on Working Capital</i>	
	2012	2011
<i>Current assets:</i>		
Cash in U.S. Treasury	\$ 17,179	\$ (25,550)
Imprest funds	(3,180)	1,545
Accounts receivable	125,276	(33,960)
Investments	5,478,277	312,733
Inventories	26,833	66
<i>Current liabilities:</i>		
Accounts payable	(309,049)	(229,323)
Accrued payroll	(10,258)	274,796
FECA	(6,748)	19,480
Deferred revenue	(1,634,794)	(613,702)
Increase (decrease) in working capital	<u>\$ 3,683,536</u>	<u>\$ (293,915)</u>

Statements of Changes in Financial Condition

	<i>For the Fiscal Years Ended September 30</i>	
	2012	2011
<i>Sources of working capital:</i>		
From operations:		
Net income (loss)	\$ 3,830,295	\$ (293,915)
Items not affecting working capital:		
Depreciation	22,271	-
Working capital inflow (outflow) from operations	<u>3,852,565</u>	<u>(293,915)</u>
<i>Uses of working capital:</i>		
Purchase of operational assets	169,029	-
Total working capital used for all purposes	169,029	-
Increase (decrease) in working capital	<u>\$ 3,683,536</u>	<u>\$ (293,915)</u>

Trust Fund Activity

Financial Statements (continued)

Trust Fund Notes to Financial Statements and Explanations of Significant Accounting Policies

These financial statements are derived from the financial records maintained by the Bureau of Public Debt on behalf of the NATF and from the financial statements for FY12 audited by Cotton & Company, LLP. The audited financial statements are provided separately to the NATF Board.

Revenue: Revenue is derived from the sale of publications, reproductions of records, self-service electrostatic copies, store merchandise sales, website merchandise sales, Records Administration Conferences and Records Management Training, Presidential library museum admissions and events, and investment income. Revenues are recorded on an accrual basis.

Investment Valuation: Investments in Federal securities are made daily and are reported at cost. The National Archives also employs the use of a third party capital management firm to monitor and manage the endowments, received pursuant to Title 44 U.S.C. section 2112, for the George H. W. Bush Library and Clinton Library. The purpose of the endowment is to provide income to offset the operations and maintenance costs of the corresponding Presidential library. Each endowment is reflected as a separate investment account. The National Archives continues to exercise its authority under Title 44 U.S.C. section 2306, to invest funds for the Presidential libraries with a third party investment firm, The Vanguard Group. All third party investments are recorded at fair value and interest income earned is recognized on a monthly basis.

Inventory Valuation: Inventories which consist of merchandise held for sale are valued at cost, determined using an average cost method. Physical inventory counts, taken at all locations, are performed each fiscal year and appropriate adjustments are made. Inventories of supplies are expensed at the time of receipt.

Property and Equipment Valuation and Depreciation: Fixed assets are shown at original acquisition cost less accumulated depreciation. The capitalized cost of these assets is allocated over the estimated useful life by the straight-line method.

Deferred Revenue: The current liability for deferred revenue represents advance payments for products and services that are to be furnished within a year.

Trust Fund Activity

Financial Statements (continued)

