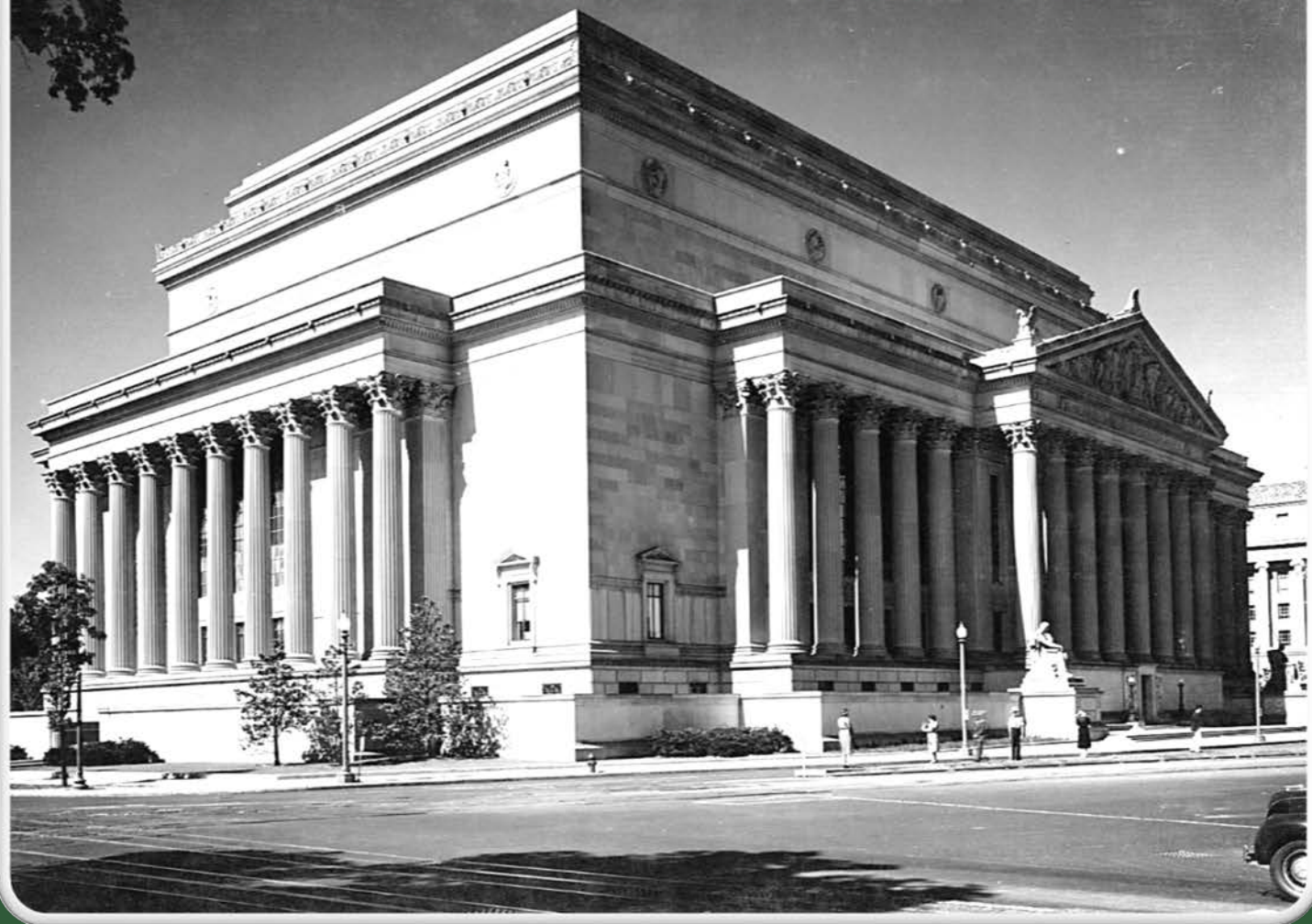


NATIONAL ARCHIVES TRUST FUND



2017 ANNUAL REPORT

Letter from the Director

Since its establishment in 1941, the National Archives Trust Fund (NATF) continues to provide administrative and financial support for programs and strategic initiatives of the National Archives and Records Administration (NARA) including but not limited to document reproduction services for our researcher community, records management training for government and private organizations, creating educational exhibits for the public, and financial stewardship of resources on behalf of NARA's Washington D.C. and field Archival sites, and NARA's Presidential Library system.

The financial results for Fiscal Year (FY) 2017 show a marked improvement compared to FY 2016. This positive outcome was due to the performance of the Presidential Library system. Presidential Library operations experienced increased revenues, incurred significantly less expenses, which resulted in higher net income compared to FY 2016. On the other hand, as expected, NATF continued to show a decline in reproduction orders, especially for digital and paper reproductions, as well as, microfilm publications, which contributed to an overall decline in annual revenue. The Records Management Training program also experienced a decline in demand and a 22% reduction in revenues compared to FY 2016. A bright spot in FY 2017 was provided by our outside investment program. The NATF portfolio continued to perform well, resulting in combined income and gains across all Trust, Gift, and Endowment Funds of \$5.8 million for the year.

On the administrative front, the Clinton, Reagan, and Johnson Libraries updated their respective revenue sharing agreements increasing each library Foundation's percentage share of revenue in exchange for accepting the cost and responsibility for managing the admissions function allowing all parties to improve efficiency and enhance the museum experience for visitors. Due to the transfer of their respective admission desk operations, all the libraries involved benefited from a decrease in payroll expenses compared to FY 2016. This new paradigm is now being evaluated for implementation at other library sites.

Moving into FY 2018, the NATF will be supporting several new initiatives including admissions kiosks at the Roosevelt Library, and an exhibit on energy efficiency at the Clinton Library; capital improvement projects at the Eisenhower, Truman, and Kennedy Libraries; and the development of a new exhibit for NARA's traveling exhibits program. In support of NARA's mission, the NATF will continue to evaluate opportunities to improve the visitor experience at our venues and provide access to our nation's records through the holdings 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 (NATF) was initially established by Congress to receive gifts or bequests to finance specific projects of the National Archives. Today, the NATF plays a much broader role in supporting the efficient and effective delivery of the National Archives and Records Administration's (NARA) mission.

- **1941** – Establishment of the NATF.
- **1948** – Amendment allowing the NATF to collect proceeds from the sale of reproductions of records.
- **1955** – The Presidential Libraries Act authorized 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 NATF to use, on a reimbursable basis, the services and employees of Federal Agencies, including NARA.
- **1986** – The Presidential Libraries Act required new Presidential Libraries to provide private endowments that are invested and managed by the Trust Fund.

*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 (NATFB) is authorized by 44 U.S.C. §§ 2112, 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.
- Operation of **Presidential Library museum admissions, gift shops, and eCommerce operations**.
- **Educational programs** for genealogists, teachers, archivists and researchers.
- **Records management training**.
- **Financial management** of trust and gift fund transactions.
- Management of NARA's **Traveling Exhibits Program**.
- Management of Presidential **Library endowments and investment portfolios**.

