<table>
<thead>
<tr>
<th>PAGE</th>
<th>Section</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>From the President</td>
</tr>
<tr>
<td>4</td>
<td>The Association</td>
</tr>
<tr>
<td>6</td>
<td>From the Executive Director</td>
</tr>
<tr>
<td>9</td>
<td>Looking and Working Outward</td>
</tr>
<tr>
<td>10</td>
<td>The Members</td>
</tr>
<tr>
<td>13</td>
<td>Promoting the Work of Member Presses</td>
</tr>
<tr>
<td>14</td>
<td>Association Publications</td>
</tr>
<tr>
<td>15</td>
<td>Cooperative and Discount Programs for Members</td>
</tr>
<tr>
<td>16</td>
<td>Data Collection and Research</td>
</tr>
<tr>
<td>17</td>
<td>Professional Development and Education</td>
</tr>
<tr>
<td>20</td>
<td>Operating Statement and Balance Sheet</td>
</tr>
<tr>
<td>23</td>
<td>Facing Censorship: A Statement of Guiding Principles</td>
</tr>
<tr>
<td>25</td>
<td>AUPresses Partners</td>
</tr>
<tr>
<td>25</td>
<td>Committees of the Board</td>
</tr>
<tr>
<td>26</td>
<td>Committees of the Association</td>
</tr>
<tr>
<td>30</td>
<td>Task Forces</td>
</tr>
<tr>
<td>31</td>
<td>Board of Directors</td>
</tr>
<tr>
<td>31</td>
<td>Central Office</td>
</tr>
</tbody>
</table>
FROM THE PRESIDENT

“I believe in book publishing, in its capacity to help us all retrace our paths back into history, to see the present in all its complexity, and to imagine different futures. To do that, we have to build a publishing industry—at all levels of publishing—that honors the potential, the complexity, and the fullness of the world itself.”

As I review the activities of the Association of University Presses (AUPresses) for the past ten months, it is clear that much has been accomplished by building on the multi-year plans and initiatives created by my energetic predecessors—presidents Barbara Kline Pope (then at National Academies Press), Meredith Babb (Florida), and Darrin Pratt (Colorado). All of these accomplishments achieved, of course, in close collaboration with the equally energetic Executive Director Peter Berkery, the dedicated staff of AUPresses, the Association's Board of Directors, and the dozens of volunteers who have served on our numerous committees and task forces.

In Fall 2014, the Association adopted a new strategic plan prioritizing five primary goals: collaboration, advocacy, research, education, and infrastructure. The plan also identified the Association's core values as integrity, diversity, stewardship, and intellectual freedom. These goals and values have guided the work of AUPresses for the past few years, including 2017-2018. It is important to acknowledge and record this history of building and strengthening. Here are some of the highlights.

Diversity and Inclusion

Thanks to the leadership of Editor-in-Chief Larin McLaughlin, the University of Washington Press was awarded a four-year grant from the Andrew W. Mellon Foundation in 2016 to help the university presses at Washington, Duke, Georgia, and MIT create a pipeline program to diversify academic publishing in partnership with AUPresses. This grant and program was the first of its kind in scholarly publishing and positioned the Association as a leader in this area.

In June 2016, the first cohort of University Press Diversity Fellows attended the AUPresses Annual Meeting in Philadelphia. At this meeting, the fellows were able to hear an inspiring talk about the need for greater diversity in publishing by Chris Jackson, Vice President, Publisher, and Editor-in-Chief of the One World Imprint at Penguin Random House.

At the Association's 2017 Annual Meeting in Austin, I had the pleasure of introducing the first and second cohort of University Press Diversity Fellows before an opening plenary, "From Words into Action: Institutionalizing Diversity in University Presses and Beyond." The plenary included guest speakers Earl Lewis, President of the Andrew W. Mellon Foundation, and Marilyn Mobley, Vice President for Diversity, Inclusion, and Equal Opportunity at Case Western Reserve University, as well as MIT Editor-in-Chief Gita Manaktala, who moderated a lively discussion and Q&A following the speakers' remarks.
In response to feedback from the membership following our meeting in Austin, I appointed a Diversity and Inclusion Task Force in Fall 2017. I charged the task force with gathering information and data about diversity and inclusion programs in the scholarly publishing community, and identifying resources to support existing and new initiatives. The work of the task force will be complete when the team submits a report of recommendations to the board before the Annual Meeting in San Francisco this June. My special thanks to task force Co-Chairs Larin McLaughlin (Washington) and Gita Manaktala (MIT), and members Ellen C. Bush (North Carolina), Susan Doerr (Minnesota), Gisela Fosado (Duke), Brian Halley (Massachusetts), Alexandria Leonard (Princeton), and Jill Petty (Northwestern) for lending us their time, passion, and expertise.

**Intellectual Freedom**

In support of the free exchange of ideas, another of the Association's core values, a subcommittee of the Board of Directors—Peter Berkery, Greg Britton (Johns Hopkins), Jennifer Crewe (Columbia), and John Donatich (Yale)—worked to produce a public statement on combatting censorship. The Association's statement was issued just prior to the 2018 London Book Fair. Read the full statement in this Report.

**Advocacy**

Twice a year, prior to board meetings in the fall and spring, members of the board reach out to the entire AU Presses membership to solicit feedback about any needs and issues. This year's constituency calls surfaced an overwhelmingly unanimous request to make advocacy a top priority for the Association. In response to this expressed need, the focus of this June's Directors' Meeting is “Communicating the Value Proposition: Metrics, Stories, and What Parent Institutions Need to Hear.” My thanks to Richard Brown (South Carolina) for co-organizing this meeting, and to directors Christie Henry (Princeton), Barbara Kline Pope (Johns Hopkins), Dennis Lloyd (Wisconsin), Darrin Pratt (Colorado), Tony Sanfilippo (Ohio State), Liz Scarpelli (Cincinnati), Donna Shear (Nebraska), and John Sherer (North Carolina) for agreeing to serve as meeting facilitators.

**Research**

A closely related but separate Association goal is research. Darrin Pratt established a Research Task Force during 2016-2017, and the work that this group has undertaken in the past year will come to fruition in June. Stay tuned for this task force’s recommendations for the Association's research agenda in service of the Advocacy goal from Chair Elizabeth Windsor (Project MUSE) and her team. The results of the Digital Publishing Committee’s recent survey on member interest in and opportunities for shared infrastructure should also be available soon.

**Meetings and conferences**

Over the past few months, I have had the opportunity to represent the Association at and participate in a number of additional conferences and meetings. In Fall 2017, I traveled to New York to meet with the 2018 Annual Meeting Program Committee, superbly led by Erich van Rijn (California). While in New York, I also attended a Mellon Foundation “all-projects meeting” for those engaged in digital monograph publishing initiatives, where I was able to see the innovative platform development and digital workflow projects under development at California, Michigan, Minnesota, Stanford, NYU, and UBC/Washington. In February 2018, I was invited to participate in the second University Press Redux Conference hosted by UCL Press and held at the British Library in London. At UP Redux, I was struck by the proliferation of so many new, mostly open-

Book, Jacket, and Journal Show on display at 2017 Annual Meeting in Austin; Photograph by Kim Miller
access and academic-led university publishers in the UK, and the distinctiveness of the model for most US university press publishing so ably explained by Lisa Bayer (Georgia) during the opening plenary. I joined the AUPresses Financial Officers’ meeting in Albuquerque in April, and will be heading to my first P2L (presses reporting to libraries) meeting this June.

On a more personal note, it has been a great honor for me to serve as your president this past year. I have spent my entire career in university press publishing at four very different presses—Cambridge (UK), Alabama, Georgia, and Washington—and have appreciated the opportunity to connect and work with so many of you at presses all over the country and around the world. While this year has not been without challenges, the facts are that membership in AUPresses is growing (we are now 146 strong), and many new university presses have been founded in the US, Canada, and the UK in just the past few years. I hope that our recent emphasis on advocacy and data-driven research to support our value proposition will strengthen our position within higher education and begin to shift the conversation from one of crisis to a success story of continuity, resilience, growth, and innovation. I also hope that by focusing on the moral imperative for diversity and inclusion AUPresses and its members will have, to quote Chris Jackson, begun the vital work of “widening the gate” into our industry.

In closing, I would like to extend a very special thank you to President-Elect Jennifer Crewe for partnering with me so closely in the work of the presidency this past year, and to members of our dynamic and engaged board for their guidance in moving the Association’s goals—and values—forward.

