

Congress of the United States

*Open and held at the City of New York, on
Wednesday the fourth of March, one thousand seven hundred and eighty nine.*

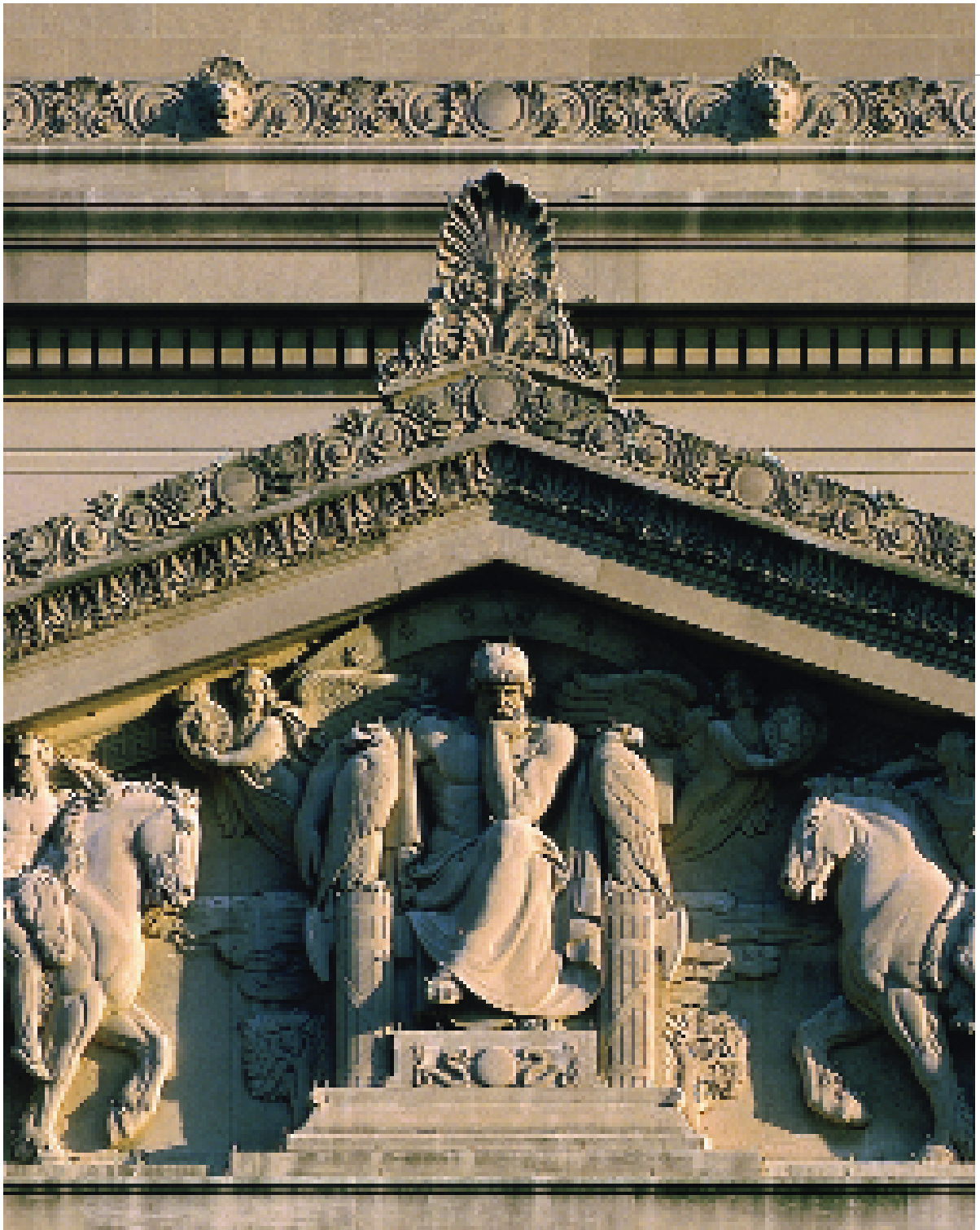
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2004 Annual Report

FOUNDATION FOR THE
NATIONAL ARCHIVES

Foundation for the National Archives 2004 Annual Report





Allen Weinstein
Archivist of the United States

In order to meet the challenges in this environment of imperiled budgets and insufficient attention to civic and democratic education, the creative partnership of the National Archives and the Foundation for the National Archives is more important than ever. This cooperation has allowed the Archives in the past, and will allow it in the future, to expand the educational offerings and to share the National Archives and its holdings with the broadest possible public.