Seal of the Trust Fund



Trust Fund Activity

How We Did

Overview

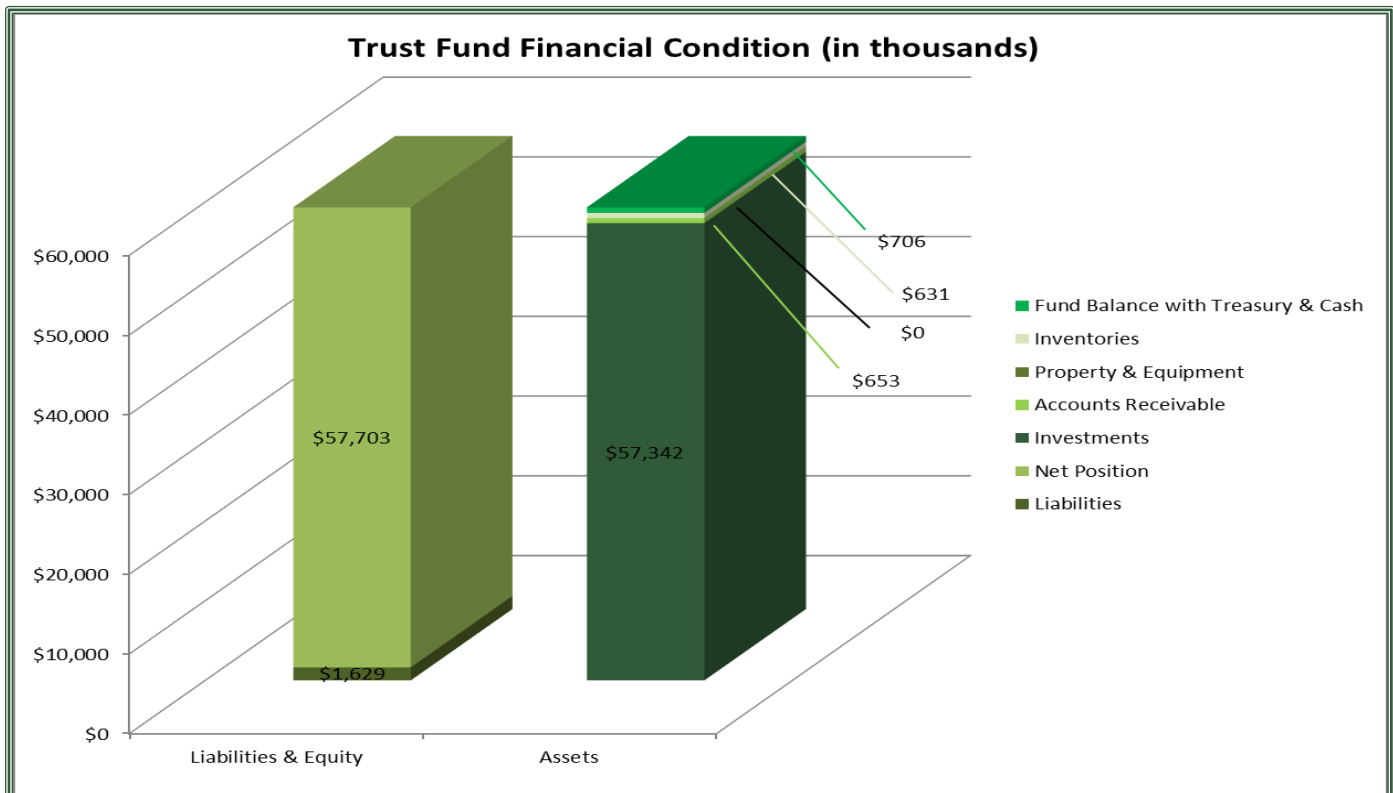
The NATF had a net income of \$10.2 million for fiscal year (FY) 2017 compared to a net income of \$6.5 million for FY 2016. Key components to our positive results this year included:

- \$5.2 million investment income and gains.
- \$603,000 increase in store merchandise sales.
- \$1.5 million decrease in equipment, land, and structures expenses.

(in thousands)	FY 2017	FY 2016
Operating revenue	\$17,491	\$17,441
Operating expenses	<u>12,393</u>	<u>14,267</u>
Gain/(loss) from operations	5,098	3,174
Investment & other income	1,329	969
Other expenses	315	326
Gain/(loss) on investments	<u>4,124</u>	<u>2,720</u>
Net income	<u>\$10,236</u>	<u>\$6,537</u>

Financial Condition

Improved operating results increased our total assets by \$9.7 million in FY 2017. Liabilities decreased by \$515 thousand. Net position increased by \$10.2 million to \$57.7 million. Our total net position of \$57.7 million is composed of \$51.7 million spread across 13 individual Presidential Library Trust Funds and \$6.0 million for all other NATF operations.

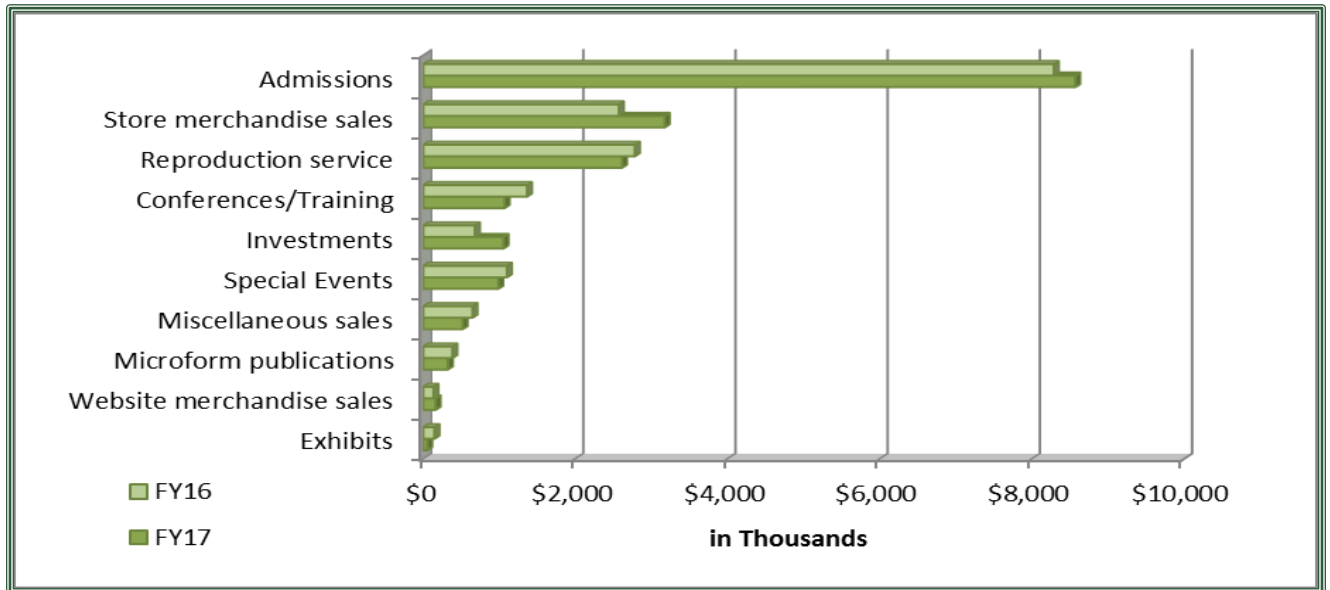


Trust Fund Activity

How We Did (continued)

