FROM THE PRESIDENT

2013 was a year of renewal and revival for university presses in various important ways. First and most important was a changing of the guard in the association's leadership. On the strength of an excellent search chaired by Doug Armato, Director of the University of Minnesota Press, and with the guiding hand of 2012 AAUP President MaryKatherine Callaway (Louisiana State), we identified Peter Berkery of Oxford University Press as our new Executive Director.

Following the successful fifteen-year term of retiring Executive Director Peter Givler, Berkery has brought to AAUP a combination of publishing and association management experience that will help align the activities of the central office with the interests of our 131 constituent members as we move firmly into our already digitized and increasingly globalized future. Berkery, in his first several months on the job, has been busy reaching out to the association at the ground level by making a series of press visits around the country, getting to know us, our provosts and librarians, and our partner institutions.

As the search for a new executive director was proceeding, two excellent initiatives were gaining ground: global online aggregations and new publicity initiatives. The launching of the major university press-based online aggregation services, UPCC Books, by Project Muse, Books at JSTOR, and Oxford's University Press Scholarship Online has effectively established a conduit for scores of university presses to place digital versions of tens of thousands of our books in several thousand libraries in hundreds of countries around the world, including the developing world. Given the initial experience in these aggregations, publishers, aggregators, and librarians will be busy comparing notes with an eye towards refining these services as we move forward.

If the aggregation initiative has had the effect of making American university presses more global, the second initiative—publicity—has made our association more vocal, positioning us in new and vital ways to tell our stories to the communities we serve. Central to this publicity initiative was the successful launching of University Press Week, November 11-17, 2012. Spearheaded jointly by AAUP Marketing Director Brenna McLaughlin and the University Press Week Task Force led by Will Underwood, Director of Kent State University Press and his team, comprising Colleen Lanick (MIT), Melissa Pitts (British Columbia), Michael Roux (Illinois) Leila Salisbury (Mississippi), and Mark Saunders (Virginia), University Press Week successfully framed and promoted our message.

Meanwhile, at the behest of the Board of Directors, the AAUP central office engaged the services of New York-based publicity firm Publisez, led by Rimjhim Dey, to begin to build connections between the association and the major national media. This effort culminated in a meeting in November between publishers and reporters in New York. Several of our colleagues—Niko Pfund of Oxford, John Donatich of Yale, Jim Jordan of Columbia, and I—delivered brief presentations on the state of university press publishing for a host of reporters, representing respectively the New York Times, the Wall Street Journal, Newsweek/The Daily Beast, Publishers Weekly, the New York Review of Books, and several others. This meeting was followed by another similar meeting with the newyorker.com, and will soon be followed by discussions with the Nation. This exercise is opening new relationships with New York-based national media will serve to gain us new and
unprecedented access to readers throughout academia. Building upon these initial discussions and cultivating these relationships will provide the central office with a vital opportunity for getting our story out in steady and exciting ways into the future.

These impressive efforts notwithstanding, sales remain a challenge in this sluggish economy and constrained marketplace. The plight of presses was dramatized last summer by the widely reported closing—and re-opening—of the University of Missouri Press. Championed by PW “Rep of the Year” Bruce Miller, scholar Ned Stuckey-French, and Janese Silvey, former reporter at the Columbia Daily Tribune, Mizzou Press supporters rallied to revive the press, which had been scheduled for closing by the university’s administration. In addition to breathing new life into a great press, the Missouri episode underscored for observers all over the country the crucial importance of the press to its state and its region, and emphasized the significance of university presses as assets in the cultural life of an informed and literate society.

Turning the corner into a new year, we look forward to the June 2013 Annual Meeting in Boston. This year’s program theme, “Bridging Worlds,” captures the excitement of the global and digital transitions noted above, along with others. Developed by Brian Halley of the University of Massachusetts Press and his committee colleagues, Claire Lewis Evans (Alabama), Jane Hoehner (Wayne State), Rachael Levay (Washington), Jessica Pellien (Princeton), Nathan Putens (Nebraska), and Janet Rossi (MIT), the program promises a vigorous discussion of new opportunities presented by emerging trends.