For four decades, I have worked as a professional historian, writer, and teacher. Over the course of my career, I have been an active user and supporter of the National Archives and Records Administration. My life's work is linked by a common thread: a dedication to the institutions and values of American democracy. I feel strongly about the obligation of our government to protect the country's historical legacy while providing public access to the documents and materials that comprise that legacy.

Looking ahead, there are many cooperative activities in which the work of the Foundation and the agency can flourish in supporting educationally oriented public programs at the National Archives, with its first-class venue on-site as part of the *National Archives Experience*.

The new Learning Center, a component of the National Archives Experience, will assist not only teachers, students, and families who visit our downtown building but will be equipped to provide instruction from Archives staff directly into classrooms across the country. In the coming year, the National Archives hopes to engage the Foundation in creating important educational publications and catalogs for the Public Vaults and other exhibitions. Finally, a web site dedicated to bringing records in the Public Vaults to those who want to learn more from home is currently in the planning stages. We will also continue to work with the Foundation to support substantive author lectures and panel discussions through joint programming and funding.

It is exciting, finally, to conceive of these and other opportunities in the future in which the National Archives and the Foundation will act as partners.

Allen Weinstein, Archivist of the United States

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MISSION OF THE FOUNDATION FOR THE NATIONAL ARCHIVES

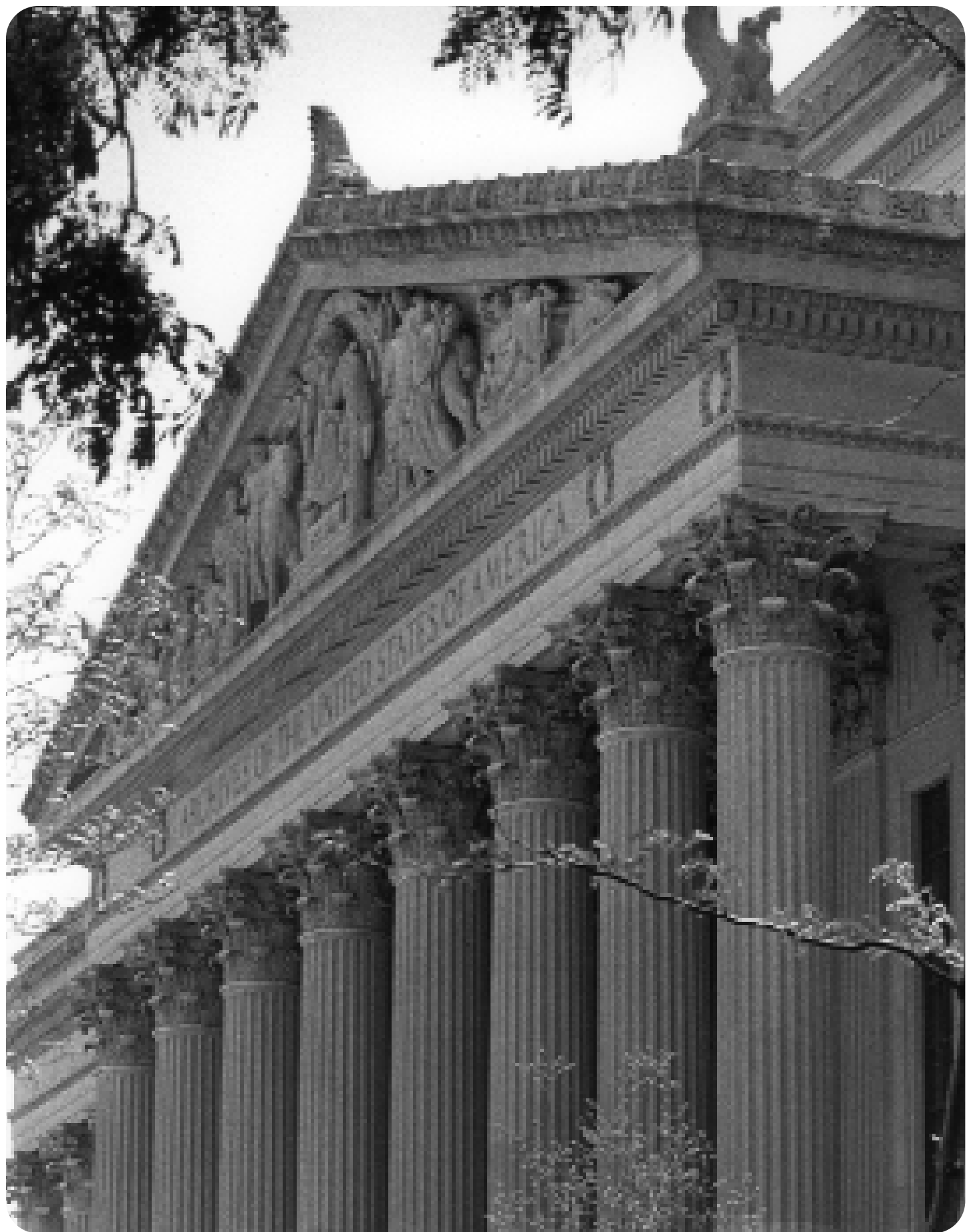
The Foundation for the National Archives, a 501(c)(3) organization, is directed by men and women from the private sector who are dedicated to the institution that holds and preserves the records of the United States of America. The National Archives is guardian of the nation's most important and treasured documents. At the heart of its holdings are the Charters of Freedom: the Declaration of Independence, the Constitution, and the Bill of Rights. These documents exist as the cornerstone of our society.