Nicole Mitchell, President 2017-2018
Director, University of Washington Press
THE ASSOCIATION

The Association of University Presses is a community of publishing professionals and institutions committed to the highest caliber of research-based scholarship. Together, we advance the essential role of a global community of publishers whose mission is to ensure academic excellence and cultivate knowledge.

University presses and similar mission-driven nonprofit scholarly presses publish books, journals, and digital works on the cutting edge of knowledge and research. The Association was established in 1937 to help these presses do their work more economically, creatively, and effectively through cooperative marketing programs, professional development and education opportunities, research and data collection, and public advocacy.

AUPresses also provides an organizational framework for collaboration among members. During the 2017-2018 program year, 144 volunteers from member presses sat on the Association's committees and task forces. These volunteers, supported by their colleagues, carry out many aspects of the Association's work. The Board of Directors, made up of 13 people selected from the staff of member presses, as well as the Executive Director, developed policy and provided guidance. A staff of 7, headquartered in New York City and Washington, DC, managed the Association's programs, coordinated committee work, and represented the Association to the academy and beyond.

AUPresses and our member volunteers work toward a world that understands and values the many ways that scholarship enriches societies, institutions, and individuals.

A New Name

At the 2017 Annual Business Meeting, the members of the Association voted to change the organization's name. Founded in 1937 as the Association of American University Presses, we are now the Association of University Presses (or AUPresses when a short form is needed).

The vote was taken at the recommendation of the Association's Brand and Identity Working Group, made up of staff, board, and member representatives. The group had worked with Bernuth & Williamson on a year-long project to research, evaluate, and strengthen our brand strategy. (For reference, B&W consultant Betsy Garside defines brand as "the sum of perceptions of what you stand for, what you do, and how much social impact you have.")

The choice of a new name harkened back to the original 1921 proposal for such an organization. In 1937, the founding group of US and Canadian university presses opted to formally incorporate under the name "Association of American University Presses," and through the twentieth century, the "American university press model" became recognized as an editorially rigorous, nonprofit, professionally managed scholarly publishing profile. Today, this type of publishing is undertaken by university presses and other non-profit institutions around the world. Our name change is a simple and direct recognition of this global flourishing.
Around 1950, Will Ransom sketched the first Association monogram. It was often printed in red.

In the 1980s, a modernized monogram was created, displayed in a vibrant blue.

Later that decade, Anita Walker Scott drew a new calligraphic monogram. These last two logos were in use through the 1990s.

Rich Hendel created special logos to celebrate milestones.

In 1999, designer Trudi Gershenov created a logomark for the Internet Age.

A New Look

After the June 2017 vote, the Association undertook the legal, administrative, and communications work necessary to change the name of a then 80-year-old organization. The most outwardly rewarding of those necessary steps was the development of a new visual identity, including the Association’s first ever graphic logo-mark created in collaboration with Studiolo Secondari and designers Paper Plus Rocket.

The Brand and Identity Working Group provided guidance throughout both the brand strategy and logo development process. The designers were briefed on the membership, history, mission, vision, and activities of the Association. They were asked to consider the core identity that was reaffirmed through the brand research process—which had included stakeholder interviews and surveys of members. The result is a warm and dynamic visual identity that will support Association advocacy going forward. Our new mark reflects an Association that is open and engaging, representing a forward-thinking and mission-driven publishing community that holds to—and champions—high standards of scholarship and professionalism.
FROM THE EXECUTIVE DIRECTOR

This is my sixth report as AUPresses' Executive Director (reflecting my fifth full year in the role), and, although this past year was not without its challenges, overall I believe our community is stronger and better-positioned than ever. As of this writing the Association's membership stands at an all-time high of 146, representing a cumulative 10% increase over the last five years. Everywhere I look I see university presses active and engaged, experimenting and innovating; I genuinely believe that the changes you are making in your individual presses and those we are making in the Central Office—without shifting the constants of our shared mission—have positioned us to flip the narrative of “crisis” in the months and years ahead.

More on strategic progress in a moment. Foremost in my reporting responsibilities is to indicate that the organization's finances remain robust; we ended the fiscal year with a $25,022 net surplus (versus a break-even budget). This variance is attributable to the net effect of: (1) timing variances on a number of planned new initiatives; and, (2) staff turnover. Additionally, the performance of the quasi-endowment remains strong. The financial statements and Treasurer’s Report presented at the Association's Annual Business Meeting review our financial performance in ample detail, so I will not go on other than to commend those documents to your attention.

I'm pleased also to report that the reconfigured Central Office is running smoothly and efficiently, despite considerable staff turnover this year. Kate Kolendo, formerly of the Association of American Publishers (AAP) Professional & Scholarly Publishing (PSP) division, joined the Association as a consultant in October 2017 and became our Communications Program Manager in April. That same month, Angelica DeVoe joined the staff as Program Coordinator. Both Kate and Angelica filled existing open headcount.

In September, the Association announced a restructuring of activities in the Central Office, including the outsourcing of most accounting services and the elimination of the Controller position. It was with sadness that we therefore bid farewell to Tim Muench, who served AUPresses ably for some 17 years. The transition to Altruic Advisors has gone smoothly, thanks largely to the extraordinary efforts of Kim Miller, who was promoted to Business Manager as part of the restructuring.

The reconfiguration freed up resources with which we have been able to create a new External Communications Manager position; the incumbent will help the Association advance its Advocacy goals through increased focus on promoting the university press value proposition to key constituencies – the general reading public, policymakers, our peers in the Academy, and most importantly provosts and other administrators. As I write this report, recruiting for the new role is underway.

The Association is ably served by a talented and dedicated Central Office team; we are fortunate to have Brenna, Susan, Kim, Kate, and Angelica working on our behalf. With the imminent addition of a new External Communications Manager, I am highly confident in the ability of our team to deliver even more value to members in the coming year.

My Listening Tour of member presses continued in 2017-18 with visits to Wisconsin and Massachusetts. These press visits now occur in conjunction with other travel organized to promote the Association and advance our strategic goal of outreach to key stakeholder groups. Over the past year I have: represented AUPresses at meetings of the Association of Research Libraries (ARL), Book Industry Study Group (BISG), CNI (Coalition for
Networked Information), the Charleston Conference, National Federation of Advanced Information Services (NFAIS), and the National Humanities Alliance (NHA); attended book fairs in London, Frankfurt, and Mexico City (FILUNI – a dedicated Latin American university press book fair); participated in publishing conferences sponsored by the Library Publishing Coalition (LPC), Society for Scholarly Publishers (SSP), Association of Learned & Professional Society Publishers (ALPSP), and the International Publishers Association (IPA); and spoken on behalf of the community at the SUNY Global Center and UP Redux 2018. I also began serving on the London Book Fair’s US Advisory Board.

Finally, I completed my third year of service as a judge for the AAP’s PROSE Awards; this program is a personal and professional joy, and a significant opportunity for the broader publishing community to recognize excellence in scholarship and innovation in scholarly publishing. The PROSE Awards have become the hallmark of excellence in our field, and we are fortunate to enjoy a unique relationship with PROSE. AAP invites all AUPresses members, regardless of their AAP membership status, to submit entries to the program, and a traveling show of PROSE winners is displayed at our Annual Meeting.

In a year replete with activity, there are a few initiatives where the order of magnitude merits specific attention here: (1) the Association’s name change and new visual identity; (2) the launch of UP Commons; (3) our statement on Facing Censorship; (4) participation in a cross-organizational task force on diversity and inclusion in scholarly communications; and, (5) TOME (Toward an Open Monograph Ecosystem).

As most everyone is aware, at its 2017 Annual Business Meeting the Association voted to refresh its name, based largely on the results of an in-depth brand strategy analysis conducted in the Fall of 2016 and accepted by the board in March 2017. Throughout the Fall of 2017 we worked to translate the refreshed name and image brief contained in our brand strategy into a new visual identity for the Association. You’ll read more about the new logo and name change elsewhere in the report, and the process is also described in a brief video viewable at our website: www.aupresses.org.

I am very proud of the work that’s been done to create our new visual identity, which I believe elegantly conveys both our timeless values and our new forward focus. The response from both members and external stakeholders has been overwhelmingly positive.

I’m extremely excited to report that in March we launched UP Commons for staff and board. This is our iteration of – and link to – the broader Mellon-funded Humanities Commons online network. The platform will enable increased collaboration and communication among communities of interest within the Association. The Board of Directors already has begun using UP Commons; we expect to showcase the platform at this year’s Annual Meeting, and to introduce it to our 2018-19 committees.