TF Presidential Libraries Statements of Operations

For the Fiscal Year Ended September 30

	Hoover	Roosevelt	Truman	Eisenhower	Kennedy	Johnson	Nixon
Operating income:							
Reproduction service	\$ 8,263	\$ 19,011	\$ 8,399	\$ 19,842	\$ 61,264	\$ 11,449	\$ 27,456
Store merchandise sales	101,088	443,218	222,564	192,045	1,123,912	-	-
Website merchandise sales	-	11,529	8,298	-	243,864	-	-
Admissions	69,336	291,849	349,152	262,860	1,586,129	-	286,020
Miscellaneous sales	122	33,242	7,861	10,602	622,668	12,863	-
Total operating income	178,809	798,850	596,273	485,349	3,637,836	24,312	313,477
Operating expenses:							
Cost of goods	50,266	218,621	95,970	90,547	600,059	-	-
Salaries	78,215	312,795	169,806	203,698	1,349,087	70,711	-
Benefits	26,039	95,309	61,500	76,628	386,161	18,622	-
Travel and transportation	3,096	13,072	19,276	6,333	110,992	1,199	11,088
Rent, communication & utilities	701	3,078	26,433	1,721	26,570	-	155
Printing & reproduction	355	3,538	36,035	-	31,216	-	(434)
Consulting & other services	4,141	8,857	83,947	2,019	446,333	115	56,915
Payments to other agencies/funds	4,000	17,400	16,400	30,834	34,603	3,000	5,290
Supplies & equipment	7,083	8,799	40,719	12,183	132,706	459	11,991
Funded leave	1,168	3,415	(3,231)	(1,817)	4,292	(100)	-
Total operating expenses	175,064	684,883	546,854	422,146	3,122,021	94,006	85,004
Income (loss) from operations	3,744	113,967	49,419	63,204	515,816	(69,694)	228,472
Total investment and other income	6,498	26,599	12,993	145	161,899	92,680	(4,428)
Total other expenses	-	212	-	-	426	-	8
Total gain (loss) on investments	17,978	122,867	55,513	-	733,880	38,861	-
Excess (Shortage) of revenues over expenses	28,220	263,222	117,926	63,349	1,411,169	61,847	224,036
Net position, beginning of year	453,025	1,755,681	723,584	313,729	6,520,029	462,285	242,940
Net position, end of year	\$ 481,245	\$ 2,018,903	\$ 841,509	\$ 377,078	\$ 7,931,198	\$ 524,132	\$ 466,976

	Ford	Carter	Reagan	Bush41	Clinton	Bush43	TOTAL
Operating income:							
Reproduction service	\$ 18,663	\$ 4,840	\$ 59,391	\$ 26,454	\$ 6,952	\$ 6,496	\$ 278,480
Store merchandise sales	199,487	152,881	11,499	-	-	-	2,446,694
Website merchandise sales	3,228	4,196	-	-	-	-	271,115
Admissions	243,771	192,165	1,498,647	289,362	451,668	-	5,520,958
Miscellaneous sales	63,924	-	5,243	4,004	649	-	761,177
Total operating income	529,073	354,081	1,574,780	319,819	459,268	6,496	9,278,424
Operating expenses:							
Cost of goods	86,035	70,650	-	-	-	-	1,212,148
Salaries	171,723	135,505	731,386	216,709	312,867	-	3,752,502
Benefits	47,029	51,069	186,388	64,842	103,049	-	1,116,635
Travel and transportation	11,678	7,566	12,101	1,935	5,431	-	203,766
Rent, communication & utilities	2,890	766	4,056	1,063	-	-	67,432
Printing & reproduction	20,539	29,593	20,251	15,306	6,435	-	162,833
Consulting & other services	35,869	24,742	175,756	13,563	14,614	-	866,871
Payments to other agencies/funds	12,400	11,540	19,000	8,000	9,000	-	171,468
Supplies & equipment	22,269	6,873	31,537	2,612	11,823	-	289,055
Funded leave	(450)	1,769	(3,712)	(4,572)	2,100	-	(1,139)
Total operating expenses	409,982	340,072	1,176,763	319,458	465,318	-	7,841,571
Income (loss) from operations	119,091	14,009	398,017	362	(6,050)	6,496	1,436,853
Total investment and other income	21,936	65	51,038	11,162	77,858	-	458,446
Total other expenses	-	-	(1,442)	-	-	-	(796)
Total gain (loss) on investments	75,715	-	118,208	45,818	265,649	-	1,474,490
Excess (Shortage) of revenues over expenses	216,742	14,074	568,705	57,342	337,458	6,496	3,370,585
Net position, beginning of year	1,015,861	226,858	1,662,736	499,428	3,048,238	8,812	16,934,700
Net position, end of year	\$ 1,232,603	\$ 240,932	\$ 2,231,441	\$ 556,769	\$ 3,385,696	\$ 15,308	\$ 20,305,285

Trust Fund Activity

Financial Statements (continued)