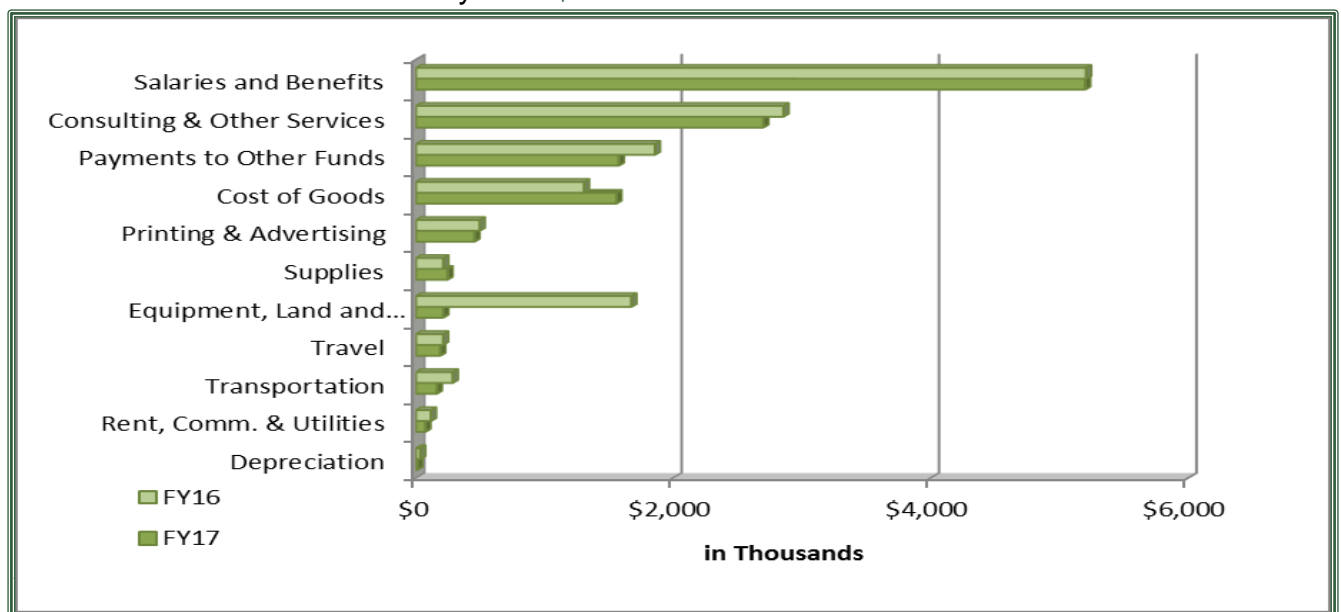
Operating and Investment Revenue

The NATF experienced an overall increase in revenue for FY 2017 from FY 2016. The biggest increase occurred in *Store Merchandise Sales*. The largest decrease occurred in *Conference/Training*. *Presidential Library Admissions* and *Reproduction service* accounted for the largest percentage of revenue earned.



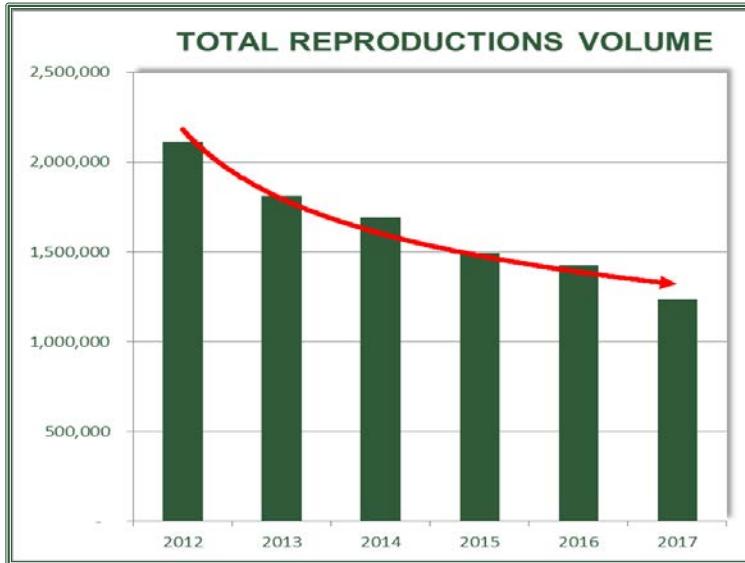
Operating Expenses

The NATF operating expenses decreased by \$1.9 million between FY 2016 and FY 2017. An increase in *Cost of Goods* accounted for the largest expense increase. *Equipment, Land & Structures* decreased by over \$1.4 million.



Trust Fund Activity

How We Did (continued)



Reproductions Volume

Trust Fund order volume decreased by 13% from FY 2016 to FY 2017 and has decreased by 41% since FY 2012. The NATF expects volume to continue its decline.

The biggest drops in order volume have come from the reproduction of microform and court records, which include bankruptcy and criminal case file reproductions.

Reproduction volume numbers, by product category, are shown in the table below.

Products	FY15 Volume	FY16 Volume	Change (%)	FY17 Volume	Change (%)
Self-Service	935,314	872,847	-7%	719,053	-18%
NARA Made	467,710	465,047	-1%	435,358	-6%
Form 80s	11,544	10,013	-13%	9,317	-7%
Court Records	11,734	14,083	20%	12,710	-10%
Microform	4,745	2,260	-52%	2,115	-6%
Other	57,062	58,151	2%	54,024	-7%
Total	1,488,109	1,422,401	-4%	1,232,577	-13%

Investments

The combined Trust and Gift Fund investment balance at the end of the fiscal year was \$85.6 million, consisting of \$75.4 million invested in securities held outside the U.S. Treasury and \$10.2 million invested in the U.S. Treasury. Total investment activity in FY 2017 was a gain of \$5.8 million. Overall, the Trust Fund Presidential Libraries and Headquarters' portfolio ended the period with investment income and gains totaling \$5.2 million. For the same period, Gift Fund investment activity experienced a combined income and increase in share value of \$591 thousand.

Trust Fund Activity

What We Did

Special Events

The Special Events team provides a unique opportunity for NARA to introduce customers to its mission and holdings, where they learn about the importance of the records of American history. In FY 2017, the Special Events Office coordinated a variety of events and programs that provided more than 40,000 guests an opportunity to visit NARA. Some of these events included two Naturalization Ceremonies, the Volunteer Appreciation event, the Department of Justice's Office for Victims of Crime Awards ceremony, and the US Coast Guard C27J Spartan Users Group Conference.



Exhibits



The *Amending America* exhibit was open from May 11, 2016 through September 4, 2017. The exhibit received 450,351 visitors. In addition to the exhibit, a pop-up display that went to nearly 1,500 schools, libraries, museums, and community centers in all 50 states was seen by over 8.3 million people.