At its March meeting the Board of Directors approved release of a Statement of Guiding Principles on Facing Censorship. The document, the result of several months of iterative effort by a working group of board
members (Greg Britton, Jennifer Crewe, and John Donatich, with additional input from Linda Steinman, AUPresses’ general counsel), is intended to assist members in determining how to respond to requests that they alter their content in order for it to receive distribution in a particular local market. The Statement represents both a forceful reiteration of the Association’s commitment to academic freedom and our unique role as curators of the scholarly record as well as a thoughtful recitation of the various factors that must be considered when responding to such a request.

The Association in 2017 became one of 11 groups involved in the establishment of a cross-organizational task force on diversity and inclusion in scholarly communications. Other participants include ALPSP, the Canadian Association of Learned Journals (CALJ), the Council of Science Editors (CSE), the International Association of Scientific, Technical, & Medical Publishers (STM), the International Society of Managing & Technical Editors (ISMTE), LPC, NASIG, the Open Access Scholarly Publishers Association (OASPA), SSP, and UKSG. The group’s first two initiatives have been drafting a Statement of Principles and issuing a Request for Proposals to conduct baseline research into the current state of diversity within the ecosystem; both of these activities remain works-in-progress as of this writing. Given our community’s strong commitment to increasing diversity and inclusion, it is my hope and expectation that AUPresses will continue to play a strong role in this task force going forward.

Most of you already will be aware of the Association’s involvement in TOME – a joint initiative with the Association of American Universities (AAU) and ARL to promote institutional publishing grants for open digital editions of academic monographs. Sixty AUPresses members have indicated a willingness to accept grants and publish monographs under TOME’s terms of reference. TOME is one of several experiments in which members of our community are exploring the possibilities this form of publishing in time might afford: greater discoverability, increased financial stability in monograph publishing, demonstrating commitment to mission on campus. TOME also is the only such initiative in which the Association has been thrust into a leadership role; while this has allowed us to influence positively the terms of the pilot, it also has raised our profile significantly among a number of key constituencies in the Academy – exactly the kind of increased visibility contemplated by our Advocacy goals.

2017-18 was not without its tribulations – we are not exempt from the consequences of the broader budget challenges facing higher education, and the community in particular was saddened by the sudden decision to close the University Press of New England (UPNE). These challenges offer me an opportunity to highlight as I do every year one final Association resource: supporting presses in transition. UPNE was one of eight situations (to our knowledge) in which a parent institution scrutinized the activities of its press in the past year. In each of these instances, the Association was called upon to support its member press— to marshal resources, to establish benchmarks, to provide environmental scans, to make referrals, or even just to consult with an administrative committee. In the majority of these cases, we’ve been told that the outcome was improved as a result of our involvement. If you find your press in transition in the year ahead, I hope you will remember that our community stands ready to assist you; please do not hesitate to contact me if you have any reason to believe you may be in need of this particular Association service.

Peter Berkery
Executive Director, AUPresses
LOOKING AND WORKING OUTWARD

To most effectively represent our members, and to actively uphold the core values of the Association—integrity, diversity, stewardship, and intellectual freedom—AUPresses often works with peer organizations across publishing, higher education, and arts and culture.

The Association maintains membership in the Alliance of Nonprofit Mailers, BISG, the Free Expression Network (FEN), the International Federation of Scholarly Publishers (IFSP), the National Information Standards Organization (NISO), the National Coalition for History, and the NHA. The Association has also recently become a Strategic Affiliate of the LPC, and—after recent changes to the IPA membership rules, an application for membership is pending before the IPA. The AUPresses Executive Director Peter Berkery undertakes service to this wider community through roles on the BISG Association Advisory Council, the NFAIS Humanities Roundtable planning committee, and the PROSE Awards (AAP/PSP) jury.

AUPresses proudly continues to be a sponsor of the annual Humanities Advocacy Day; in 2018 both Berkery and Communications Director Brenna McLaughlin joined the NHA to lobby the US Congress for sustained funding for humanities agencies and programs. The Association also serves on the organizing committees of Banned Book Week and Peer Review Week. In February 2018, the Association was a sponsor of the second biennial UP Redux conference in the UK. AUPresses also continues to co-organize the International Convention of University Presses at the Frankfurt Book Fair with the Argentinian university press association REUN; Lara Mainville (Ottawa) provided stellar service as our representative to the 2017 planning committee.

The Open Access Monograph Publishing Initiative that was launched by AAU, ARL, and AUPresses in 2017 was renamed TOME. The first open edition funded with a TOME grant from Virginia Tech was published recently by Cornell University Press. Following from this experience, AUPresses’ Berkery has been invited to join a steering group for an evidence-based analysis of Open Access Monographs being undertaken by Universities UK for UK Research & Innovation (formerly the Higher Education Funding Council).

The Association was selected by Educopia through a competitive process to author the “Content” module of a new Institute of Museum and Library Services (IMLS)-funded library publishing curriculum. An authoring team of AUPresses members and staff was led by Mary Rose Muccie (Temple). The learning module will be piloted this spring by the LPC. The Association’s Library Relations Committee will also present a session at the LPC’s Forum. In 2018, the Association will also convene, along with ARL, the second symposium of institutions where presses have a reporting relationship to the library (P2L2).

The Association was pleased to co-sign a statement with AAU, the American Council on Education (ACE), the Association of Public and Land-grant Universities (APLU), and EDUCAUSE urging US Senate ratification of the Marrakesh Treaty. This World Intellectual Property Organization (WIPO) treaty, “to Facilitate Access to Published Works for Persons Who Are Blind, Visually Impaired or Otherwise Print Disabled,” was adopted in June 2013, and has long been supported by a wide array of both education and intellectual property communities, including the IPA and AAP.

In November, the Association joined with a number of other organizations in co-signing a National Coalition Against Censorship (NCAC) statement condemning the US government’s new policy on works of art created by Guantanamo detainees. Earlier in 2017, the community was able to see a 2012 Arizona ban on a Tucson Mexican-American Studies program ruled unconstitutional. The Association has also reiterated support for the tenets of net-neutrality, joining many higher education partners.

While the Association’s own Task Force on Diversity and Inclusion has been very active and will soon present findings and recommendations for implementation, AUPresses is also supporting a number of initiatives in the larger scholarly communications community to advance diversity, inclusion, and equity. By its membership in the Cross-organizational Task Force on Diversity and Inclusion, distribution of the WE Survey for the Workplace Equity Project, and continuing support for the Mellon University Press Diversity Fellowship, AUPresses remains committed to pursuing strategies that will fundamentally change the outlook for this key, but unmet, goal.
The 146 members of the Association of University Presses are all nonprofit scholarly publishers upholding the highest standards of professional publishing and editorial rigor.

Regular members of the Association meet stringent criteria for editorial review of scholarly publications via recognized standards of peer review and a faculty (or equivalent) review committee. These members also meet organizational benchmarks of staffing and scholarly output. Regular membership combines the former Full, Associate, and International categories. The Association currently has 130 Regular members.

Affiliate membership is a new category, dating to the 2016-17 restructuring of membership. Affiliate members of the Association meet at least one of the editorial and one of the organizational criteria established for Regular members. The Association currently has 2 Affiliate members.

Introductory members are a special category, intended for (often newer) presses in need of the resources and connections afforded through AUPresses to grow into one of the two permanent categories. Introductory membership can last 5 years, and the Association currently has 14 Introductory members.

The Association was pleased to welcome 5 new members since June 2017:

- International Food Policy Research Institute
- Lever Press
- South Dakota Historical Society Press
- Texas Review Press
- Trinity University Press