It is the mission of the Foundation to create public awareness of the importance of the National Archives as a vital resource in the American democracy—a place where historians, seekers of justice, and private citizens can find evidence on which truth is based.

The Foundation was created to support the Archivist of the United States in developing programs, technology, projects, and materials that will introduce and interpret the Archives collection to the American people and to people around the world. The purpose of the Foundation is to educate, enrich, and inspire a deeper appreciation of our country's heritage through the collected evidence of its history.

Within the National Archives Building in Washington, DC, in its many branches and Presidential libraries, and in outreach to the American public through traveling exhibitions and national media, the Foundation's goal is to assist in presenting the historical records that: reveal the ideals and values of the nation's Founders; point to the meaning of the records and accomplishments of previous generations; and establish the significance of these records as proof that individual citizenship not only matters, but is vital to our lives.

In this public/private partnership, the role of the Foundation is to generate financial and creative support from individuals and corporations to provide this extensive outreach, which has not been mandated by Congress.





Tom Wheeler

President, Foundation for the National Archives

In the fall of 2001, the Foundation for the National Archives accepted a leadership role in the important partnership with the Archivist and the National Archives and Records Administration to build the new *National Archives Experience*. The Foundation board agreed to raise the private \$22.5 million needed to help renovate the Rotunda for the Charters of Freedom, build a theater, a new permanent exhibition, a special exhibition gallery, a learning center, and a new web site, and then fill them with continuing educational exhibits and programs.

The *NAE* campaign has been the most comprehensive and far-reaching education and outreach initiative of the Foundation's 13-year history. All of the hard work of Foundation board members and staff came together in 2004 with celebrations to open the William G. McGowan Theater, the Public Vaults, and the Lawrence F. O'Brien Gallery.

All of this would not have been possible without leadership gifts, each in excess of \$1 million, from individuals and organizations who believe in the importance of sharing the American story through original records. The nation owes a deep debt of gratitude to AT&T, Willard and Lillian Hackerman, the William G. McGowan Charitable Fund, the New York Life Foundation, the Lawrence F. O'Brien Family, and Alan M. Voorhees. These generous donors joined the many others listed in this report to open the National Archives as never before.