2017 was the National Archives Traveling Exhibits Service first full-year of program service, launching six new traveling exhibits, booking 79% of available exhibit venue slots, and reaching over 122,000 visitors nationwide.

Iraqi Jewish Archives

The Iraqi Jewish Archives website (www.ija.archives.gov) continues to receive a positive response from viewers, and is updated in coordination with news related to the traveling exhibition. Meanwhile, the exhibition *Discovery and Recovery: Preserving Iraqi Jewish Heritage* underwent preservation, curatorial, and fabrication work to prepare the exhibition for to three new venues in Baltimore, Atlanta, and Dallas.



Trust Fund Activity

What We Did (continued)

Records Management

In FY 2017, the National Records Management Training (NRMT) program conducted 229 courses, including over 50 online sessions, and trained over 4,500 individuals in records management policy and practices. NRMT awarded over 550 Certificates in Federal Records Management Training.

Courses were requested by the Centers for Disease Control, Department of the Army, Department of Energy, Department of the Navy, Department of the Treasury, Department of Veterans Affairs, Federal Bureau of Investigation, National Aeronautics and Space Administration, and the National Credit Union Administration.

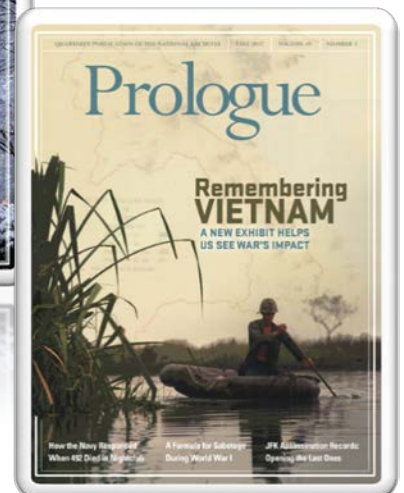
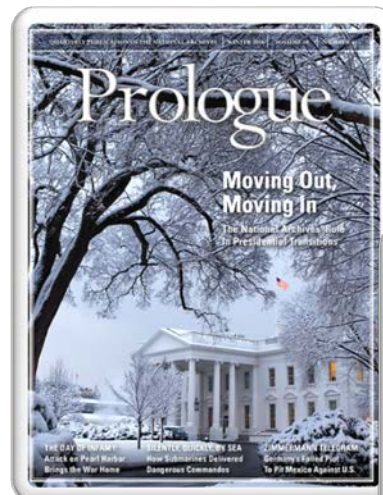
NRMT completed a new course, *Sustainable Formats and Permanent Electronic Records*. A number of modernization efforts combined with implementing a new learning management system and developing a face-to-face *Records Management for All Hands* that agencies can utilize to comply with training requirements.

Prologue: Quarterly of the National Archives and Records Administration

In its 49th year of publication, *Prologue: Quarterly of the National Archives and Records Administration* published its **final four issues** in FY 2017. In 2018, *Prologue* will become an online-only publication, available through Archives.gov.

Publication highlights of FY 2017:

- Winter 2016 – Examined NARA's important role in the period of transition from one Presidential administration to the next.
- Spring 2017 – Two centennials were marked: the 100th birthday of John F. Kennedy and U.S. entry into World War I.
- Summer 2017 – The World War I commemoration and a feature on what future World War II leaders did during World War I.
- Fall 2017 – The curator of *Remembering Vietnam* described the background and creation of the exhibit in Washington, DC.



Trust Fund Activity

What We Did (continued)

Presidential Libraries

A synopsis of Presidential Library activities are highlighted in this section.

Herbert Hoover

- Two temporary exhibits opened: *America's Road: The Journey of Route 66* that examined the role of Route 66 in the development of American commerce and culture, and C-SPAN's *American Presidents: Life Portraits* that was enhanced with artifacts for each president.
- The completion of restoring the Kodacolor home movies of Lou Henry Hoover occurred with global coverage of the finished project. These are the first color films of the White House grounds and the President and First Lady.
-



Franklin D. Roosevelt



- A new exhibit titled *Images of Internment: The Wartime Incarceration of Japanese Americans*, opened. Over 200 historical photographs that provide a powerful record of the forced removal of Japanese Americans during World War II in government-run camps are shown.
- The Town of Hyde Park Historical Society held the *Eleanor Roosevelt Knit-In*. Attendees knitted over 200 knitted or crocheted "blocks" that the Society later made into blankets for the *Warm Up America!* Project.

Harry S. Truman

- Hundreds of visitors came for a salute to America's veterans at the 5th Annual Ike Skelton Veterans Day. The day's events included: making cards for veterans, patriotic performances, and a book talk featuring Author Doug Bradley.
- The library hosted ambassadors from the Czech and Slovak Republics. They laid a wreath on President Truman's grave.
- In August, the Library experienced record attendance in the days leading up to the solar eclipse. Nearly 3,000 visitors came over a span of four days.



Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Dwight D. Eisenhower

- A standing room only crowd attended Bret Baier's discussion of *Three Days in January*.
- Several thousand kids, parents, and others enjoyed the Annual Eisenhower Library Easter Egg Hunt/Roll.
- The highly acclaimed Salina Symphony performed an outdoor D-Day commemorative concert at the Library on June 6. The concert drew a crowd of over 5,000.



John F. Kennedy



- *JFK 100: Milestones & Mementos*. The exhibit features a compelling selection of 100 original artifacts, documents, and photographs which reveal the arc of President Kennedy's life.
- *JFK 100: Milestones & and Mementos*. An online partnership with Google Cultural Institutes. 15 photographs and objects from the exhibit were brought online, allowing users from around the globe to get a snapshot view of the exhibit display.

- The Library commemorated President Kennedy's challenge to the nation of landing a man on the moon with space activities, games, and guest speakers including special guest Captain Christopher Cassidy, NASA's Chief Astronaut, and Su Curley, a Space Electrical Engineer at NASA.

Lyndon B. Johnson

- The exhibit *DEEP IN THE VAULTS OF TEXAS: A Campus Collaboration*, opened with a ribbon cutting by Dr. Gregory L. Fennes, President of the University of Texas at Austin.
- *On the Air: 50 Years of Public Broadcasting* opened to the public in 2017. It celebrated the 50-year anniversary of President Johnson signing into law the Public Broadcasting Act of 1967.
- Several iconic artifacts from beloved programs were featured, including: Sesame Street puppets Big Bird and Oscar the Grouch; Mister Rogers' sweater and sneakers; and an original painting by Bob Ross.



Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Richard M. Nixon

- *Picturing Nam: U.S. Military Photography of the Vietnam War.* This exhibition showcases America's involvement in the Vietnam War showing 45 framed photographs of soldiers, by military photographers amidst the conflict with assignments to jungles and swamps, forward bases, and hospital ships.
- *What's Cooking Uncle Sam?* This free-standing, four-panel exhibition, spanning the Revolutionary War to the late 1900s explored Farm, Factory, Kitchen and Table themes, and their historical relationship as influenced by government legislation.
- *Amending America: The Bill of Rights.* This exhibition commemorated the 225th anniversary of the ratification of the Bill of Rights, and spotlights a remarkable period in American History.