The membership of AUPresses spans the globe, including 14 nations, 43 US states (plus the District of Columbia and Puerto Rico), and 6 Canadian provinces. Member presses are based at both private and public universities and colleges, hosted by state or regional higher education consortiums, independently affiliated with larger mission-based nonprofits, or publishing arms of museums, research centers, and scholarly societies. Combined, each year these entities publish more than 14,000 book titles and 1,100 journal titles; cumulatively, they have close to 300,000 books in print. In North America, having a university press imprimatur remains a hallmark of intensive research institutions: more than 70% of R1 institutions are home to or support a member press.
<table>
<thead>
<tr>
<th>AUPRESSES MEMBERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abilene Christian University Press</td>
</tr>
<tr>
<td>University of Akron Press</td>
</tr>
<tr>
<td>University of Alabama Press</td>
</tr>
<tr>
<td>University of Alaska Press</td>
</tr>
<tr>
<td>University of Alberta Press</td>
</tr>
<tr>
<td>American Historical Association</td>
</tr>
<tr>
<td>American Psychiatric Association Publishing</td>
</tr>
<tr>
<td>American School of Classical Studies at Athens</td>
</tr>
<tr>
<td>American University in Cairo Press</td>
</tr>
<tr>
<td>Amherst College Press</td>
</tr>
<tr>
<td>Amsterdam University Press</td>
</tr>
<tr>
<td>University of Arizona Press</td>
</tr>
<tr>
<td>University of Arkansas Press</td>
</tr>
<tr>
<td>Army Press</td>
</tr>
<tr>
<td>Athabasca University Press</td>
</tr>
<tr>
<td>Baylor University Press</td>
</tr>
<tr>
<td>Beacon Press</td>
</tr>
<tr>
<td>University of British Columbia Press</td>
</tr>
<tr>
<td>Brookings Institution Press</td>
</tr>
<tr>
<td>Bucknell University Press</td>
</tr>
<tr>
<td>University of Calgary Press</td>
</tr>
<tr>
<td>University of California Press</td>
</tr>
<tr>
<td>Cambridge University Press</td>
</tr>
<tr>
<td>Carnegie Mellon University Press</td>
</tr>
<tr>
<td>Catholic University of America Press</td>
</tr>
<tr>
<td>Central European University Press</td>
</tr>
<tr>
<td>University of Chicago Press</td>
</tr>
<tr>
<td>Chinese University Press</td>
</tr>
<tr>
<td>University of Cincinnati Press</td>
</tr>
<tr>
<td>University Press of Colorado</td>
</tr>
<tr>
<td>Columbia University Press</td>
</tr>
<tr>
<td>Concordia University Press</td>
</tr>
<tr>
<td>Cork University Press/Attic Press</td>
</tr>
<tr>
<td>Cornell University Press</td>
</tr>
<tr>
<td>University of Delaware Press</td>
</tr>
<tr>
<td>Duke University Press</td>
</tr>
<tr>
<td>University Press of Florida</td>
</tr>
<tr>
<td>Fordham University Press</td>
</tr>
<tr>
<td>Gallaudet University Press</td>
</tr>
<tr>
<td>George Mason University Press</td>
</tr>
<tr>
<td>Georgetown University Press</td>
</tr>
<tr>
<td>University of Georgia Press</td>
</tr>
<tr>
<td>Getty Publications</td>
</tr>
<tr>
<td>Harvard University Press</td>
</tr>
<tr>
<td>University of Hawai‘i Press</td>
</tr>
<tr>
<td>University of Illinois Press</td>
</tr>
<tr>
<td>IMF Publications</td>
</tr>
<tr>
<td>Indiana University Press</td>
</tr>
<tr>
<td>INSTAP Academic Press</td>
</tr>
<tr>
<td>International Food Policy Research Institute*</td>
</tr>
<tr>
<td>University of Iowa Press</td>
</tr>
<tr>
<td>Johns Hopkins University Press</td>
</tr>
<tr>
<td>University Press of Kansas</td>
</tr>
<tr>
<td>Kent State University Press</td>
</tr>
<tr>
<td>University Press of Kentucky</td>
</tr>
<tr>
<td>Leuven University Press</td>
</tr>
<tr>
<td>Lever Press*</td>
</tr>
<tr>
<td>Liverpool University Press</td>
</tr>
<tr>
<td>Louisiana State University Press</td>
</tr>
<tr>
<td>Manchester University Press</td>
</tr>
<tr>
<td>University of Manitoba Press</td>
</tr>
<tr>
<td>Marine Corps University Press</td>
</tr>
<tr>
<td>Marquette University Press</td>
</tr>
<tr>
<td>University of Massachusetts Press</td>
</tr>
<tr>
<td>McGill-Queen's University Press</td>
</tr>
<tr>
<td>Medieval Institute Publications</td>
</tr>
<tr>
<td>Mercer University Press</td>
</tr>
<tr>
<td>University of Michigan Press</td>
</tr>
<tr>
<td>Michigan State University Press</td>
</tr>
<tr>
<td>University of Minnesota Press</td>
</tr>
<tr>
<td>Minnesota Historical Society Press</td>
</tr>
<tr>
<td>University Press of Mississippi</td>
</tr>
<tr>
<td>University of Missouri Press</td>
</tr>
<tr>
<td>MIT Press</td>
</tr>
<tr>
<td>Modern Language Association of America</td>
</tr>
<tr>
<td>Museum of Modern Art</td>
</tr>
<tr>
<td>National Academies Press</td>
</tr>
<tr>
<td>National Gallery of Art</td>
</tr>
<tr>
<td>Naval Institute Press</td>
</tr>
<tr>
<td>University of Nebraska Press</td>
</tr>
<tr>
<td>University of Nevada Press</td>
</tr>
<tr>
<td>University Press of New England</td>
</tr>
<tr>
<td>University of New Mexico Press</td>
</tr>
<tr>
<td>University of New South Wales Press</td>
</tr>
<tr>
<td>New York University Press</td>
</tr>
<tr>
<td>University of North Carolina Press</td>
</tr>
<tr>
<td>University of North Texas Press</td>
</tr>
<tr>
<td>Northern Illinois University Press</td>
</tr>
<tr>
<td>Northwestern University Press</td>
</tr>
<tr>
<td>University of Notre Dame Press</td>
</tr>
<tr>
<td>Ohio University Press</td>
</tr>
<tr>
<td>Ohio State University Press</td>
</tr>
<tr>
<td>University of Oklahoma Press</td>
</tr>
<tr>
<td>Oregon State University Press</td>
</tr>
<tr>
<td>Otago University Press</td>
</tr>
<tr>
<td>University of Ottawa Press</td>
</tr>
<tr>
<td>Oxford University Press</td>
</tr>
<tr>
<td>University of Pennsylvania Press</td>
</tr>
<tr>
<td>Penn State University Press</td>
</tr>
<tr>
<td>University of Pittsburgh Press</td>
</tr>
</tbody>
</table>
The Book, Jacket, and Journal Show
Providing the opportunity to honor the many design and production teams within our community whose work furthers a long tradition of excellence, the AUPresses annual Book, Jacket, and Journal Show recognizes achievement in the design, production, and manufacture of books, book jackets and journals. Through a traveling exhibit and an acclaimed annual catalog of selected entries, the competition visually teaches the tenets of good design and fulfills its mission to “honor and instruct” while providing a source of discussion and ideas for creative and resourceful bookmaking.

The 2017 Book, Jacket, and Journal Traveling Show was unveiled at the 2017 Annual Meeting in Austin. The Show then went on to be exhibited at 43 university presses and trade associations throughout North America between September 2017 and June 2018. Judging had taken place in January 2017 at the AUPresses Central Office in New York City, with jurors selecting 50 books and 52 jackets and covers for the 2017 Show.

Judging for the 2018 Book, Jacket, and Journal Show took place in January 2018 at the AUPresses Central Office in New York City. Jurors selected 49 books, 53 jackets and covers, and 1 journal as the very best examples from a large pool of excellent design. The Show will debut at the 2018 Annual Meeting in San Francisco.

Books for Understanding
The Books for Understanding program was launched in 2001 to highlight one of the greatest public values of the university press mission: to publish high-quality scholarship regardless of immediate popular interest. More than 50 bibliographies have been published — showcasing the scholarship available on current events topics ranging from Climate Change to Iraq. The program has been dormant for several years, but new infrastructure investments by the Association hold promise for a more dynamic life for Books for Understanding in the future.

In the past year, AUPresses has been pleased to support several initiatives that advance the same message about the importance of university press publishing to society, including: the promotion of the #ReadUP hashtag as a year-round campaign, the University Press Week gallery, and the Charlottesville Curriculum resource on the scholarship examining Confederate monuments compiled by Joyce Harrison (Kansas) and published on the Digital Digest.

The 27th edition of University Press Books for Public and Secondary School Libraries was published in cooperation with a committee of librarians from the American Association of School Libraries (AASL) and the Collection Development and Evaluation Section of the Reference and User Services Association (RUSA/CODES) of the American Library Association (ALA). The bibliography was mailed to 10,000 public and secondary school librarians. The bibliography is publicized through a number of school and public librarian email lists. The bibliography is published online at www.aupresses.org/librarybooks. Archives of previous editions are also available at that site.

University Press Week
Peter Berkery and Nicole Mitchell announced the 2017 University Press Week theme in a September column in Publishers Weekly. In a year when “fake news” and “alternative facts” are phrases with currency, and valuing expertise can feel like a radical act, “#LookItUP: Knowledge Matters” celebrated the essential role of university presses around the world.

