



## **OAH Treasurer's Report**

### **Fiscal Year 2012**

Jay S. Goodgold

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Over the past several years, the OAH has made significant strides to maintain a balanced budget and manage its cash flow in order to maintain a steady cash position throughout the year. I am pleased to report that for the fiscal year ending June 30, 2012, we have continued this trend. The budget was balanced. At the end of the year we had a \$124,798 organization-wide surplus including an \$107,701 increase in unrestricted net assets. This was due mainly to better than expected revenues from our 2012 OAH/NCPH Annual Meeting in Milwaukee and our relationship with Oxford University Press (OUP). We have been very judicious in our cash flow management due to the irregular payments we receive from Oxford. Our partnership with OUP continues to remain strong and financially beneficial. Our net *Journal of American History (JAH)* revenues from Oxford were \$315,621, significantly above our expectations. As the OAH expands its *JAH* international presence through Oxford's marketing efforts, we are optimistic that this will continue to be a source of strong revenue flow. Areas of growth have been in Latin America, China, Korea and Africa. The net revenue for the *OAH Magazine of History* continues to be an area of concern. Its net loss this past year was \$41,860. The OAH led by President Al Camarillo is addressing this topic and will be presenting a revised format for the *OAH Magazine*.

This past year's joint meeting with the National Council on Public History in Milwaukee was very successful. The net revenue for the meeting was \$92,724, almost double what we had projected. The key factors were better than expected attendance and higher annual meeting program advertising revenue. Due to the continued merger of academic presses, both sponsorship and exhibit revenue were lower. We are expecting a greater revenue level at this year's convention in San Francisco even though we expect certain expenses to be higher. This year we will not have to outlay any additional fees for convention space (a savings of \$25,000) versus our 2012 convention in Milwaukee.

Our membership revenues were slightly below expectations at \$301,950. Over the past year we have hired the Raybourn Group, an association management firm based in Indianapolis, to assist us in membership retention and dues collection. Through their work we have been able to stabilize our membership levels and expecting an improved report for the upcoming year. Moving forward, I believe that the OAH has three areas which offer potential revenue growth. These areas are: the OAH/National Park Service (NPS) collaboration, the OAH Career Center, and the OAH Distinguished Lectureship Program. Many of the endeavors are unique to the OAH

and represent programs that are in keeping with our mission but provide sources of nondues revenue.

In FY 2013, we continue to focus on a balanced budget while maintaining strong leadership roles in the areas of our expertise. Through our Oxford University Press relationship, the focus on all the areas of growth mentioned above and continued expense control, we expect to see our financial stability remain strong.