Gerald R. Ford

- Once again the Gerald R. Ford Presidential Library & Museum was honored to participate as a venue for *ArtPrize 2017*. This year's competition ran from September 20 – October 8, 2017, and was the 9th year art has taken over downtown Grand Rapids. The Museum hosted a large variety of artists in the 2D and 3D categories. The Library had more than 156,000 visitors during the 19-day event.

Jimmy Carter

- The Library celebrated President Carter's 92nd birthday with a \$0.92 museum admission. There were other special events such as birthday cards for the president crafted by museum visitors and a drawing for a free autographed book.
- The exhibition *Our Sister's Keeper: Marie Plakos Exhibit in Support of the Forum on Women* continued through the busy Thanksgiving holiday.
- During the year, 138 students from three schools visited the museum as part of the City of Atlanta's *Cultural Experience Project* to bring students from Atlanta Public Schools to the Museum of the Jimmy Carter Library. The Library is partnering again with the Cultural Experience Project to bring Atlanta Public School 5th grade students during the fall.

Trust Fund Activity

What We Did (continued)

Presidential Libraries (continued)

Ronald Reagan

- *Interactive! The Exhibition* at the Reagan Library: The exhibit was an examination of how popular culture in movies, books, and the arts has influenced modern technology and the way we live, work, and play. The exhibit featured a dozen immersive experiences.
- *TITANIC* at the Reagan Library: This exhibit told the story of how the Titanic was found during a Top Secret mission to locate two submarines for the United States Navy in 1985.
- The Situation Room Experience is a high stakes, fictional, foreign policy simulation that transports students into a fast-paced decision-making arena. Students experience first-hand the challenges of guiding the nation as a major crisis looms.



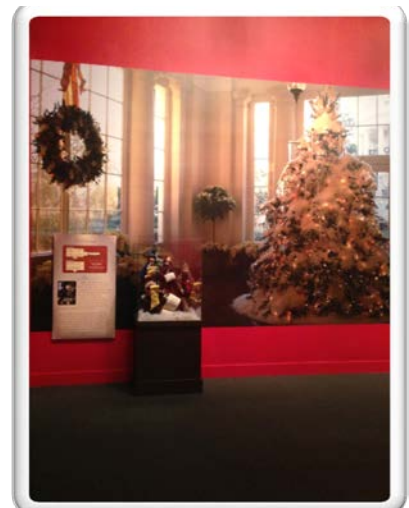
George H. W. Bush



- *The Legacy of Ranching: Preserving the Past: Embracing the Future*, includes recorded oral histories, an original video narrative, and hands-on educational activities.
- The *I Love America*, Fourth of July Celebration featuring fireworks, live entertainment, games, rides, and food welcomed over 20,000.
- The Library hosted numerous programs and tours welcoming over 140,000 visitors onsite and through distance learning. Programs included storytelling, summer camps, reading discovery, and an art and essay contest.

George W. Bush

- The *Presidential Biography and Memoirs* series presented a wide variety of scholars talking about Presidents and the Office of the Presidency.
- Mrs. Bush selected *A Season of Merriment and Melody* as the White House holiday theme in 2004, weaving holiday music and traditional carols throughout the White House. The Library brought this celebration back in the new exhibit, *A Season of Merriment and Melody: Christmas at the White House 2004*.



Trust Fund Activity

Financial Statements

Trust Fund

Statements of Operations

For the Fiscal Years Ended September 30

	2017			2016		
	Presidential Libraries	National Archives Trust	Total	Presidential Libraries	National Archives Trust	Total
Operating income:						
Reproduction service	\$ 218,807	\$ 2,396,424	\$ 2,615,231	\$ 243,790	\$ 2,539,901	\$ 2,783,692
Microform publications	-	326,432	326,432	-	385,495	385,495
Store merchandise sales	3,176,046	-	3,176,046	2,573,319	-	2,573,319
Website merchandise sales	164,214	-	164,214	137,742	-	137,742
Admissions	8,571,816	-	8,571,816	8,291,067	-	8,291,067
Conferences/Training	-	1,071,515	1,071,515	-	1,367,175	1,367,175
Miscellaneous sales	86,466	434,141	520,607	50,926	599,445	650,371
Exhibits	-	56,550	56,550	-	150,000	150,000
Special Events	739,814	248,764	988,578	920,906	181,064	1,101,970
Total operating income	12,957,163	4,533,826	17,490,989	12,217,750	5,223,081	17,440,830
Operating expenses:						
Cost of goods	1,558,974	-	1,558,974	1,276,659	30,545	1,307,204
Salaries	2,761,510	1,075,863	3,837,373	2,849,800	997,697	3,847,497
Benefits	970,695	393,951	1,364,647	1,013,141	348,144	1,361,286
Travel	33,365	156,273	189,638	38,306	174,176	212,482
Transportation	115,316	47,630	162,946	252,794	34,335	287,129
Rent, communication & utilities	23,718	50,979	74,697	27,469	89,598	117,067
Printing & reproduction	223,921	232,072	455,993	362,720	133,280	496,000
Consulting & other services	1,480,632	1,219,516	2,700,147	1,869,415	987,754	2,857,169
Payments to other agencies/funds	194,400	1,383,107	1,577,507	164,954	1,693,852	1,858,806
Supplies	177,750	68,446	246,196	174,262	39,303	213,565
Equipment, land & structures	180,592	32,218	212,810	1,645,182	29,513	1,674,695
Depreciation	-	11,635	11,635	-	33,806	33,806
Total operating expenses	7,720,873	4,671,690	12,392,563	9,674,703	4,592,003	14,266,706
Income (loss) from operations	5,236,290	(137,864)	5,098,425	2,543,047	631,078	3,174,125
Total investment and other income	927,999	400,709	1,328,709	617,499	351,513	969,012
Total other expenses	2,798	312,485	315,283	349	325,452	325,802
Total gain (loss) on investments	4,116,259	7,507	4,123,766	2,664,669	54,911	2,719,580
Excess (Shortage) of revenues over expenses	10,277,750	(42,133)	10,235,617	5,824,866	712,049	6,536,915
Net position, beginning of year	41,435,715	6,032,032	47,467,747	35,610,849	5,319,983	40,930,832
Net position, end of year	\$51,713,465	\$ 5,989,899	\$57,703,363	\$41,435,715	\$ 6,032,032	\$47,467,747

Trust Fund Activity

Financial Statements (continued)