Far from a radical departure for them, the members of AUPresses support, create, and disseminate knowledge and vetted expertise every day. The annual University Press Week awareness campaign allows us to celebrate the value of this work with one voice.
In 2017, the Association hosted an online gallery featuring 65 member projects that illustrate the #LookItUP theme. The popular annual blog tour saw 36 posts published on related themes such as “Scholarship Making a Difference.” Ingram produced several themed videos, based on clips contributed by AUPresses members, throughout the week. More than 30 member presses took part in a UP Week #IndiesFirst promotion through the American Booksellers Association. Special newsletters, email blasts, review round-ups, and ad spreads were produced by NetGalley, Baker & Taylor, the Jewish Book Foundation, the London Review of Books, and the Nation. The New York Review of Books provided free ad space for the Association to promote the UP Week campaign and message. An NPR underwriting campaign ran UP Week/#LookItUP spots on stations in Austin, TX, and Washington, DC. “Knowledge Matters” panels were held at the Texas Book Festival and Boston Book Festival, highlighting authors and editors from member presses. And many local bookstore, library, and open house events were held by member presses.

University Press Week 2018 is scheduled for November 12-17, and the UP Week Task Force, chaired by Colleen Lanick (MIT), is beginning its work.

The Constituency Award
The AUPresses Constituency Award honors staff at member presses who have demonstrated active leadership and exemplary service to the Association and to the scholarly publishing community.

Established in 1991, the Award is presented each year at the Association's Annual Meeting. Recipients can be current or retired staff from member presses; however, current and retired press directors are not eligible. Employees at any Association member press can nominate a recipient. The nominations are reviewed by a subcommittee of the Association's Board of Directors, who make a recommendation that is then approved by the entire AUPresses Board of Directors.

The 2017 Award was presented to the University of North Carolina Press's Michael Donatelli at the 2017 Annual Meeting in Austin. Recent winners of the AUPresses Constituency Award also include Greg Britton, Johns Hopkins University Press (2016); Carol Kasper, University of Chicago Press (2015); and Bob Oeste, Johns Hopkins University Press (2014).

ASSOCIATION PUBLICATIONS

AUPresses.org
The Association's website is host to a wide array of resources including information on members, benefit programs, job listings, policy briefs, and statistics and survey data.

AAUP Wiki
The AAUP Wiki can be found at aaupwiki.princeton.edu and is generously hosted by Princeton University Press. Founded in 2006 by the Electronic Committee, conference knowledge is added to the site annually. The content of the AAUP Wiki is open, though registration is required to add to and edit it. In the future, conference knowledge, handbooks, and vetted information resources from the AAUP Wiki will be transferred to the new UP Commons platform.

AUPresses bulletin
The bulletin is a monthly newsletter providing updates on Association programs, activities, and news from the membership, along with a slate of recommended reads from industry publications. The bulletin is distributed via email to subscribed staff at member presses.

Membership Directory
The 2018 AUPresses Membership Directory was published in January in both print and digital formats. 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, and production of the print edition of the Directory was donated by Thomson-Shore, Inc. Association members receive a discount on the Directory, and may extend discount codes at publishing seminars and academic conferences.

The Digital Digest
The Digital Digest, aaupdigitaldigest.wordpress.com, is a blog of news and commentary from the Association.
The Association offers a slate of benefits to our members that include cooperative marketing programs and other negotiated discounted vendor agreements. Some of the active benefit programs are listed below, or see the www.aupresses.org website.

Cooperative Advertising Program
The Association continues its Cooperative Advertising Program, offering discounted advertising rates in 32 publications to AUPresses members. In June and November 2017, member presses participated in cooperative advertisements that appeared in the London Review of Books and the Nation to mark the Association’s Annual Meeting and UP Week. Publications participating in the cooperative program are:

- The American Scholar
- Baker & Taylor Catalogs
- Bay Nature
- BOMB
- BUST
- Chicago Reader
- Chicago Tribune
- Columbia Journalism Review
- Christian Science Monitor
- ForeWord Reviews
- The Forward
- The 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
- New York Times Book Review
- New York Times Education Life
- Parabola
- The Progressive
- Psychology Today
- Publishers Weekly
- This Magazine
- Tikkun
- Times Higher Education
- Utne Reader
- The Weekly Standard

Cooperative International Exhibits

**FILUNI**
In 2017, AUPresses launched a new cooperative program, offering discounted exhibit space for members at the inaugural Feria Internacional del Libro Universitario (FILUNI) in Mexico City, August 22-27. It was the first international university press book fair in Latin America, with 150 presses from Argentina, Brazil, Chile, Colombia, Costa Rica, USA, Spain, Peru, and Mexico represented.

Seven member presses – University of Arizona Press, University Press of Colorado, Duke University Press, IMF Publications, University of Nebraska Press, Purdue University Press, and University of Toronto Press – participated in this new AUPresses collective. Organized by the Universidad Nacional Autónoma de México (UNAM), through its press, FILUNI planned and set up the space, while AUPresses staff coordinated the outreach, display set up, and billing for the collective. An AUPresses staff member managed the booth throughout the fair.

**London Book Fair**
AUPresses continued its partnership with Reed Exhibitions to offer discounted exhibit space within an AUPresses-branded pavilion at the 2018 London Book Fair, April 10-12. Five member presses – Johns Hopkins University Press, Penn State University Press, Georgetown University Press, University of Washington Press, and University of Virginia Press – participated in the collective, each with their own meeting space and book displays. The AUPresses pavilion was located on an aisle close to the entrance to the National Hall, a high foot-traffic corridor, which allowed for ease of discovery. Reed offered the exhibiting packages, planned the space, and handled all reservations and billing for booth participants. AUPresses provided a staff member for organizational support during the fair.

**The New York Rights Fair**
In 2018, AUPresses launched another cooperative exhibit program. The Association is joining with Combined Book Exhibit (CBE)/New York Rights Fair (NYRF) to offer member presses exhibit packages at special rates for the first-ever NYRF at the Metropolitan Pavilion in New York City, May 30 – June 1, 2018.
The inaugural NYRF is concurrent with Book Expo America, and the two shows partnered to offer shuttles and reciprocal exhibit floor access for NYRF and Rights Center badge holders. CBE/NYRF will handle the collection and shipping of books, among a host of other logistics, and AUPresses staff will be present at the fair for organizational assistance.

As this report goes to print, the Association has seven member presses represented in the AUPresses NYRF collective exhibit. Working with the NYRF in its foundational stage, AUPresses is exploring ways to open up new avenues through which we can add value for Association members.

**Cooperative Publicity Program**
The Cooperative Publicity Program enables participating presses to track their publicity efforts at a reduced cost via BurrellesLuce (the US leader in media monitoring). BurrellesLuce sends digital clips for 20 participating member presses to the central office, where they are sorted and distributed via email.

**Member Discount Programs**

**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 380,000 registered readers, including librarians, booksellers, bloggers, reviewers, and instructors, and NetGalley is now also available in the UK. AUPresses members may request online demonstrations of the service.

**Publisher Alley**
Association 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 YBP, one of the largest academic library jobbers.

---

**DATA COLLECTION AND RESEARCH**

The Association continues to collect and disseminate essential information on our sector of the scholarly communications industry, producing both regular statistical reports and topical surveys. Through the past year these have included:

- Annual University Press Operating Statistics
- Quarterly Sales and Returns Surveys
- Biennial Press Reporting Structure Report
- A Survey on Shared Infrastructure (Digital Publishing Committee)
- Diversity and Inclusion in University Presses Environmental Scan (Diversity and Inclusion Task Force)
- Research Agenda Survey (Research Task Force)

A Research Task Force (Elizabeth Windsor, Johns Hopkins, Chair) has been exploring both the data collection program and the research needs and wishes of the membership. The recommendations of that Task Force will be reviewed for implementation by the Board and staff of the Association over the coming year.
The Association held its 2017 Annual Meeting in Austin, Texas, from June 11-13 with approximately 650 individuals in attendance. The program committee, chaired by Mary Rose Muccie (Temple), developed the program. Highlights included an inspirational opening banquet talk by Dan Rather, a provocative opening plenary on institutionalizing diversity with Dr. Marilyn Mobley (Case Western Reserve University) and Earl Lewis (The Andrew W. Mellon Foundation), a luncheon address with Texas A&M author Dr. Jesús F. de la Teja (Texas State), and an enlightening closing plenary with Raj Raghunathan (University of Texas—Austin).

Event highlights included a reception at the Contemporary Austin Museum, a screening of the documentary Graphic Means: A History of Graphic Design Production at the Alamo Drafthouse, the Newcomers Reception, the Opening Reception, the 4th annual 5K walk/run, and breaks in the exhibit hall with 46 exhibiting companies.