Finally, our sincere thanks to the association members who staffed this year’s standing committees.

— Peter Dougherty
University presses publish books, journals, and electronic media on the cutting edge of knowledge and research, and in so doing they serve society at large by broadening our shared understanding of history, science, literature, society, art, and culture. The Association of American University Presses (AAUP) was established in 1937 to help these presses do their work more economically, creatively, and effectively. The association accomplishes these goals by providing cooperative marketing activities, offering professional development programs, performing statistical research and industry analyses, representing the interests of its members to other organizations and government agencies, reporting to its members on pertinent legal and regulatory issues, and informing the general public about the role and the significance of scholarly publishing.

AAUP also provides an organizational framework for collaboration among its members. During the 2012-2013 program year, eighty-six volunteers from member presses sat on the association's committees and task forces. These volunteers, helped by their friends and colleagues, carried out many aspects of the association's work. The Board of Directors, made up of thirteen people selected from the staff of member presses and the Executive Director, developed policy and provided guidance. A staff of eight working out of the central office in New York City managed the association's programs and coordinated its work with that of its committees.
FROM THE EXECUTIVE DIRECTOR

This marks my first report as your Executive Director, and I’m pleased to note that the organization ended its fiscal year on a sound footing—thanks to performance slightly ahead of budget, our finances are stable; thanks to a seasoned and committed staff, the central office is sound; and thanks largely to the gracious bonhomie of Peter Givler, the transition in internal leadership has been a smooth one. That’s not to say we don’t have work ahead of us—more on that in a minute—but it is heartening that we begin from a position of strength.

On the financial front, the association ended the year with a surplus of $20,585, a favorable result compared to our planned deficit of ($24,613). This variance is largely the result of a strong June 2012 Annual Meeting and costs slightly below expectation relative to the termination of the association’s defined benefit pension plan. This latter transaction was an important development in securing the organization’s longer-term financial security, and we owe a round of thanks to the AAUP treasurers past and present who saw it through.

In Chicago last year, member press directors participated in a facilitated discussion at their meeting with the objective of setting new goals and priorities for AAUP. As might be expected, no shortage of good ideas came out of that session; one priority was achingly clear, however: increased advocacy by the association on its members’ behalf. That is to say, there is a clear desire on the part of our membership to have AAUP engage in more activities that will highlight the value university presses bring to the academy and that increase our mindshare with key stakeholders—provosts, deans, vice presidents for academic affairs, librarians, and so on. While a transition year is a difficult time to launch new programs, I’m pleased to report that the central office undertook two significant initiatives: an annual University Press Week was inaugurated and a publicist was engaged to expand the reach of our communications.

Our first annual University Press Week saw a number of central office activities combined with a number of individual press activities, including widely-praised influence maps, a blog tour, campus events, author and stakeholder testimonials, and much more. It was a strong initial effort, one we can build on in the years ahead. University Press Week can and will evolve into a significant platform for advocating the importance of university presses. Plans already are underway to build on 2012’s successes, and you can expect an expanded array of outreach and activity this November.

In November 2012, the association also piloted a six-month engagement with a seasoned publicity expert; the goal was to jump-start our advocacy efforts by engaging mainstream media publications (the New York Times, the Wall Street Journal, the Atlantic, and so on). Our publicist did an excellent job in pitching our story to these outlets, and while the results were not all we might have hoped for, the learning experience was valuable. We will move forward from this pilot with a vastly increased understanding of what is required to engage mainstream publications and to pitch stories that will succeed.
One particularly compelling anecdote from our publicity pilot: during a roundtable meeting between media representatives and university press directors, an editor from a widely-regarded daily was heard to say, “university presses are the last interesting cultural institutions in America.” Think on this; it’s not nearly as hyperbolic as it seems at first blush. As your new director, my goal is to work ceaselessly to preserve and enhance our critical contribution to our campuses and our culture.