The National Archives and Records Administration and the Foundation for the National Archives have forged a meaningful public/private partnership of which the activities of 2004 are but an early milestone. The campaign for the full \$22.5 million to complete the *NAE* continues with about \$5 million yet to be raised. We solicit your support to continue the journey of sharing the American spirit, as told through its documents, with future generations and the world.

Tom Wheeler, President, Foundation for the National Archives

A handwritten signature in black ink, appearing to read "Tom Wheeler".

John W. Carlin

Archivist of the United States, 1995–2005



Through the *National Archives Experience*, we are bringing the heart of our message—that records matter—to one million people each year. We’ve raised the public awareness of the National Archives and Records Administration and the records that we hold in trust for all Americans nationwide through a reinvention of our public programs and events, all of which are a part of the *NAE*.

In the fall of 2004 we opened the Public Vaults, our interactive permanent exhibition, to great fanfare, including a front-page story in *The Washington Post*. In addition to the Vaults, other pieces of the *NAE* have opened, such as the renovated Rotunda for the Charters of Freedom, the William G. McGowan Theater, and the Lawrence F. O’Brien Gallery. These venues together are creating an ever-changing experience for visitors who come to the National Archives.

The public-private partnership between the government agency and the Foundation that made the *NAE* possible was a unique relationship forged when we started to pursue the shared goal of creating a more comprehensive visitor experience for the public. The National Archives is fortunate to have a partner like the Foundation that is dedicated to raising public awareness of the importance of the agency and its records.

Change is never easy, and I was told early in my tenure that what we wanted to do was impossible in a government bureaucracy. It is the leadership and vision of the Foundation board and its donors that have helped to keep this agency vibrant, growing, and critical to protecting individual rights, holding government accountable, and telling our nation’s story. And for that I thank you.

The National Archives is a public trust on which our democracy depends. I am proud to have served this agency as your Archivist and to have worked closely with the Foundation on what is now the reality of the *National Archives Experience*. I wish the Foundation well in continuing to envision new ways to show how records matter.

John Carlin, Former Archivist of the United States

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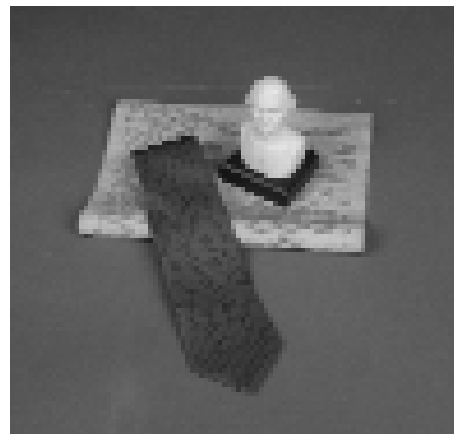
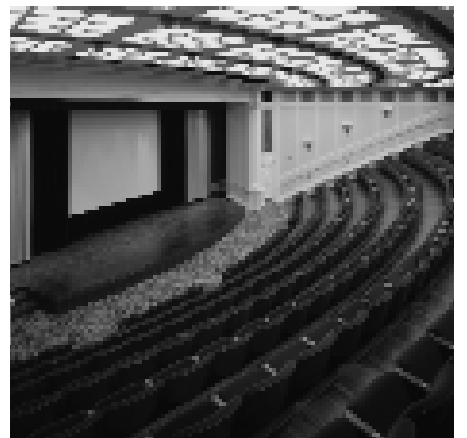
INTRODUCTION

The year 2004 was a milestone year for the Foundation for the National Archives. In 2002, the board committed to raise \$22.5 million, the private funds necessary to open the *National Archives Experience*. At that time, they also realized the need to hire a professional staff to meet the demands and the scale of the project. Throughout the past 2½ years, the Foundation board and staff have worked closely with the leadership of the National Archives and their education and curatorial divisions to design, build, and open three major initiatives of the *NAE* by the end of 2004. The Foundation's strong leadership has been crucial in meeting major benchmarks in this intense fundraising campaign. The success of this first phase is demonstrated by the critical acclaim and awards the exhibitions received, increased visitation, and a longer, more satisfying experience for the visitors.