Annual Meeting Grants
In 2017, the Association funded several programs for qualified staff to attend the Annual Meeting.

Early Career Grants
These grants provided $1,600 in registration fees and travel expenses for an individual with less than three-year’s experience at a member press to attend their first Annual Meeting. The following individuals were awarded a 2017 Early Career Grant:
► Liza Hagerman, Assistant Production Editor, Purdue University Press
► Cheryl Loe, Managing Editor, University of Hawai'i Press

Annual Meeting Newcomer Grants
AUPresses funded this registration grant to individuals who hoped to attend their first Annual Meeting. The following individuals received 2017 Newcomer Grants:
► Christine Brown, Publicity and Advertising Manager, Texas A&M University Press
► Mary Lui, Editorial, Design, and Production Coordinator, University of Toronto Press
► Patrick O’Dowd, Acquisitions Assistant, University Press of Kentucky

Diversity Grants
AUPresses also waived registration fees and provided travel expenses to help under-represented groups within the Association attend the meeting. The following individuals received 2017 Diversity Grants:
► Yunhui Dorr, Graphic Designer, Northern Illinois University Press
► Cecilia Sorochin, Senior Designer, University of Virginia Press


**AUPresses Registration Promotions**
In addition to the grants listed above, in 2017 the Association offered two registration promotions to ensure that meeting attendees represented members’ diversity—in size, experience, and background. Regular Association member presses with annual net sales under $1.5 million were eligible to receive one free meeting registration. Forty-eight individuals attended the meeting using this promotion. Other member presses could send one meeting newcomer for no charge if they purchased three full meeting registrations, with 29 newcomers using this promotion.

**Meeting Mentorship Program**
The Association’s Professional Development Committee facilitated the Meeting Mentorship Program for the third year in 2017. The committee matched over 40 mentor pairs who connected at the Annual Meeting in Austin.

**Workshops**
Association Committees organized the following workshops that were held on June 17 in Austin, prior to the 2017 Annual Meeting.

**Small Press Workshop**
Jane Bunker (Northwestern); Justin Race (Nevada); and Dan Williams (TCU) facilitated this morning workshop with 27 small press representatives in attendance.

**Design and Production Managers Roundtable: We Still Make Beautiful Books!**
Design and Production Committee members Melissa Bugbee Buchanan (Georgia) and Lisa Tremaine (New Mexico), with the assistance of Kristina Kachele (Kachele Design), organized and facilitated this day-long workshop with 64 people attending.

Thirty-six people attended this afternoon workshop led by Marketing Committee chair Bryan Shaffer (Purdue).

**Special Group Meetings**
Volunteers regularly arrange meetings for professional interest groups. The following groups met in 2017-2018.

**Journals Assembly**
The Journals Committee, led by Katie Luu (MIT) and Emily Taylor (Ohio State), organized this session that brought together 23 representatives from Journal Programs.

**Directors’ Luncheon**
Sixty directors attended this networking luncheon.

**AUPresses Press Directors’ Meeting**
Sixty directors attended this meeting organized by Meredith Babb (Florida) and Donna Shear (Nebraska).

**Financial Officers’ Meeting**
The 2018 AUPresses Financial Officers Meeting was held April 19–April 21, 2018 in Albuquerque, New Mexico. Wynona S. McCormick (Texas A&M) and Robbie Dircks (North Carolina) served as hosts, and the program committee consisted of Alice T. Ennis (Illinois); Cynthia Durham (Duke); and Jodie McBean Douglas (West Indies). Seventy-three individuals attended.

The Association offered travel grants to qualified individuals from smaller member presses to attend this meeting. The following individuals received grants:

- **Nate Bauer**, University of Alaska Press
- **Paul Ashenfelter**, University of Notre Dame Press

**Webinars**
With the support of the Association’s Professional Development Committee, the following webinars were held to share information and resources at a low cost:
Grant and Subventions
In May 2017, Dawn Durante (Illinois) moderated this webinar featuring Tera Beermann (Nebraska); Tom Lay (Fordham); and Laurie Matheson (Illinois).

Course Adoptions
In November 2017, Ciara O'Connor (NYU) moderated this webinar with panelists Kerry Cahill (Johns Hopkins); Julie Thomson (Duke); and Ami Reitmeier (Illinois).

Diversity and Inclusion Initiatives
In March 2018, Christine Thorsteinsson (Harvard) moderated this webinar with panelists Niccole Leilanionapae‘aina Coggins (Virginia); Paige Clunie (Harvard); and Cathy Rimer-Surles (Duke).

Art of Acquisitions Hangouts
Developed by the Acquisitions Editorial Committee, the Art of Acquisitions Hangouts feature lively sessions with moderated panels, active audience Q&A, and Twitter chats using the #artofACQ tag. These sessions address a variety of topics of special interest to the AE community, including:

- Working with Agents
- Translations
- When is a Book just a Product? Pipelines and Productivity in Acquisitions
- "How Much of This Should I Read?" Time Management and Effective Decision-making in Acquisitions
- Championing/Representing Authors and Books Within the Press
- Judging a Book by Its Cover: The Role of Authors and Acquisitions Editors in Cover Designs
- The Role of Sales in Acquisitions: Selling a Brand, Selling a List, and Assessing Book Sales
- Developmental Editing: The How, When, and Why of It

Residency Grants
The AUPresses Residency Program provides opportunities for individuals at Association member presses to advance their professional knowledge, strengthen operations at their home presses, and foster professional collegiality throughout the community. Offering staff at member presses intensive, hands-on residencies of up to one week at other member presses, the program is one of the Association's most effective professional development initiatives, benefitting both host and home presses alike. The 2017 Residency Program was funded in part – and will be partially funded through 2021 – with a generous grant from Johns Hopkins University Press in honor of its former director Kathleen Keane, who retired in 2017.

The Professional Development Committee, which administers the program, selected the following individuals for the 2017 Residency Program:

- **Ceylan Akturk**, Wayne State University Press
- **Barbara Bourgoyne**, Louisiana State University Press
- **Felicia Cedillos**, University of New Mexico Press
- **Teresa Collins**, The University of Kentucky Press
- **Katie Smart**, Duke University Press
- **Karen Smith**, University of West Indies Press
- **Regan Toews**, McGill-Queen’s University Press
- **Kristin Waites**, MIT Press