Trust Fund Balance Sheets

As of September 30

	2017			2016		
	Presidential Libraries	National Archives Trust	Total	Presidential Libraries	National Archives Trust	Total
Assets						
Current assets:						
Cash in U.S. Treasury	\$ 426,849	\$ 246,908	\$ 673,757	\$ 316,895	\$ 242,161	\$ 559,056
Imprest funds	31,670	1,070	32,740	36,770	1,070	37,840
Accounts receivable, net of allowance	574,794	78,500	653,294	352,294	96,785	449,079
Investments:						
Short-term	4,549,610	2,631,648	7,181,258	4,917,011	3,757,475	8,674,486
Long-term	45,953,481	4,207,229	50,160,710	36,115,731	3,103,556	39,219,287
Inventories, net of reserve for obsolescence	630,489	-	630,489	660,134	-	660,134
Total current assets	52,166,893	7,165,355	59,332,248	42,398,835	7,201,047	49,599,882
Non-current assets:						
Property and equipment, net of accumulated depreciation	-	-	-	-	11,635	11,635
Total assets	\$ 52,166,893	\$ 7,165,355	\$ 59,332,248	\$ 42,398,835	\$ 7,212,682	\$ 49,611,517
Liabilities						
Accounts payable	\$ 103,305	\$ 153,247	\$ 256,552	\$ 620,403	\$ 115,161	\$ 735,564
Accrued payroll	341,810	137,597	479,407	338,364	136,493	474,857
FECA	8,313	497,814	506,127	4,351	481,099	485,450
Deferred revenue	-	386,797	386,797	-	447,897	447,897
Total liabilities	453,428	1,175,455	1,628,883	963,118	1,180,650	2,143,768
Net Position						
Cumulative results of operations	51,713,465	5,989,900	57,703,365	41,435,717	6,032,032	47,467,749
Total liabilities and net position	\$ 52,166,893	\$ 7,165,355	\$ 59,332,248	\$ 42,398,835	\$ 7,212,682	\$ 49,611,517

Trust Fund Activity

Financial Statements (continued)

Schedules of Changes in Working Capital

	<i>Effect on Working Capital</i>	
	2017	2016
<i>Current assets:</i>		
Cash in U.S. Treasury	\$ 114,701	\$ (23,390)
Imprest funds	(5,100)	(17,240)
Accounts receivable	204,215	193,407
Investments	9,448,194	6,771,682
Inventories	(29,645)	6,812
<i>Current liabilities:</i>		
Accounts payable	479,012	(261,754)
Accrued payroll	(4,550)	(26,823)
FECA	(20,677)	(12,507)
Deferred revenue	61,100	(59,463)
Increase (decrease) in working capital	\$ 10,247,251	\$ 6,570,724

Statements of Changes in Financial Condition

	<i>For the Fiscal Years Ended September 30</i>	
	2017	2016
<i>Sources of working capital:</i>		
From operations:		
Net income (loss)	\$ 10,235,616	\$ 6,536,915
Items not affecting working capital:		
Depreciation	11,635	33,806
Working capital inflow (outflow) from operations	10,247,252	6,570,721
<i>Uses of working capital:</i>		
Purchase of operational assets	-	-
Total working capital used for all purposes	-	-
Increase (decrease) in working capital	\$ 10,247,252	\$ 6,570,721

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 Department of Treasury's, Bureau of the Fiscal Service, Administrative Resource Center on behalf of the NATF and from NARA's consolidated financial statements for FY 2017 audited by CliftonLarsonAllen LLP. NARA's consolidated financial statements are available at: <http://go.usa.gov/cTd6P>.

Revenue: Revenue is derived from the sale of publications, reproductions of records, self-service electrostatic copies, store merchandise sales, website merchandise sales, Records Management Training, Presidential Library museum admissions, 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. § 2112](#), for the George H. W. Bush Library, William J. Clinton Library, George W. Bush Library, and Ford 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. § 2306](#), to invest funds for the Presidential Libraries with a third party investment firm, The Vanguard Group.

All third party investments with Vanguard are classified as trading equity securities which have readily determinable fair values and are measured at fair value in the balance sheet. Unrealized holding gains and losses, as well as interest income earned are recognized in earnings on a monthly basis.

Inventory Valuation: The NATF inventories, which consist of merchandise held for sale, are stated at the lower of cost or market value, with cost determined using the average cost method. An allowance for damaged and obsolete goods is based on historical analysis and an evaluation of inventory turnover from year to year. Expenses are recorded when the inventories are sold.

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 using 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.

The information provided within these financial reports includes business activity that was not material to the balances reported in our audited financial reports.

Trust Fund Activity

Financial Statements (continued)

Trust Fund

Statements of Operations

For the Fiscal Year Ended September 30, 2017

	Hoover	Roosevelt	Truman	Eisenhower	Kennedy	Johnson	Nixon	Ford
Operating income:								
Reproduction services	\$ 1,479	\$ 18,825	\$ 5,475	\$ 12,736	\$ 66,660	\$ 8,851	\$ 20,659	\$ 23,141
Store merchandise sales	114,779	591,254	272,021	329,575	1,439,416	-	-	263,215
Website merchandise sales	1,452	6,366	6,482	4,906	133,178	-	-	6,112
Admissions	153,778	674,756	413,673	373,311	2,123,324	508,392	523,692	278,044
Miscellaneous sales	-	-	36,641	2,335	18,694	6	-	18,718
Special Events	-	27,635	6,584	1,897	633,534	11,500	11,295	43,620
Total operating income	271,489	1,318,837	740,877	724,760	4,414,807	528,749	555,645	632,850
Operating expenses:								
Cost of goods	55,068	289,357	130,183	143,116	701,150	-	-	130,933
Salaries	80,956	351,490	164,201	264,998	990,952	89,454	-	153,643
Benefits	26,593	132,981	70,137	95,810	313,412	30,527	-	55,638
Travel	1,499	2,470	5,939	-	9,016	(8)	5,206	3,297
Transportation	2,323	13,690	15,574	8,470	49,220	3,792	1,556	7,400
Rent, communication & utilities	-	1,130	336	636	16,877	-	532	650
Printing & reproduction	15,844	9,075	16,171	12,990	52,837	9,289	2,950	3,007
Consulting & other services	-	49,675	384,118	4,663	810,826	5,125	128,046	18,737
Payments to other agencies/funds	7,400	19,400	12,400	15,400	33,000	9,000	6,000	10,400
Supplies	681	19,801	8,819	14,528	71,577	(1,220)	14,892	14,097
Equipment, land & structures	-	12,561	-	3,106	114,961	1,478	4,612	33,206
Total operating expenses	190,363	901,629	807,878	563,716	3,163,828	147,437	163,793	431,008
Income (loss) from operations	81,125	417,207	(67,001)	161,043	1,250,980	381,312	391,852	201,842
Total investment and other income	14,218	90,272	28,638	10,666	251,700	47,863	2,029	23,802
Total other expenses	-	-	(545)	(51,999)	33	3	1	-
Total gain (loss) on investments	50,867	431,917	122,823	32,686	1,209,397	183,075	20,583	104,621
Excess (Shortage) of revenues over expenses	146,210	939,396	85,004	256,394	2,712,044	612,247	414,463	330,265
Net position, beginning of year	754,841	4,162,848	1,625,452	678,375	10,982,268	2,010,155	520,288	1,113,650
Net position, end of year	\$ 901,051	\$ 5,102,244	\$ 1,710,456	\$ 934,769	\$ 13,694,312	\$ 2,622,402	\$ 934,751	\$ 1,443,916