This period of growth in the capital campaign has been matched by an expansion of the Foundation's operations. As part of the partnership between the National Archives and the Foundation for the National Archives, the Foundation organized, opened, and runs the Archives shop. The first full year of its operations in the National Archives Building was in 2004, and its success supports the Foundation's operations and educational outreach.

This first annual report for the Foundation for the National Archives describes the impact the organization made in 2004. These important milestones should give a sense of the successes that are sure to come in the future with the continued support of generous donors and partners.







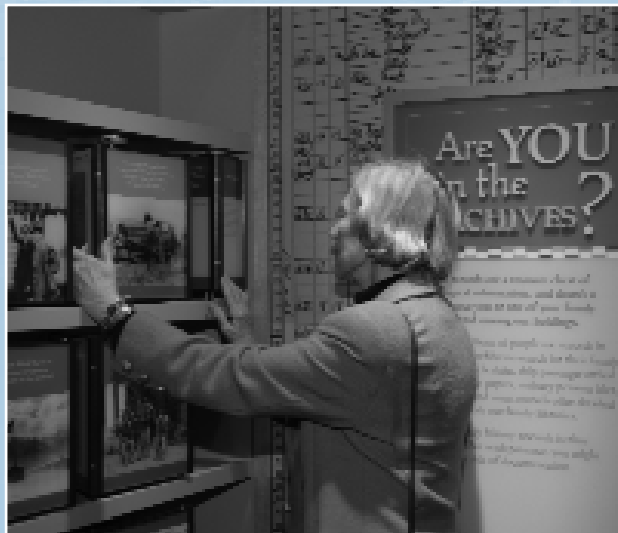
Many enjoyed the openings of the McGowan Theater (left), O'Brien Gallery (top right), and Public Vaults (bottom right).

NATIONAL ARCHIVES EXPERIENCE

The *National Archives Experience* is a unique public/private partnership born of a commitment to creating new educational programs, interactive exhibitions, and an innovative web site for all ages focusing on the significance of our American records. The National Archives, an independent Federal agency, used appropriations to upgrade its facilities on the National Mall and made a commitment to expanding public education by reallocating administrative and storage space to public use. The Foundation for the National Archives, a 501(c)(3) non-profit organization, is working as the private sector partner to fill that space with a variety of new programs and resources to “open the stacks” of the National Archives and provide visitors with increased access to and understanding of the depth and diversity of our nation’s tremendous holdings.

The *National Archives Experience*, an innovative, interactive, and far-reaching educational initiative, aligned with a national mandate to improve civics education, includes:

- a renovated **Rotunda for the Charters of Freedom** displaying our founding documents in new, state-of-the-art encasements that are more accessible to people of all ages and abilities;
- a permanent **Public Vaults** exhibition with over 1,100 records, using more than 30 interactive elements;
- the **William G. McGowan Theater** for ongoing programs such as documentary films, lectures, panel discussions, and performances;
- the **Lawrence F. O'Brien Gallery** to house changing, topical exhibitions, showcasing records from the National Archives and its Presidential libraries and regional archives;
- a state-of-the-art **Learning Center** that will serve as both an on-site resource for teachers, students, and families and as an incubator for programs that will be implemented nationwide; and
- **The National Archives Experience on the web**, utilizing highlights from the Public Vaults exhibit for an in-depth learning opportunity online.



Visitors and donors discover the new *National Archives Experience*.

National Archives Experience

At the end of 2003, the Foundation for the National Archives (FNA) had gained significant momentum in the *NAE* campaign, having reached the halfway mark with the receipt of the William G. McGowan Charitable Fund's \$5 million naming gift for the McGowan Theater.