Presidential Libraries

Balance Sheets

For the Fiscal Years Ended September 30

	Hoover	Roosevelt	Truman	Eisenhower	Kennedy	Johnson	Nixon
Assets							
Current assets:							
Cash in U.S. Treasury	\$ 10,158	\$ 40,182	\$ 14,590	\$ 19,263	\$ 26,645	\$ 10,217	\$ 26,846
Imprest funds	950	3,000	4,000	1,900	10,000	-	-
Accounts receivable, net of allowance	-	44,504	820	-	300,429	-	-
Investments:							
Short-term	167,838	658,374	240,240	316,601	437,202	168,806	440,483
Long-term	265,212	1,118,072	526,991	-	6,986,373	347,661	
Inventories, net of reserve for obsolescence	54,095	193,122	98,830	57,900	379,577	-	1,044
Total assets	498,253	2,057,254	885,471	395,664	8,140,226	526,684	468,373
Liabilities							
Accounts payable	108	864	27,249	3,397	86,691	107	1,396
Accrued payroll	16,900	31,279	16,713	15,189	121,825	2,445	-
FECA	-	6,208	-	-	512	-	-
Total liabilities	17,008	38,351	43,962	18,586	209,028	2,552	1,396
Net Position							
Cumulative results of operations	481,245	2,018,903	841,509	377,078	7,931,198	524,132	466,977
Total liabilities and net position	\$ 498,253	\$ 2,057,254	\$ 885,471	\$ 395,664	\$ 8,140,226	\$ 526,684	\$ 468,373

	Ford	Carter	Reagan	Bush41	Clinton	Bush43	TOTAL
Assets							
Current assets:							
Cash in U.S. Treasury	\$ 19,178	\$ 7,256	\$ 45,043	\$ 6,122	\$ 7,805	\$ 18,077	\$ 252,877
Imprest funds	6,020	3,000	10,000	2,650	5,000	-	46,520
Accounts receivable, net of allowance	6,268	2,279	-	-	3,862	-	358,162
Investments:							
Short-term	315,219	120,415	737,794	101,903	129,403	297,231	4,131,509
Long-term	858,671	-	1,951,770	450,357	3,285,571	-	15,790,678
Inventories, net of reserve for obsolescence	62,538	120,018	5,082	-	593	-	972,799
Total assets	1,267,894	252,968	2,749,689	561,032	3,432,234	315,308	21,552,545
Liabilities							
Accounts payable	18,616	100	456,008	4,903	19,747	300,000	919,186
Accrued payroll	16,674	11,936	52,291	9,310	26,792	-	321,354
FECA	-	-	-	-	-	-	6,720
Total liabilities	35,290	12,036	508,299	14,213	46,539	300,000	1,247,260
Net Position							
Cumulative results of operations	1,232,604	240,932	2,241,390	546,819	3,385,695	15,308	20,305,285
Total liabilities and net position	\$ 1,267,894	\$ 252,968	\$ 2,749,689	\$ 561,032	\$ 3,432,234	\$ 315,308	\$ 21,552,545

Gift Fund Activity

Snapshot of Donations

Overview

The Gift Fund is administered by the National Archives Trust Fund Board and accepts, receives, holds, and administers, in accordance with the terms of the donor, gifts or bequests of money, securities, or other personal property for the benefit of National Archives activities. In FY12, new donations of more than \$5.4 million were received.

Presidential Libraries

Total donations to the Presidential libraries amounted to more than \$433,000. The Herbert Hoover Foundation provided \$70,000 for educational supplies for temporary exhibits and for advertising. The Eisenhower Library accepted \$35,000 from the Jeffcoat Memorial to fund upcoming educational and public programs. The Johnson Library and Museum accepted more than \$103,000 from the LBJ Foundation for Labor Grants funding for one full-time equivalent permanent position and one term position at the Library. The Kennedy Library received \$93,144 from architects working on the construction of the neighboring Edward M Kennedy Institute for the Study of The U. S. Senate for environmental assessment and parking lot improvements at Columbia Point.