As I noted earlier, Peter Givler has been utterly gracious in facilitating a smooth transition in central office leadership; as with all of his many contributions to our organization during his long and successful tenure, for this we owe Peter our gratitude. I look forward to building on his legacy of service to the 131 interesting cultural institutions that comprise the AAUP.

—Peter Berkery
EXTERNAL RELATIONS

AAUP continues to work with a wide variety of national and international organizations on copyright, freedom of speech and publication, and other issues related to scholarly publishing.

Peter Dougherty (Princeton) is the University Press Representative to the Board of the Association of American Publishers (AAP), and Gregory Britton (Johns Hopkins), Garrett Kiely (Chicago), and Niko Pfund (Oxford) are members of the Executive Committee of AAP’s Professional and Scholarly Publishing (PSP) Division. Staff at AAUP member presses also sit on various AAP and PSP division committees, including the Copyright, Copyright Education, Public Issues Task Force, Electronic Information, and Books Committees. AAUP staff are guests of AAP’s Copyright and Freedom to Read Committees and the Online Piracy Working Group.

Peter Givler continues as President of the International Federation of Scholarly Publishers (IFSP), as a member of the Executive Committee of the International Publishers Association (IPA), as Chair of IPA’s Copyright Committee, and serves on the IPA Membership Committee. Givler also served on the organizing committee for the IPA Publishers’ Congress held in Cape Town in June 2012, and is chair of the Program Committee for the congress scheduled for March 2014. He also chairs IPA’s Anti-Piracy Working Group.

Mr. Givler moderated a plenary session on copyright at the IPA Cape Town Congress held June 12-14 2012, and represented AAUP at the Beijing International Book Fair, August 29-September 2; at the Frankfurt Book Fair, October 7-12; at the AAP/PSP Annual Meeting in Washington, DC, February 6-7, 2013; and at the London Book Fair, April 14-17. AAUP was also represented in London by Peter Berkery and Regan Colestock. Givler spoke on university press publishing at the O’Reilly Tools of Change Conference in New York on February 13, and on copyright and freedom of speech in two panels at the Second Arab Publishers Association Meeting in Alexandria on March 23-24.

On February 7, 2013, AAUP filed an *amicus curiae* brief supporting the plaintiffs’ appeal of the district court ruling in the Georgia State University copyright infringement suit, and on February 22, 2013, joined a host of US and Canadian university libraries supporting a librarian who had been sued for libel by a Canadian publisher, Edwin Mellen Press.

A lively and well-covered plenary session of the 2012 Charleston Conference, titled “The Twenty-First Century University Press: Assessing the Past, Envisioning the Future,” was organized by Leila Salisbury (Mississippi) on behalf of the AAUP University Press Week Task Force, and featured speakers Doug Armato (Minnesota) and Alison Mudditt (California). The Library Relations Committee undertook a joint survey with the Association of Research Libraries (ARL) in 2012 on the topic of press and library partnerships, and is currently following up with targeted interviews. Peter Berkery and Peter Givler also welcomed ARL’s new Executive Director, Elliott Shore, to Washington in March.

AAUP has arranged for reduced rates at industry events including the Society for Scholarly Publishers’ (SSP) October 2012 “Digital Revenue Innovation in Scholarly
Publishing” and April 2013 “Competitive Strategies for Launching or Repositioning your Publication” webinars, and the O’Reilly Tools of Change Conference (TOC), for which AAUP was a 2013 Media Partner. AAUP members can also take advantage of a relationship with the National Federation of Advanced Information Services (NFAIS) when registering for NFAIS workshops and meetings at the sister-society rate.