2017 Residency Program; Photograph by Regan Toews
### AUPresses Operating Statement

Fiscal Year Ended March 31, 2018  
(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Income:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Services</td>
<td>$427,388.00</td>
<td>$445,010.00</td>
</tr>
<tr>
<td>Marketing Programs</td>
<td>$273,246.00</td>
<td>$264,991.00</td>
</tr>
<tr>
<td><strong>Total Operating Income</strong></td>
<td>$700,634.00</td>
<td>$710,001.00</td>
</tr>
<tr>
<td><strong>Operating Expenses:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Services</td>
<td>$282,199.00</td>
<td>$279,415.00</td>
</tr>
<tr>
<td>Marketing Programs</td>
<td>$243,050.00</td>
<td>$216,962.00</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$525,249.00</td>
<td>$496,377.00</td>
</tr>
<tr>
<td><strong>Operating Gross Margin/(Deficit):</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Services</td>
<td>$145,189.00</td>
<td>$165,595.00</td>
</tr>
<tr>
<td>Marketing Programs</td>
<td>$30,196.00</td>
<td>$48,029.00</td>
</tr>
<tr>
<td><strong>Total Gross Margin/(Deficit)</strong></td>
<td>$175,385.00</td>
<td>$213,624.00</td>
</tr>
<tr>
<td><strong>Dues Income</strong></td>
<td>$991,928.00</td>
<td>$1,011,422.00</td>
</tr>
<tr>
<td><strong>Gross Operating Income</strong></td>
<td>$1,167,313.00</td>
<td>$1,225,046.00</td>
</tr>
<tr>
<td><strong>Communications Expenses</strong></td>
<td>$74,298.00</td>
<td>$122,935.00</td>
</tr>
<tr>
<td><strong>Administrative Expenses</strong></td>
<td>$1,148,271.00</td>
<td>$1,254,518.00</td>
</tr>
<tr>
<td><strong>Total Admin/Comm Expenses</strong></td>
<td>$1,222,569.00</td>
<td>$1,377,453.00</td>
</tr>
<tr>
<td><strong>Operating Income/(Deficit)</strong></td>
<td>$(55,256.00)</td>
<td>$(152,406.00)</td>
</tr>
<tr>
<td><strong>Strategic Investments Income(Expenses):</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment Income/(Deficit)</td>
<td>$80,280.00</td>
<td>$-</td>
</tr>
<tr>
<td><strong>Net Income/(Loss)</strong></td>
<td>$25,022.00</td>
<td>$(152,406.00)</td>
</tr>
<tr>
<td><strong>Unrestricted Net Assets - April 1, 2017</strong></td>
<td>$1,501,255.00</td>
<td>$1,546,340.00</td>
</tr>
<tr>
<td><strong>Unrestricted Net Assets - March 31, 2018</strong></td>
<td>$1,526,277.00</td>
<td>$1,501,255.00</td>
</tr>
</tbody>
</table>
## Balance Sheet
(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$247,896.28</td>
<td>$181,421.53</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$65,687.15</td>
<td>$122,395.01</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$84,221.62</td>
<td>$139,607.77</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$397,805.05</td>
<td>$443,424.31</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Security Deposits</td>
<td>$3,600.00</td>
<td>$3,600.00</td>
</tr>
<tr>
<td>Furniture &amp; Fixtures, net</td>
<td>$3,426.89</td>
<td>$3,478.89</td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>$7,026.89</td>
<td>$7,078.89</td>
</tr>
<tr>
<td><strong>Quasi Endowment Funds</strong></td>
<td>$1,348,345.16</td>
<td>$1,268,074.44</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,753,177.10</td>
<td>$1,718,577.64</td>
</tr>
<tr>
<td><strong>LIABILITIES AND EQUITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$114,163.82</td>
<td>$40,212.16</td>
</tr>
<tr>
<td>Credit Card</td>
<td>$10,196.59</td>
<td>$0.00</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>$51,857.00</td>
<td>$86,410.00</td>
</tr>
<tr>
<td>Payroll Liabilities and Accruals</td>
<td>$50,682.40</td>
<td>$90,700.94</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>$226,899.81</td>
<td>$217,323.10</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$226,899.81</td>
<td>$217,323.10</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opening Bal Equity</td>
<td>$0.00</td>
<td>$0.10</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>$148,201.38</td>
<td>$385,585.50</td>
</tr>
<tr>
<td>Temporarily Restricted Endowment</td>
<td>$1,348,345.16</td>
<td>$1,268,074.44</td>
</tr>
<tr>
<td>Temporary Restricted Grants</td>
<td>$4,708.00</td>
<td></td>
</tr>
<tr>
<td>Net Revenue</td>
<td>$25,022.75</td>
<td>$-152,405.50</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>$1,526,277.29</td>
<td>$1,501,254.54</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND EQUITY</strong></td>
<td>$1,753,177.10</td>
<td>$1,718,577.64</td>
</tr>
</tbody>
</table>
2017 data reported by 69 participating US and Canadian members of the Association.

As scholarly publishers we believe in the free exchange of ideas. As university presses, we are especially vigilant defenders of academic freedom because it is fundamental to the work we do. In this, we stand with our universities, our authors, the greater scholarly community, and with each other against all restrictions imposed on the dissemination of our work.

As the commerce of ideas has become increasingly digital, global, and instantaneous, we understand that scholarship may become the target of challenges by states unfriendly toward (or unfamiliar with) the values of academic freedom and editorial integrity. Any request to restrict access to, redact sections from, or otherwise censor the content we publish must be met with the deepest concern. The Association of University Presses therefore offers this statement to reaffirm its fundamental commitment to these cherished values. These values include support for high-quality scholarship and for academic freedom of expression; the protection of intellectual property; respect for authors and learned society partners; equal and fair treatment of customers; sensitivity to local laws and custom; and, the welfare and safety of our staffs.

When a university press’s publishing generates controversy, it first and foremost should explore solutions among involved parties that work toward a common remedy while adhering to these core principles. It may enlist the support of its home institution and the community of other university presses in doing so.

Because of the increasingly digital nature of scholarly communications, requests to restrict access to specific elements of a larger digital collection within a given market seem likely to become a more common form of attempts at government censorship. AUPresses encourages university presses generally to withhold their consent to any such request, whether made directly or via a third-party aggregator, even if doing so results in the unavailability of the entire digital collection within that market. Scholarly integrity mandates that scholars and students accessing digital content encounter the same body of content, regardless of their geographic location. Additionally, even when digital access to content is available at increasingly granular levels (e.g., a journal...
article, a book chapter), any bowdlerization of a curated collection of scholarship (e.g., a journal issue, an edited volume) does damage to the editorial work invested in the construction of that collection. Acquiescence to government requests to restrict access inevitably would produce a disfigurement of the scholarly record.

We understand that these can be complex situations in need of nuanced solutions. We further understand that the economic pressure brought to bear on a university press from a state seeking restrictions can be substantial. We affirm, however, the fundamental importance of the integrity of the scholarship entrusted to us and the essential role of university presses in supporting the values which safeguard that integrity.

*Board of Directors of the Association of University Presses*  
*March 21, 2018*
AUPRESSES PARTNERS

The AUPresses Partners Program offers an opportunity to provide annual support to the Association and to be formally recognized for that support. AUPresses Partners help to strengthen and energize the future of scholarly communication. The following companies are enrolled as 2018 Partners.

Baker & Taylor
Baker & Taylor Publisher Services
Books International
Firebrand
ITHAKA
knk Publishing Software

ProQuest, Inc.
Thomson-Shore
Ubiquity Press
Virtusales
Westchester Publishing Services
Wizdom

COMMITTEES OF THE BOARD

Admissions and Standards
Evaluates all applications from presses to become Association members and recommends acceptance or rejection to the Board.

Mark Simpson-Vos, North Carolina, Chair
Patrick Alexander, Penn State
Walter Biggins, Georgia
Jennifer Crewe, Columbia
Dennis Lloyd, Wisconsin
Melissa Pitts, British Columbia
Peter Berkery, Central Office Liaison

Audit
Provides oversight to the conduct of the Association’s annual financial audit.

Mike Bieker, Arkansas, Chair
Nadine Buckland, West Indies
Robbie Dircks, North Carolina
Darrin Pratt, Colorado
Kim Miller, Central Office Liaison

Nominating
Submits nominations to the Board for candidates for officers and members at large for the 2018–19 Board of Directors.

Meredith Babb, Florida, Chair
Doug Armato, Minnesota
Lisa Bayer, Georgia
Gillian Berchowitz, Ohio
Greg Britton, Johns Hopkins
Ellen Chodosh, NYU
John Donatich, Yale
Alan Harvey, Stanford
Stephanie Williams, Missouri/Kentucky
Susan Patton, Central Office Liaison
Acquisitions Editorial
Develops and manages tools, programs, and resources to assist the Association's members in establishing best practices for acquisitions editors, and fostering conversation and collaboration amongst acquisitions editors.

Mary Elizabeth Braun, Oregon State, Chair
Matt Bokovoy, Nebraska
Beth Bouloukos, Amherst
Allyson Carter, Arizona
Catherine Cocks, Washington
Brian Halley, Massachusetts
Kim Hogeland, Kansas
Michael McGandy, Cornell
Clark Whitehorn, New Mexico
Gita Manaktala, MIT, Board Liaison
Brenna McLaughlin, Central Office Liaison

Annual Meeting 2018
Organizes the main program and procures speakers, panelists, and moderators for the 2018 Annual Meeting.

Erich van Rijn, California, Chair
Kathy Bail, New South Wales
Kim Bryant, North Carolina
Chris Cosner, Stanford
Jocelyn Dawson, Duke
Susan Donnelly, Harvard
Bridget Flannery-McCoy, Columbia
Mary Francis, Michigan
Dan Williams, TCU
Nicole Mitchell, Washington, Board Liaison
Susan Patton, Central Office Liaison

Annual Meeting 2019
Organizes the program and procures speakers, panelists, and moderators for the 2019 Annual Meeting.

Mary Francis, Michigan, Chair
Pending
Jennifer Crewe, Columbia, Board Liaison
Susan Patton, Central Office Liaison

Book, Jacket, and Journal Show
Coordinates the 2017-2018 Book, Jacket, and Journal Show.

Marianne Jankowski, Northwestern, Chair
Karen Copp, Iowa
Lisa Hamm, Columbia
Rachel Ross, Wayne State
Alan Brownoff, Alberta
Joel W. Coggins, Pittsburgh
John Donatich, Yale, Board Liaison
Kim Miller, Central Office Liaison
**Business Systems**  
Develops and manages tools, programs, and resources to assist Association members in improving the financial management of their presses.