General, Cultural, and Archival Gifts

The General, Cultural, and Archival Gift Fund received more than \$4.9 million in donations during the year. The Foundation for the National Archives donated more than \$4.8 million to fund the renovation of Archives I for the National Archives Experience.

Office of Research Services

The Office of Research Services received more than \$16,000 in donations in support of the activities of the research archives system.

The National Archives at Philadelphia and Atlanta used Gift Fund money in 2012 in support of educational and public programming activities, including a National History Day celebration held in June.

Gift Fund Activity

List of Donors

Project and/or Donor		Project and/or Donor	
<u>Presidential Libraries</u>		<u>General, Cultural, & Archival</u>	
	<u>Amount</u>		<u>Amount</u>
<u>Hoover Library</u>		Foundation for the National Archives	
Herbert Hoover Foundation	\$70,000	Miscellaneous	\$4,881,519
Herbert Hoover Library Association	\$26,410	National Film Preservation Foundation	\$27,979
State Historical Society, Inc.	\$9,000	Washington County School District	\$3,500
Miscellaneous	\$4,365	Durham Museum	\$1,488
<u>Roosevelt Library</u>		Chicago Metro History Education Center	
Franklin and Eleanor Roosevelt Institute (non-cash)	\$5,807	Rockford Board of Education	\$977
Miscellaneous	\$841	Canadian War Museum	\$750
<u>Truman Library</u>		St. Louis Board of Education	
Miscellaneous	\$2,514	Gilder Lehrman Institute	\$750
<u>Eisenhower Library</u>		Region VIII Education Service Center	
Jeffcoat Memorial	\$35,000	Thomas Jefferson Foundation	\$587
Miscellaneous	\$8,011	ISLIP Public Library	\$517
City of Abilene CVB	\$2,000	National Constitution Center	\$284
Maurice and Madeline Lucky	\$2,000	Disney Worldwide Services	\$224
Abilene Arts Council	\$1,000	Jackdaw Publications	\$145
Dwight D Eisenhower Foundation	\$978		\$125
		Sub-Total General, Cultural, & Archival	\$4,919,100
<u>Kennedy Library</u>		<u>Office of Research Services</u>	
Joslin, Lesser & Associates, Inc.	\$93,144	School District of Philadelphia	\$5,000
Miscellaneous	\$9,907	Ancestry.com	\$2,000
<u>Johnson Library</u>		Fayette County Board of Education	
Lyndon B. Johnson Foundation	\$103,227	Pogo Pictures	\$1,500
Miscellaneous	\$11,403	The National Society of the Colonial Dames of America	\$1,360
Karga 7 Productions	\$1,571	Vision Tutoring	\$1,000
Chaparral Energy, LLC	\$244	City of Philadelphia	\$800
<u>Nixon Library</u>		AARP Georgia	
Nixon Foundation	\$6,190	Franklin Institute	\$600
The Bernard W Nussbaum Family Foundation	\$3,000	Greater Philadelphia Tourism Marketing Corp.	\$500
Mr. and Mrs. Michael Conway	\$3,000	Kinship Care Resource Center, Clayton County Senior Services	\$500
Mr. and Mrs. Evan Davis	\$3,000	Lagenia Mitchell-Smith	\$500
Mr. and Mrs. Richard Gill	\$3,000	Georgia Genealogical Society	\$425
Robert Sack, JT	\$3,000	Donna Sharer	\$262
Miscellaneous #	-\$14,681	Eleanor Nunan	\$250
<u>Ford Library</u>		Azavec Inc	
Gerald R. Ford Foundation	\$7,929	Roberta Bernstein	\$200
Miscellaneous	\$2,171	Michael King, Esq	\$200
<u>Carter Library</u>		Georgia Association of Professional Genealogist	
Miscellaneous	\$1,336	Ann Koopman	\$75
<u>Reagan Library</u>		Board Street Review	
Miscellaneous	\$2,602		\$53
		Sub-Total Office of Research Services	\$16,375
<u>Bush Library</u>			
Jansing Cook Foundation	\$9,866		
George Bush Presidential Library Foundation	\$8,805	Grand Total of Donations	\$5,369,038
Miscellaneous	\$5,218		
Trustees of the Joseph H Thompson Fund	\$1,000		
<u>George W Bush Library</u>		#- Amount shown represents a correction of prior year	
Miscellaneous	\$705		
Sub-Total Presidential Libraries	\$433,563		