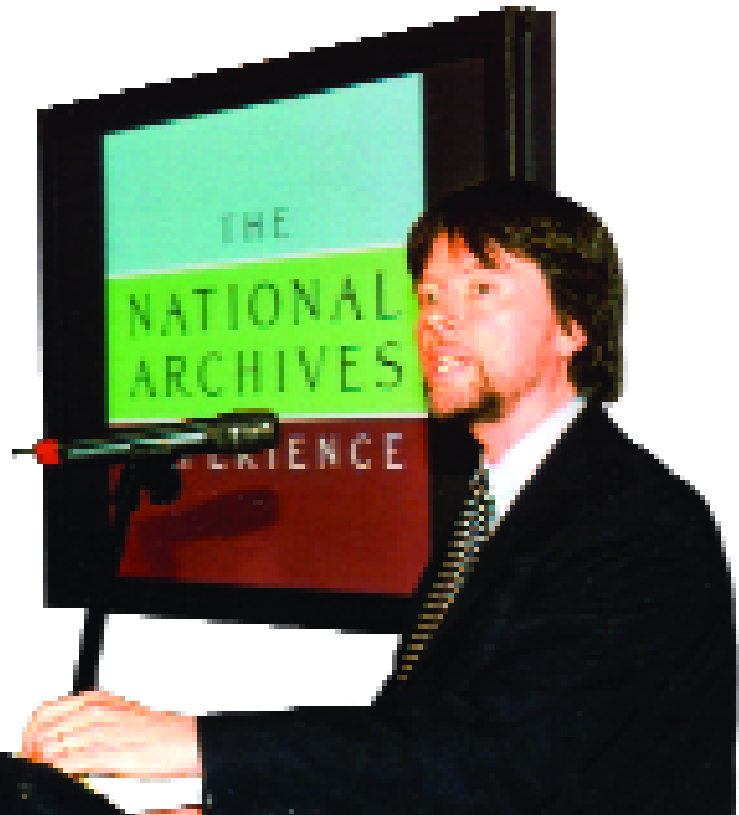
In the spring, the FNA board and staff hosted an event at ABC's Times Square Studio to raise awareness about the *NAE* campaign among prominent New York philanthropists. On April 28, Archivist John Carlin and board directors introduced the project to 60 people who enjoyed film footage from the National Archives, previewed the trailer for the upcoming Disney movie, *National Treasure*, and participated in demonstrations of the new interactive technology that would become part of the Public Vaults at the *NAE*.

After Carlin and Executive Director Thora Colot explained the project, Capital Campaign Chair Ken Lore introduced keynote speaker, Ken Burns, an esteemed filmmaker and FNA board member. Burns presented scenes from his award-winning film, *The Civil War*, and gave a moving speech about the importance of the National Archives to our democracy.

He posed the question of what will be passed on to future generations and explained:

The National Archives has an answer. Nothing in our daily life offers more of the comfort of continuity, the generational connection of belonging to a vast and complicated American family, the powerful sense of home, the freedom from time's constraints, and the great gift of accumulated memory than does an active and heartfelt engagement with our shared past.

In the months following this memorable evening, the Foundation raised \$1.26 million from our new friends in New York to help support the *NAE*.



Ken Burns speaks for FNA in ABC's Times Square Studio



Wheeler, McCullough, McGowan, and Carlin celebrate the McGowan Theater opening.

William G. McGowan Theater

Under the monumental steps of the National Archives, the William G. McGowan Theater opened with great fanfare to guests who attended the Foundation's annual gala on September 9. Named for late telecommunications visionary Bill McGowan, the 290-seat, state-of-the-art theater was the perfect venue for FNA President Tom Wheeler to recognize Sue Gin McGowan for her leadership in dedicating \$5 million from the William G. McGowan Charitable Fund toward the civics education goals of the NAE.



David McCullough was recipient of the first annual Records of the Achievement Award

Board director Eugene Eidenberg remarked about Bill McGowan:

He would be proud of this legacy and would understand why the National Archives is such an excellent setting for this memorial. He would want to see the network technologies and services he championed now being used to help the National Archives make its holdings accessible to America's citizens.