Brent Oberlin, MIT, Chair  
Duane Anderson, Abilene Christian  
Lynne Benedetto, Cornell  
Daivida Breier, Johns Hopkins  
Alice Ennis, Illinois  
Ryan Pingel, Wisconsin  
Ioan Suciu, Georgetown  
Nadine Buckland, West Indies, Board Liaison  
Susan Patton and Kim Miller, Central Office Liaisons

**Editorial, Design, and Production**  
Develops and manages tools, programs, and resources to assist Association members in improving the operations of the editorial, design, and production departments of their presses.

Michele Quinn, Alabama, Co-Chair  
Janet Rossi, MIT, Co-Chair  
Angela Anderson, Marine Corps  
Melissa Bugbee Buchanan, Georgia  
Kathryn Owens, Georgetown  
Jillian Downey, Michigan  
Dariel Mayer, Vanderbilt  
Lisa Tremaine, New Mexico  
Lisa Bayer, Georgia, Board Liaison  
Susan Patton, Central Office Liaison

**Digital Publishing**  
Develops and manages tools, programs, and resources to educate Association members on emerging technologies and the opportunities they present for the publishing industry.

Neil Christensen, California, Chair (June-October)  
Lynn Fisher, Toronto, Chair (October-Present)  
Nicky Agate, Modern Language Association  
Michael Boudreau, Chicago  
Terry Ehling, MIT  
Kevin Hawkins, North Texas  
Beth Kressel Itkin, Vanderbilt  
Jeremy Morse, Michigan  
Gita Manaktala, MIT, Board Liaison  
Brenna McLaughlin, Central Office Liaison

**Faculty Outreach**  
Creates, implements, and monitors programs to help scholars improve their understanding of scholarly publishing, the role of university presses, and the value of peer review.

Patrick Alexander, Penn State, Chair  
Ann Baker, Nebraska  
Seth Denbo, American Historical Association  
Angela Gibson, Modern Language Association  
Ilene Kalish, NYU
Gita Manaktala, MIT
Larin McLaughlin, Washington
Trevor Perri, Northwestern
Greg Britton, Johns Hopkins, Board Liaison
Brenna McLaughlin, Central Office Liaison

**IP and Copyright**
Acts as a resource to the AUPresses membership for matters pertaining to the use, development, and exercise of intellectual property.

Cathy Rimer-Surles, Duke, Chair
Puja Telikicherla, Georgetown
Margie Guerra, NYU
Jenny Hunt, Baylor
Lisa Jemison, Toronto
Charles Myers, Chicago
Kelly Rogers, Johns Hopkins
Jordan Stepp, Georgia
Stephen Williams, Indiana
Donna Shear, Nebraska, Board Liaison
Brenna McLaughlin, Central Office Liaison

**Investment**
Provides oversight to the investment of the Association's quasi-endowment fund.

Susan Doerr, Minnesota, Chair
Mike Bieker, Arkansas
Nadine Buckland, West Indies
Robbie Dircks, North Carolina
Donna Shear, Nebraska
Erik Smist, Johns Hopkins
Nadine Buckland, West Indies, Board Liaison
Peter Berkery, Central Office Liaison

**Journals**
Develops and manages tools, programs, and resources to assist Association members in improving the activities and promoting the public face of their journals programs.

Ann Snoeyenbos, Johns Hopkins, Chair
Clare Hooper, Liverpool
Julie Lambert, Penn State
Katie Luu, MIT
Levi Rubeck, MIT
Brian Shea, Johns Hopkins
Katie Smart, Duke
Emily Taylor, Ohio State
Patrick Alexander, Penn State, Board Liaison
Kim Miller, Central Office Liaison
**Library Relations**
Expands communications and collaborations between university presses and libraries, particularly academic libraries.

Kathryn Conrad, Arizona, Chair  
Karen DeVinney, North Texas  
Beth Fuget, Washington  
Jeremy Grainger, Rutgers  
Liz Hamilton, Northwestern  
Geoffrey Little, Concordia  
Katherine Purple, Purdue  
Dennis Lloyd, Wisconsin, Board Liaison  
Brenna McLaughlin, Central Office Liaison

**Marketing**
Develops and manages tools, programs, and resources to assist Association members in improving the marketing activities of their presses, and supports the AUPresses Central Office in the implementation of its Advocacy activities.

Mark Heineke, Nebraska, Chair  
Michelle Alamillo, SUNY  
Jennie Collinson, Liverpool  
Amy Harris, Kentucky/MIT  
Abby Mogollon, Arizona  
Bailey Morrison, Texas  
Kathryn Pitts, Notre Dame  
Erin Rolfs, LSU  
Becky Clark, Library of Congress, Board Liaison  
Brenna McLaughlin, Central Office Liaison

**Professional Development**
Develops and manages tools, programs, and resources to assist Association members in improving their publishing expertise, developing their leadership skills, and enhancing their professional development.

Dawn Durante, Illinois, Chair  
James Ayers, New Mexico  
Ciara O’Connor, NYU  
Michael Regoli, Indiana  
Brian Roach, Catholic  
Alison Shay, Syracuse  
Jill Shimabukuro, Chicago  
Christine Thorsteinsson, Harvard  
Robbie Dircks, North Carolina, Board Liaison  
Susan Patton, Central Office Liaison
**Book, Jacket, and Journal Show**
Re-valuates the well-established competition so that its mission and purpose endures the transformations in university press publishing.

Linda Secondari, Studiolo Secondari, Co-Chair
Jill Shimabukuro, Chicago, Co-Chair
Greg Britton, Johns Hopkins
Jeffrey Cohen, Getty

Colleen Devine Ellis, Texas
Than Saffel, West Virginia
Darrin Pratt, Colorado, Board Liaison
Kim Miller, Central Office Liaison

**Diversity and Inclusion**
Gathers information and data about the various diversity and inclusion programs and initiatives currently underway at member presses; identifies resources and partners for initiating new and/or supporting existing diversity and inclusion initiatives and programs among member presses; and will produce a final report that makes specific recommendations for ongoing and new Association diversity and inclusion work as an organizational priority.

Gita Manaktala, MIT, Co-Chair
Larin McLaughlin, Washington, Co-Chair
Ellen C. Bush, North Carolina
Susan Doerr, Minnesota
Gisela Concepción Fosado, Duke

Brian Halley, Massachusetts
Alexandria Leonard, Princeton
Jill Petty, Northwestern
Nicole Mitchell, Washington, Board Liaison
Susan Patton, Central Office Liaison

**Research**
Establishes a research agenda for the Association that will enable its members to measure and communicate the value of their press, identify and realize opportunities to increase the value of their press, and recognize and respond to change within publishing and higher education.

Elizabeth Windsor, Project MUSE/Johns Hopkins, Chair
Anthony Cond, Liverpool
Toni Gunnison, Wisconsin
Mary Frances Gydus, MIT
Kimberly Lutz, ITHAKA S+R
Cason Lynley, Duke

Alphonse MacDonald, National Academies
Brigitte Shull, Cambridge
Rebecca Welzenbach, Michigan
Stephanie Williams, Missouri/Kentucky
Nicole Mitchell, Washington, Board Liaison
Brenna McLaughlin, Central Office Liaison

**University Press Week**
Plans the sixth annual UP Week.

Fred Nachbaur, Fordham, Chair
Rosemary Brandt, Arizona
Chris Hart, Manchester
Sara Henning-Stout, Princeton
Catherine Hobbs, Columbia
Ilene Kalish, NYU
Colleen Lanick, MIT

Cameron Ludwick, Texas
Jessica Massabrook, Princeton
Mark Saunders, Virginia
Laura Sell, Duke
Lisa Bayer, Georgia, Board Liaison
Brenna McLaughlin, Central Office Liaison
BOARD OF DIRECTORS

Nicole Mitchell, Washington, President (2017-2018)
Jennifer Crewe, Columbia, President-Elect (2017-2018)
Darrin Pratt, Colorado, Past President (2017-2018)
Nadine Buckland, West Indies, Treasurer (2017-2018)
Robbie Dircks, North Carolina, Treasurer-Elect (2017-2018)
Patrick Alexander, Penn State (2015-2018)
Lisa Bayer, Georgia (2015-2018)
Greg Britton, Johns Hopkins (2017–2020)
John Donatich, Yale (2016-2019)
Dennis Lloyd, Wisconsin (2017–2020)
Gita Manaktala, MIT (2017–2020)
Donna Shear, Nebraska (2017-2018)
Peter Berkery, AUPresses, ex officio

CENTRAL OFFICE

Peter Berkery, Executive Director
Susan Patton, Membership and Events Director
Brenna McLaughlin, Director of Marketing and Communications
Kim Miller, Business Manager
Kate Kolendo, Communications Program Manager
Angelica DeVoe, Program Coordinator