	Carter	Reagan	Bush41	Clinton	Bush43	Other	Total
Operating income:							
Reproduction services	\$ 238	\$ 36,015	\$ 10,266	\$ 5,068	\$ 6,408	\$ 2,985	\$ 218,807
Store merchandise sales	165,785	-	-	-	-	-	3,176,046
Website merchandise sales	5,717	-	-	-	-	-	164,214
Admissions	325,987	1,592,934	368,885	345,761	889,279	-	8,571,816
Miscellaneous sales	-	1,674	8,397	-	-	-	86,466
Special Events	-	2,550	-	-	1,200	-	739,814
Total operating income	497,727	1,633,173	387,549	350,830	896,887	2,985	12,957,163
Operating expenses:							
Cost of goods	109,167	-	-	-	-	-	1,558,974
Salaries	175,401	390,777	85,224	(17,122)	31,535	-	2,761,510
Benefits	57,870	143,208	39,513	(1,488)	6,494	-	970,695
Travel	1,133	3,971	-	-	842	-	33,365
Transportation	10,024	663	1,944	-	661	-	115,316
Rent, communication & utilities	-	1,756	1,721	81	-	-	23,718
Printing & reproduction	32,830	21,164	4,600	-	43,165	-	223,921
Consulting & other services	16,478	48,434	21,449	17,407	(24,326)	-	1,480,632
Payments to other agencies/funds	9,400	20,000	9,000	10,000	33,000	-	194,400
Supplies	10,297	11,313	7,518	-	5,450	-	177,750
Equipment, land & structures	-	2,793	1,291	-	6,583	-	180,592
Total operating expenses	422,600	644,080	172,260	8,877	103,404	-	7,720,873
Income (loss) from operations	75,127	989,094	215,289	341,953	793,482	2,985	5,236,290
Total investment and other income	6,289	96,932	28,522	107,096	218,076	1,897	927,999
Total other expenses	0	9	6,996	-	48,299	-	2,798
Total gain (loss) on investments	31,330	423,026	133,894	483,136	888,905	-	4,116,259
Excess (Shortage) of revenues over expenses	112,745	1,509,042	370,708	932,185	1,852,164	4,882	10,277,750
Net position, beginning of year	600,807	4,164,252	1,291,984	4,596,025	8,936,667	(1,897)	41,435,716
Adjustments to prior year operations	-	-	-	-	-	-	-
Adjusted net position, beginning of year	600,807	4,164,252	1,291,984	4,596,025	8,936,667	(1,897)	41,435,716
Net position, end of year	\$ 713,552	\$ 5,673,294	\$ 1,662,692	\$ 5,528,209	\$ 10,788,832	\$ 2,985	\$ 51,713,465

Trust Fund Activity

Financial Statements (continued)

Presidential Libraries

Balance Sheets

as of September 30, 2017

	Hoover	Roosevelt	Truman	Eisenhower	Kennedy	Johnson	Nixon	Ford
<i>Assets</i>								
<i>Current assets:</i>								
Cash in U.S. Treasury	\$ 19,277	\$ 28,485	\$ 32,876	\$ 33,148	\$ 73,110	\$ 27,169	\$ 46,195	\$ 32,334
Imprest funds	950	3,000	4,000	1,900	10,000	-	-	6,020
Accounts receivable, net of allowance	15	82,905	-	-	18,128	17,880	90,000	4,487
Investments:								
Short-term	205,472	303,606	350,402	353,308	779,245	289,586	492,379	344,639
Long-term	662,904	4,522,067	1,286,735	453,835	12,857,647	2,293,128	312,968	1,051,817
Inventories, net of reserve for obsolescence	31,815	203,687	79,270	127,659	122,627	-	-	34,142
Total assets	\$ 920,433	\$ 5,143,750	\$ 1,753,283	\$ 969,850	\$ 13,860,757	\$ 2,627,763	\$ 941,542	\$ 1,473,439
<i>Liabilities</i>								
Accounts payable	\$ 150	\$ 870	\$ 16,324	\$ 3,000	\$ 54,947	\$ 80	\$ 6,791	\$ 8,933
Accrued payroll	19,233	40,635	26,503	32,080	111,498	5,282	-	20,590
FECA	-	-	-	-	-	-	-	-
Total liabilities	19,383	41,505	42,827	35,080	166,445	5,362	6,791	29,523
Net Position								
Cumulative results of operations	901,050	5,102,245	1,710,456	934,770	13,694,312	2,622,401	934,751	1,443,916
Total liabilities and net position	\$ 920,433	\$ 5,143,750	\$ 1,753,283	\$ 969,850	\$ 13,860,757	\$ 2,627,763	\$ 941,542	\$ 1,473,439

	Carter	Reagan	Bush41	Clinton	Bush43	Other	Total
<i>Assets</i>							
<i>Current assets:</i>							
Cash in U.S. Treasury	\$ 23,803	\$ 41,419	\$ 23,523	\$ 26,582	\$ 18,672	\$ 256	\$ 426,849
Imprest funds	3,000	-	2,650	-	150	-	31,670
Accounts receivable, net of allowance	208	256,159	-	70,012	35,000	-	574,794
Investments:							
Short-term	253,706	441,470	250,721	283,326	199,021	2,729	4,549,610
Long-term	446,133	4,979,572	1,402,188	5,148,289	10,536,198	-	45,953,481
Inventories, net of reserve for obsolescence	19,755	4,988	-	-	6,546	-	630,489
Total assets	\$ 746,605	\$ 5,723,608	\$ 1,679,082	\$ 5,528,209	\$ 10,795,587	\$ 2,985	\$52,166,893
<i>Liabilities</i>							
Accounts payable	\$ 11,062	\$ -	\$ -	\$ -	\$ 1,148	\$ -	\$ 103,305
Accrued payroll	21,990	50,314	8,077	-	5,608	-	341,810
FECA	-	-	8,313	-	-	-	8,313
Total liabilities	33,052	50,314	16,390	-	6,756	-	453,428
Net Position							
Cumulative results of operations	713,553	5,673,294	1,662,692	5,528,209	10,788,831	2,985	51,713,465
Total liabilities and net position	\$ 746,605	\$ 5,723,608	\$ 1,679,082	\$ 5,528,209	\$ 10,795,587	\$ 2,985	\$52,166,893

Gift Fund Activity

Snapshot of Donations

Overview

The Gift Fund is administered by the NATFB 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 FY 2017, new donations of more than \$1.1 million were received.

General, Cultural, and Archival Gifts

The General, Cultural, and Archival Gift Fund received more than \$678,000 in donations during the year. The National Archives Foundation donated more than \$592,000 to fund exhibits, educational, and public programs such as National History Day, the Boeing Learning Center, Primary Teaching Program, and the continued support for the Vietnam Exhibit and Public Vaults Renovation.

The *Amending America* exhibit was open from May 11, 2016 – September 4, 2017 and received 450,351 visitors. In addition to the exhibit, a pop-up display that went to nearly 1,500 schools, libraries, museums, and community centers in all 50 states and was seen by over 8.3 million visitors and students.