Wheeler then honored author and historian David McCullough with the Foundation's first annual Records

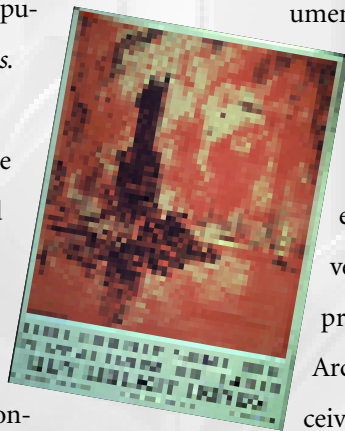
of Achievement Award in the McGowan Theater. Preceding a moving speech from McCullough, Wheeler presented a short film recognizing the Pulitzer Prize-winning historian's contributions to bringing the records of the National Archives to life and to a broader public through his popular books like *Truman* and *John Adams*.

After this memorable first event in the McGowan Theater, guests proceeded to the Rotunda Galleries for dinner and a champagne toast on the portico overlooking the National Mall. The entire evening was fittingly sponsored by MCI. The McGowan Theater opened to the public on the following day and now presents an introductory film to National Archives visitors each day as a part of the *NAE*. In addition, the McGowan Theater has become Washington's premier venue for distinguished speakers, films, and lecture presentations throughout the year.

The Public Vaults

The excitement of fall 2004 continued in November with the third major opening of the *NAE*, as the Archives unveiled the innovative new Public Vaults. The Public Vaults combines the use of original documents, photographs, maps, and audio and video clips using both traditional methods of display, as well as modern interactive technology, powered by equipment donated by Dell, Inc., to convey to visitors the sense of exploring the private stacks and vaults at the National Archives. This exhibition has already received numerous awards for its groundbreaking approach to bringing history alive.

Foundation board and high-level donors participated in an exclusive preview event on November 10 to celebrate this exhibition which adds more than 1,000 records for public viewing. On November 12, the Vaults opened to the public with a ribbon-



Alan Voorhees and William Hackerman, major *NAE* donors, both participated in a hard hat preview of the Public Vaults.

cutting ceremony led by Archivist John Carlin and time travelers from history who helped create a festive atmosphere for the first visitors to experience the exhibit.

Lawrence F. O'Brien Gallery

On December 6, 2004, the Foundation dedicated the former Special Exhibition Gallery as the Lawrence F. O'Brien Gallery in memory of the O'Brien family patriarch, who was a Presidential advisor, political strategist, cabinet secretary, NBA commissioner, and leading participant in many of the major events of the 20th century. The dedication kicked off an evening reception also marking the opening of "The American Presidency: Photographic Treasures of the National Archives" in the O'Brien Gallery, an exhibition presented in partnership with *U.S. News & World Report* and Smith Barney.

These openings enjoyed national media coverage raising the profile of the NAE. Of particular note were major articles in *The New York Times*, *The Washington Post*, and a cover story in *Museums* magazine for both the Washington and New York editions. In addition to spearheading this publicity campaign, the Foundation provided marketing and advertising support for the NAE, working to attract new and repeat visitors to exhibitions, lectures, and film series at the Archives.



Lawrence F. O'Brien III speaks at the O'Brien Gallery opening.

In addition to this publicity campaign, the Foundation provides marketing and advertising for the NAE, working to attract visitors to exhibitions, lectures, and film series at the Archives.



Elva O'Brien celebrates the naming of the Gallery in memory of her husband, with Archivist John Carlin.

The Archives Shop

The Archives Shop completed its first full year of operations in 2004, with greater than projected dollar per visitor and dollar per transaction sales. Along with the steady flow of visitors coming into the building, the profitable year is also attributed to the effectiveness of the Shop's unique design, its distinctive merchandise, and hardworking staff.