AAUP is an active member of the National Humanities Alliance (NHA) and a participating sponsor of NHA's annual Humanities Advocacy Day, a day of grassroots lobbying in Washington, DC, on behalf of the National Endowment for the Humanities (NEH) and the National Historical Publications and Records Commission (NHPRC).

AAUP is a member of the Book Industry Study Group (BISG), and is represented on its Board by Tim Muench (AAUP). The association is also a member of the Free Expression Network. AAUP has been a longstanding member of the TEI (Text Encoding Initiative) Consortium, and participates in the Open Researcher & Contributor ID (ORCID) initiative.

The association held its annual Ad Auction at the AAUP Annual Meeting in support of the book donation programs of the Sabre Foundation. In 2012, the auction raised just under $8,250 for the foundation.

2012 marked the association’s 75th anniversary, and it was celebrated in style. Research in AAUP archives led to several articles on the founding of AAUP, the Annual Meeting, the statistical surveys, and Women in Scholarly Publishing (WiSP). The anniversary was toasted with champagne and cake at the Annual Meeting in Chicago. The association launched the first University Press Week (November 11-17, 2012), designed to be an annual campaign communicating the importance of AAUP members’ work. And to cap the year, AAUP hosted a media lunch and panel, “What’s Next for Publishing? Rethinking the University Press,” on November 29 in New York City.
MEMBER PRESS PROMOTION
The association advances the work of its members through the following programs:

The Book, Jacket, and Journal Show
This annual design competition and traveling exhibit fulfills its mission to “honor and instruct” by honoring the design and production teams whose work furthers a long tradition of excellence in book design, and—through a traveling exhibit and acclaimed annual catalog of selected entries—visually teaching the tenets of good design. The show recognizes achievement in the design, production, and manufacture of books, book jackets, and journals, and provides a source of discussion and ideas for creative and resourceful bookmaking.

More than sixty presses submitted a total of 226 books, 300 jackets/covers, and 4 journals. From these entries, 49 books (10 in Scholarly Typographic, 9 in Scholarly Illustrated, 6 in Trade Typographic, 14 in Trade Illustrated, 5 in Poetry and Literature, and 5 in Reference), 1 journal, and 30 jackets/covers were selected for the 2012 show.

The show, unveiled at the 2012 Annual Meeting in Chicago, was exhibited at thirty-three university presses across the US and Canada between September 2012 and May 2013.

Books for Understanding (booksforunderstanding.org)
The Books for Understanding program remains an important part of the association’s public outreach—informing librarians, journalists, and the wider public of the valuable information and scholarship produced by university presses. Bibliographies on “Guns in America” and “Chechnya” have been newly published.

University Press Week
From November 11-17, 2012, the association and its members celebrated the first annual University Press Week, an ongoing campaign to highlight the regional and global contributions of university presses. Tools to help showcase the work of AAUP members were developed and, including: the “Fine Print* (*and Digital!)” online gallery of exemplary works from member presses (108 presses contributed); Influence Maps, a key and guidelines for developing a Google Map to demonstrate the broad impact of a press’s work (40 members developed maps); a blog tour organized by Laura Baich (Indiana) (26 presses participated); a set of collected testimonials from scholars, university and industry leaders, and public officials; and a congratulatory comment from President Jimmy Carter, who originally declared a “University Press Week” in 1978 to mark the centennial of US university press publishing. The University Press Week Task Force, led by Will Underwood (Kent State), is undertaking planning for the 2013 event, scheduled for November 10-16, 2013.
RESOURCES AND INDUSTRY INFORMATION
AAUP’s online resources, publications, and surveys provide valuable information to its members and the scholarly publishing community.

Website (aaupnet.org)
AAUP’s website is host to a wide array of resources including information on association programs, job listings, policy briefs, statistics and survey data, and news from member presses.

AAUPWiki (aaupwiki.princeton.edu)
The AAUPWiki, founded in 2006 by the Electronic Committee and hosted by Princeton University Press, continues to grow as a repository of AAUP member knowledge. Conference knowledge is added annually, and new resources compiled. The content of the AAUPWiki is open; registration is required to add and edit content.