Office of Research Services

The Office of Research Services received \$44,720 in donations in support of the activities of the research archives system.

Presidential Libraries

Total donations to the Presidential libraries amounted to more than \$426,000. The Gerald R Ford Library received a \$250,000 endowment from the Gerald R Ford Foundation.



Gift Fund Activity

List of Donors

Project and Donor	Amount	Project and Donor	Amount
<u>General, Cultural, & Archival</u>		<u>Presidential Libraries</u>	
National Archives Foundation	\$592,327	<u>Hoover Library</u>	
Vulcan Productions, Inc.	\$35,000	Herbert Hoover Library Association	\$31,305
Historic Environment Scotland	\$34,967	National Film Preservation Foundation	\$2,795
City of New York	\$10,500	Miscellaneous	\$1,037
The Marc and Eva Stern Foundation	\$2,500	<u>Roosevelt Library</u>	
Georgia Humanities Council	\$2,000	Franklin and Eleanor Roosevelt Institute (non-cash)	\$7,224
Facing History and Ourselves, Inc.	\$700	Miscellaneous	\$1,154
Miscellaneous	\$270	<u>Truman Library</u>	
Muscarella Museum of Art Foundation	\$191	Miscellaneous	\$3,695
Huntington Historical Society	\$150	<u>Eisenhower Library</u>	
New Jersey Education Association	\$112	Miscellaneous	\$30,325
Captain Molly Corbin Chapter, NSDAR	\$50	Terry Siedler	\$1,000
Rosen Publishing Group, Inc.	\$42	Will C Wood	\$1,000
Fudan University	\$26	<u>Kennedy Library</u>	
Susan Sudkamp Mikol	\$20	Miscellaneous	\$11,811
<u>Sub-Total General, Cultural & Archival</u>	<u>\$678,855</u>	Robert S Barker	\$2,000
<u>Office of Research Services</u>		<u>Johnson Library</u>	
Eye Productions Inc	\$42,500	Miscellaneous	\$3,899
Multiple Donors Cash Donations	\$2,220	<u>Nixon Library</u>	
<u>Sub-Total Office of Research Services</u>	<u>\$44,720</u>	Richard Nixon Foundation	\$6,535
		Guy and Robin LaFerrara	\$500
		Szito Family Trust	\$300
		Miscellaneous	\$191
		<u>Ford Library</u>	
		Gerald R Ford Foundation	\$250,000
		Armed Forces Thanksgiving	\$5,000
		Miscellaneous	\$2,243
		David Hunting Foundation	\$1,000
		<u>Carter Library</u>	
		Miscellaneous	\$1,434
		<u>Reagan Library</u>	
		Ronald Reagan Foundation	\$5,000
		<u>Bush Library</u>	
		Jansing-Cook Foundation	\$11,000
		Miscellaneous	\$4,828
		Joseph H Thompson Fund	\$1,500
		James C Miller III	\$1,000
		<u>Clinton Library</u>	
		Miscellaneous	\$476
		<u>George W Bush Library</u>	
		The Crain Foundation	\$25,000
		The Jansing-Cook Foundation	\$10,000
		Miscellaneous	\$1,265
		Mr. and Mrs. Trevor D. Rees-Jones	\$1,000
		Thomas and Nancy Riley	\$1,000
		<u>Sub-Total Presidential Libraries</u>	<u>\$426,517</u>
		GRAND TOTAL	<u>\$1,150,092</u>

Gift Fund Activity

Financial Statements

Gift Fund

Statements of Operations

For the Fiscal Years Ended September 30

	2017					2016
	Presidential Libraries		Other		Total	Total
	Unrestricted	Restricted	Unrestricted	Restricted		
Revenues:						
Grants and donations	\$ 152,164	\$ 267,130	\$ 2,490	\$ 721,085	\$ 1,142,868	\$ 1,528,503
Total revenues	152,164	267,130	2,490	721,085	1,142,868	1,528,503
Expenses:						
Travel	6,027	(38)	(759)	56,661	61,892	46,443
Printing	14,965	-	2,483	72,862	90,311	23,842
Other services	61,419	45,074	30,578	724,490	861,561	1,221,729
Supplies	20,947	1,144	8,468	141,327	171,887	452,139
Equipment	2,071	-	-	-	2,071	2,684
Other interest expense	-	-	5	1	6	2
Total expenses	105,430	46,180	40,775	995,341	1,187,727	1,746,840
Income (loss) from operations	46,734	220,950	(38,286)	(274,257)	(44,858)	(218,337)
Other income(expense):						
Investment income	59,339	557,831	1,597	5,856	624,623	627,019
Expenditure transfers - in	5,000	5,910	-	-	10,910	5,638
Expenditure transfers - out	(4,625)	(556,881)	-	-	(561,506)	(594,389)
Total other income(expense)	59,714	6,860	1,597	5,856	74,027	38,269
Gain (loss) on investments:						
Realized gain (loss) on investments	80,401	117,655	-	-	198,056	68,316
Unrealized gain (loss) on investments	173,479	(405,333)	-	-	(231,854)	678,032
Total gain (loss) on investments	253,880	(287,678)	-	-	(33,798)	746,347
Excess (Shortage) of revenues over expenses	360,328	(59,868)	(36,689)	(268,400)	(4,629)	566,279
Net position, beginning of year	3,579,757	23,061,590	319,978	1,048,528	28,009,852	27,443,572
Net position, end of year	\$ 3,940,085	\$ 23,001,721	\$ 283,289	\$ 780,127	\$ 28,005,223	\$ 28,009,852

Gift Fund

Balance Sheets

As of September 30

	2017	2016
Assets		
Cash in U.S. Treasury	\$ 100,713	\$ 101,791
Accounts receivable	-	7
Investments		
Federal	3,020,764	3,058,541
Non-Federal	25,190,804	24,927,711
Total assets	\$ 28,312,280	\$ 28,088,050
Liabilities		
Accounts payable	307,057	78,198
Total liabilities	307,057	78,198
Net Position		
Cumulative results of operations	28,005,223	28,009,852
Total liabilities and net position	\$ 28,312,280	\$ 28,088,049

Gift Fund Activity

Financial Statements (continued)

Statements of Changes in Financial Condition

For the Fiscal Years Ended
September 30

	2017	2016
Sources of funds:		
Excess (shortage) of revenue over expenses:		
Funds provided by operations	\$ (1,147,497)	\$ (962,224)
Grants and donations	<u>1,142,868</u>	<u>1,528,503</u>
Excess of revenue over expenses	<u>(4,629)</u>	<u>566,279</u>
Application of funds:		
Working capital inflow (outflow)	<u>\$ (4,629)</u>	<u>\$ 566,279</u>

Schedules of Changes in Working Capital

Effect on Working Capital

	2017	2016
Current assets:		
Cash in U.S. Treasury	\$ (1,079)	\$ 1,818
Accounts receivable	(7)	7
Investments	225,316	617,874
Current liabilities:		
Accounts payable	<u>(228,859)</u>	<u>(53,420)</u>
Increase (decrease) in working capital	<u>\$ (4,629)</u>	<u>\$ 566,279</u>