Gift Fund Activity

Financial Statements

Gift Fund

Statements of Operations

For the Fiscal Years Ended September 30

	2012				2011	
	Presidential Libraries		Other		Total	Total
	Unconditional	Conditional	Unconditional	Conditional		
Revenues:						
Grants and donations	\$ 305,248	\$ 122,508	\$ 57,980	\$ 4,877,495	\$ 5,363,230	\$ 1,049,420
Expenses:						
Travel	59,099	10,995	26,051	14,182	110,327	103,152
Printing	18,151	-	509	-	18,660	5,739
Other services	97,344	21,402	52,615	146,585	317,946	258,596
Supplies	65,857	32,845	20,305	(47)	118,959	106,152
Equipment	51,014	112,995	-	2,592,540	2,756,550	119,494
Other interest expense	-	-	-	-	-	6
Total expenses	<u>291,465</u>	<u>178,237</u>	<u>99,480</u>	<u>2,753,261</u>	<u>3,322,443</u>	<u>593,139</u>
Income (loss) from operations	<u>13,783</u>	<u>(55,729)</u>	<u>(41,500)</u>	<u>2,124,234</u>	<u>2,040,787</u>	<u>456,281</u>
Total other income (expense)	(23,352)	(15,706)	474	454	(38,130)	(102,220)
Total gain (loss) on investments	<u>237,233</u>	<u>774,718</u>	<u>-</u>	<u>-</u>	<u>1,011,951</u>	<u>(180,124)</u>
Excess (Shortage) of revenues over expenses	227,664	703,283	(41,026)	2,124,688	3,014,608	173,937
Net position, beginning of year	<u>3,220,327</u>	<u>13,011,619</u>	<u>457,128</u>	<u>1,058,365</u>	<u>17,747,438</u>	<u>17,573,501</u>
Net position, end of year	<u>\$ 3,447,991</u>	<u>\$ 13,714,902</u>	<u>\$ 416,101</u>	<u>\$ 3,183,053</u>	<u>\$ 20,762,047</u>	<u>\$ 17,747,438</u>

Gift Fund

Balance Sheets

For the Fiscal Years Ended September 30

	2012	2011
Assets		
Cash in U.S. Treasury	\$ 100,983	\$ 102,676
Accounts receivable	-	-
Investments		
Federal	5,349,206	2,951,698
Non-Federal	<u>15,767,401</u>	<u>14,717,414</u>
Total assets	<u>\$ 21,217,590</u>	<u>\$ 17,771,788</u>
Liabilities		
Accounts payable	455,543	24,350
Total liabilities	455,543	24,350
Net Position		
Cumulative results of operations	<u>20,762,047</u>	<u>17,747,438</u>
Total liabilities and net position	<u>\$ 21,217,590</u>	<u>\$ 17,771,788</u>

Gift Fund Activity

Financial Statements (continued)

Schedules of Changes in Working Capital

	<i>Effect on Working Capital</i>	
	2012	2011
Current assets:		
Cash in U.S. Treasury	\$ (1,693)	\$ (98,480)
Accounts receivable	-	-
Investments	3,447,495	36,572
Current liabilities:		
Accounts payable	<u>(431,193)</u>	<u>235,845</u>
Increase (decrease) in working capital	<u>\$ 3,014,609</u>	<u>\$ 173,937</u>

Statements of Changes in Financial Condition

	<i>For the Fiscal Years Ended September 30</i>	
	2012	2011
Sources of funds:		
Excess (shortage) of revenue over expenses:		
Funds provided by operations	\$ (2,348,622)	\$ (875,483)
Grants and donations	<u>5,363,230</u>	<u>1,049,420</u>
Excess of revenue over expenses	<u>3,014,608</u>	<u>173,937</u>
Application of funds:		
Working capital inflow (outflow)	<u>\$ 3,014,608</u>	<u>\$ 173,937</u>