Publications
The Exchange
AAUP publishes a quarterly newsletter, the Exchange, featuring articles on initiatives at member presses and other industry news. The Exchange is an online publication freely available to the AAUP community and the wider public, via the web or complimentary email subscriptions.

AAUP Bulletin
The bulletin is a monthly update on AAUP programs and activities distributed via email to subscribed staff at member presses.

AAUP Directory
The 2013 AAUP Membership Directory was published in January. The Directory contains contact information for key staff at member presses and partner companies, information on press publishing programs, and guidelines for manuscript submissions. The University of Chicago Press continues to distribute the Directory, which is also available in electronic form as an Adobe Digital Edition through Bibliovault/University of Chicago Press. Production of the print edition of the Directory was donated by Thomson-Shore, Inc.
The Digital Digest (aaupdigitaldigest.wordpress.com)
The Digital Digest is a blog of electronic publishing news from the AAUP central office and Digital Publishing Committee. Over the past year, the Digital Digest has hosted round-ups of the University Press Week bog tour, two lively posts from Tony Sanfilippo (Penn State) on the future of bookstores, and the “Books That Matter” series, featuring editors and publishers on books that have made a difference.

Surveys
The association continues to produce the annual University Press Statistics and the quarterly Sales and Returns Surveys. The Digital Book Publishing Survey has also become an annual gauge of change in our industry.

Markets Analysis
AAUP members have access to the Publisher Alley sales analysis tool at discounted rates. Publisher Alley is an online database of inventory and sales information for Baker & Taylor, one of the largest library jobbers. Publisher Alley now tracks information on titles included in select Books for Understanding bibliographies.
DIGITAL PUBLISHING SERVICES

Copyright Infringement Portal
The Publishers Association (PA) of the UK has worked to develop a Copyright Infringement Portal to help publishers and trade associations tackle online piracy threats in an appropriate and effective manner. New features have been rolled out in recent years, including automated searching for infringing files. The PA offers AAUP members a 50% discount to use this anti-piracy tool.

Edelweiss
AAUP members receive discounted rates for the Edelweiss online interactive publisher catalog service that enhances or replaces the use of traditional hard-copy publisher catalogs. Edelweiss has offered regular introductory web demos of the service. More than a dozen AAUP member presses currently use the system.

iPublishCentral
Impelsys offers AAUP members discounted rates on the services and features of iPublishCentral. iPublishCentral is designed to enable publishers to market, distribute, and deliver their content online in a simple, self-serve, and cost-effective manner.

NetGalley
Members are eligible for discounted access to the NetGalley digital galley service. NetGalley offers the real-time transmission of digital galleys and multimedia press kits. Publishers can also allow readers to request a printed galley. NetGalley now has more than sixty thousand registered readers, including librarians, booksellers, reviewers, and instructors. AAUP members may request online demos of the service.

RightsLink
The Copyright Clearance Center’s RightsLink service supports a publisher’s online strategy by providing its customers with instant reprint and permission services, 24/7, worldwide. RightsLink integrates seamlessly with online content wherever it resides. AAUP members are eligible for discounted implementation of RightsLink Plus and Premium service tiers.

Tizra
AAUP members are eligible for a significant discount on the Tizra Publisher platform for e-book sales and distribution. A hosted e-book solution, Tizra Publisher is designed for ease of use and flexibility to experiment with various sales models.
The 22nd edition of University Press Books for Public and Secondary School Libraries was published in cooperation with a committee of librarians from the Public Library Reviewers (PLR) and the American Association of School Libraries (AASL). Sixty-seven presses submitted 384 titles in various subject areas for consideration. The bibliography was mailed to twelve thousand public and secondary school librarians, with additional copies distributed at state and national library meetings, including the American Library Association (ALA) annual conference. The bibliography is publicized through a number of school and public librarian email lists.

The bibliography is available online at www.aaupnet.org/librarybooks. Archives of previous editions are also available online.

At the 2012 ALA annual conference in Anaheim, CA, AAUP coordinated the program “The Best of the Best from the University Presses: Books You Should Know About.” Five AASL and PLR member librarians presented eighteen titles they had recently reviewed for the 22nd edition. The program featured complimentary copies of the bibliography and a book raffle for attendees.

The next “Best of the Best from the University Presses” program is scheduled for June 30, 2013, at the ALA annual conference in Chicago, IL.

Cooperative Publicity Program
The Cooperative Publicity Program enables participating presses to track their publicity efforts at a reduced cost. BurrellesLuce is a media monitoring service that scans more than eighteen thousand U.S. and international print publications, news broadcasts, and internet media sources for book reviews and articles. It sends clips for twenty-three participating member presses to the central office, where they are sorted and distributed as digital clips via email.
Cooperative Advertising Program
The association continues its cooperative advertising program, offering discounted rates to AAUP members on print and online advertising. Rate cards and program details are available 24/7 online, and a weekly ad-program email newsletter keeps participating AAUP members informed of deadlines and specials. Publications currently in the cooperative program are:

American Heritage
The American Scholar
Baker & Taylor Catalogs
Bay Nature
BOMB
BUST
Chicago Reader
Chicago Tribune
ForeWord Reviews
Gay & Lesbian Review
Guernica
Harper’s Magazine
High Country News
The Jewish Week
Los Angeles Times
Mother Jones
New Left Review
The New Republic
New York Times Daily, Book Review, and Education Life Supplement
Parabola
The Progressive
Psychology Today
Publishers Weekly
QBR The Black Book Review
Tikkun
Times Higher Education
Utne Reader
The Weekly Standard

Cooperative Exhibits

London Book Fair
AAUP again partnered with Reed Exhibitions to offer discounted exhibit space within an AAUP-branded “pavilion” at the London Book Fair. In 2013, five member presses participated in the stand. The AAUP booth was once again very busy, as a meeting place and attracting foot traffic to the books on display. For the AAUP pavilion, Reed offers exhibiting packages, plans the space, and handles all reservations and billing; AAUP provides a staff member for organizational support during the fair.
PROFESSIONAL DEVELOPMENT PROGRAMS
Professional growth remains an important priority for staff at member presses. In 2012-2013, the association organized the following programs and events.

Annual Meeting
The 2012 Annual Meeting was held June 18-20 in Chicago. The meeting set a registration record with almost 800 individuals in attendance. The program committee, chaired by Becky Brasington Clark (Johns Hopkins) developed the program with “Igniting the Future!” as the theme which reflected the creative energy sweeping the industry. The program offered sessions both practical and philosophical. An IGNITE plenary featured short inspirational presentations by innovators both from within and outside the publishing industry.

Special thanks go to Books International, Bowker, the University of Chicago Press, the Chronicle of Higher Education, Copyright Clearance Center, Crossref, finitiv, JSTOR, John P. Pow Company, Johns Hopkins University Press, Marquis, the New York Review of Books, and Thomson-Shore for sponsoring events, material production, and generous financial assistance.

Annual Meeting Grants
In 2012, several programs provided funding for qualified staff to attend the Annual Meeting.

Early Career Grants
Generously funded by CrossRef, these grants provided $1,200 in registration fees and travel expenses for individuals with less than three years of experience at an AAUP member press to attend their first AAUP Annual Meeting. The following individual was awarded a 2012 Early Career Grant:

James Engelhardt, Acquisitions Editor, University of Alaska Press

Eckersley Memorial Grant
The Richard Eckersley Memorial Grant is offered to an emerging university press designer to cover Annual Meeting registration, thanks to the Eckersley Memorial Fund. The following individual was awarded the 2012 Eckersley Memorial Grant:

Jason Alejandro, Designer, Princeton University Press

Whiting Annual Meeting Newcomer Grant
These registration grants were awarded to staff attending their first AAUP Annual Meeting. The following individuals received 2012 Newcomer Grants:

Jennika Baines, Acquisitions Editor, Syracuse University Press
Morgan Myers, Project Editor, University of Virginia Press
Jada Rankin, Assistant to the Director, Texas Tech University Press
Whiting Diversity Grants
The Mrs. Giles Whiting Foundation and AAUP provided grants for underrepresented
groups within AAUP to attend the Annual Meeting. The following individuals
received 2012 Whiting Diversity Grants:

Christine Choi, Art Editor, Duke University Press
Shana Rivers, Marketing & Sales Manager, University of Alabama Press

Women in Scholarly Publishing (WiSP) Professional Development
WiSP offered its Career Development Funds to AAUP. Selected individuals who
worked or freelanced for AAUP member presses were given funding to attend the
AAUP Annual Meeting.

The freelance grant was awarded to:
Maya Wright, Freelance Designer

The staff member grant was awarded to:
Linda Kadis, Financial & Fulfillment Administrator, Athabasca University Press

Workshops
AAUP’s Professional Development Committee, chaired by Larin McLaughlin
(Illinois), arranged for three workshops to be held in advance of the Annual
Meeting in Chicago.

Managing Print Inventory in a Digital World: Trends, Solutions, and Business Models
Thirty-four AAUP members attended this morning workshop organized by Leila
Salisbury (Mississippi).

Regional Publishing
Lisa Fortunato (Rutgers) and Alisa Plant (Louisiana State) organized this full-day
workshop with twenty participants.

XML for University Press Publishing
This half-day workshop was developed by Emily Arkin (Harvard), Marjorie Fowler
(North Carolina), Jake Furbush (MIT) and Kevin Hawkins (MPublishing), and
thirty-six individuals attended.
**Special Group Meetings**
Volunteers regularly arrange meeting for professionally specific groups. The following groups met in 2012-2013.

**Financial Officers Meeting**
Fifty-three people attended AAUP’s 2013 Financial Officers Meeting, held April 4-6 in Chapel Hill, NC. Robbie Dircks (North Carolina), Nadine Buckland (West Indies), Alice Ennis (Illinois), Kristi Goldsberry (Ohio), and Tom Helleberg (NYU) served on the planning committee.

**Press Directors Meeting**
Barbara Kline Pope (National Academies) and Steve Cohn (Duke) organized a Press Directors Meeting held June 18, 2012 in Chicago. Sixty directors participated and, with the aid of facilitator Lynn Litow Flayhart, helped to shape the association’s priorities for the 2012-2013 year.

**Whiting Residency**
This program, funded by the Mrs. Giles Whiting Foundation, helps staff refine their skills and learn new ones by spending time with colleagues at other member presses. Participants visit another member press, observe procedures, and talk with staff, returning to their home presses with new ideas for approaching challenges and new knowledge to shape best practices.

The Professional Development Committee, chaired by Larin McLaughlin (Illinois), administered the program and selected the residents to participate. The following individuals were selected to participate in 2012.

- William Bishel, Information Technology Manager, University of Texas Press
- Lisa Davis, Business Manager, University of Tennessee Press
- Suzanne Guiod, Editor-in-Chief, Syracuse University Press
- Sue Mitchell, Production Editor, University of Alaska Press
- Charlotte Wright, Managing Editor, University of Iowa Press
## AAUP OPERATING STATEMENT
(unaudited)

### Fiscal Year Ended March 31, 2013

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<tr>
<th>Category</th>
<th>Amount</th>
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<td>Operating Income:</td>
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<tr>
<td>Membership services</td>
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<td>Marketing programs</td>
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<td>Total Operating Income</td>
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<tr>
<td>Operating Expenses:</td>
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<td>Membership services</td>
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<tr>
<td>Marketing programs</td>
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<td>Total Operating Expenses</td>
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<td>Operating Gross Margin /(Deficit):</td>
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<td>Membership services</td>
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<td>Marketing programs</td>
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<td>Total Gross Margin /(Deficit)</td>
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<td>Dues Income</td>
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<td>Gross Operating Income</td>
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<td>Administrative Expenses</td>
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<td>Total Admin./Comm. Expenses</td>
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<td>Operating Income/(Deficit)</td>
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<td>Non-Operating Income/(Expenses):</td>
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<td>Quasi endowment allocation</td>
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<td>Bank interest</td>
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<td>Total Non-Operating Income/(Expenses)</td>
<td>794</td>
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<tr>
<td>Net Income/(Loss) before adjustment</td>
<td>36,079</td>
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<td>Added expense for pension valuation</td>
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<td>Net Income/(Loss) after adjustment</td>
<td>20,585</td>
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<tr>
<td>Operating Fund Balance – April 1, 2012</td>
<td>155,965</td>
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<tr>
<td>Operating Fund Balance – March 31, 2013</td>
<td>$176,550</td>
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## COMPARATIVE BALANCE SHEET
(unaudited)

### Assets

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<th></th>
<th>3/31/2013</th>
<th>3/31/2012</th>
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<tr>
<td><strong>Current Assets:</strong></td>
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<td></td>
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<tr>
<td>Cash</td>
<td>$324,831</td>
<td>$302,716</td>
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<tr>
<td>Accounts receivable and accruals</td>
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<td>28,972</td>
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<tr>
<td>Prepaid expenses</td>
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<td>51,363</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>442,027</td>
<td>383,051</td>
</tr>
</tbody>
</table>

| **Quasi Endowment Funds:** |       |           |
| Marketable investments at lower of cost or market | 1,049,426 | 1,004,241 |
| Due from/(to) operating fund | (8,431)  | (20,000)  |
| **Total Quasi Endowment Funds** | 1,040,995 | 984,241   |

| **Fixed Assets:**         |       |           |
| Equipment & fixtures, net | 17,173 | 24,101    |
| Security deposits         | 39,442 | 39,442    |
| **Total Fixed Assets**    | 56,615 | 63,543    |

| **Total Assets**          | $1,539,637 | $1,430,835 |
## COMPARATIVE BALANCE SHEET
(unaudited)

### Liabilities & Fund Balances

<table>
<thead>
<tr>
<th></th>
<th>3/31/2013</th>
<th>3/31/2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accruals</td>
<td>$141,365</td>
<td>$81,045</td>
</tr>
<tr>
<td>Accumulated vacation liability</td>
<td>86,891</td>
<td>71,633</td>
</tr>
<tr>
<td>Deferred income</td>
<td>95,347</td>
<td>155,346</td>
</tr>
<tr>
<td>Reserve for grant expenditures</td>
<td>6,893</td>
<td>14,216</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>330,523</td>
<td>322,240</td>
</tr>
<tr>
<td><strong>Other Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Due to/(from)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>endowment fund</td>
<td>(8,431)</td>
<td>(20,000)</td>
</tr>
<tr>
<td>Contingent Liabilities</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total Other Liabilities</strong></td>
<td>(8,431)</td>
<td>(20,000)</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>322,092</td>
<td>302,240</td>
</tr>
<tr>
<td><strong>Fund Balances</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating fund balance</td>
<td>176,550</td>
<td>159,143</td>
</tr>
<tr>
<td>Quasi endowment fund balance</td>
<td>1,040,995</td>
<td>984,241</td>
</tr>
<tr>
<td><strong>Total Fund Balances</strong></td>
<td>1,217,545</td>
<td>1,140,206</td>
</tr>
<tr>
<td><strong>Total Liabilities and Fund Balances</strong></td>
<td>$1,539,637</td>
<td>$1,442,446</td>
</tr>
</tbody>
</table>
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