When entering the Shop, visitors will notice interior designs (by Archetal) that mirror their travels within the *National Archives Experience*. Large graphic-enhanced panels found throughout the Shop are titled—as in the Public Vaults—with key phrases from the preamble to the Constitution. An area entitled “We the People” points visitors to

a selection of merchandise that resonates with interests in genealogical research, citizenship, and records from the Freedman's Bureau. Also included within this array of gift items are photo albums, an assortment of T-shirts, handbags, and other items that all feature the cherished words of our founding documents. Patrons encountering the phrases “To Form a More Perfect Union,” “Provide for the Common Defense,” and “Promote the General Welfare” will find merchandise selections that focus on the Presidency, Congress, and the military, as well as items celebrating invention, discovery, and exploration.

During 2004, product development was largely focused upon the *National Archives Experience* and the new exhibits opening that year. Finery such as scarves and jewelry were created specifically for sale in the Archives Shop, inspired by the Treaty of Kanagawa exhibit (through March 2004) that was featured in the now named Lawrence F. O'Brien Gallery. Drawings from Thomas Edison's light bulb patent were used as designs for ties and T-shirts. For our younger consumers, boxed sets of the Charters of Freedom, the Declaration of Independence, the Constitution and the Bill of Rights, became best-selling items, along with an array of “take-home” items like pens,



pencils, key chains, and magnets, all with the *NAE* logo. An area of the shop entitled “The Right to Vote” served the timely interests of patrons whose visit to Washington coincided with the Presidential election late last year. And for the history buff, the Archives Shop holds a wealth of books on American history, including the Civil War, the World Wars, woman suffrage, civil rights, and biographies of Presidents, notable figures, and more. The Foundation also worked in partnership with the National Archives and Giles Publishers to produce *The Charters of Freedom: “A New World Is at Hand,”* which showcases the renovated Rotunda, the newly re-encased documents, and the exhibitions that flank their permanent display.

Beginning in March 2004, Washington’s booming tourist season added to high sales in the Archives Shop. The highest grossing month was June 2004, with total revenues of \$199,709. From June through August, over one-third of the year’s total sales were generated due to the sustained volume of tourists. The year ended with a 10-percent increase in holiday sales as compared to the year before, closing with just over \$1.5 million in sales for the year. In 2004, the Archives Shop employed a staff of 10, including a director of retail operations, assistant retail director, assistant shop manager, inventory coordinator,



and 6 sales representatives. Shop management trained new supervisors, and as a team, the entire shop staffed a larger and more flexible schedule during the extended summer hours kept by the *National Archives Experience*.

The Archives Shop is located in the National Archives Building, just below the Rotunda, behind the entrance lobby at 800 Constitution Avenue, NW. Shop hours are from 10 A.M. to 5:30 P.M., Labor Day through March 31; 10 A.M. to 7 P.M., April 1 through Memorial Day Weekend, 10 A.M. to 9 P.M., Memorial Day Weekend through Labor Day.



Programs and Partnerships

The year 2004 was a pivotal year for local partnerships. On January 19, 2004, the FNA and the National Archives hosted Delegate Eleanor Holmes Norton, Mayor Anthony Williams, and members of the DC City Council for a sneak preview of the *NAE* and a celebration of Martin Luther King, Jr., Day with a special public presentation of the Emancipation Proclamation. FNA reached out to the city government to demonstrate that the National Archives provides unique opportunities for the public to see its heritage firsthand, as well as serving as a bridge for tourists and visitors from the National Mall into Penn Quarter.

Beginning March 27 and running through September 6, “The Treaty of Kanagawa” was presented in the special exhibition gallery. This exhibition focused on the treaty and other documents that set the stage for Japanese-American relations. FNA partnered with the National Archives by providing educational brochures for the public and hosting an opening event with representatives from Toyota and the Japanese Embassy, both of whom helped support the exhibition.

On the 228th anniversary of the Declaration of Independence, FNA and the National Archives celebrated our nation’s birthday in the historic National Archives Building for the first time since the newly renovated Rotunda was reopened. In addition to the fun, family friendly activities staged throughout the day, the Society for the National Archives hosted a breakfast and guided tour of the Rotunda for about 80 invited guests, including the FNA board, Society, Founder and Guardian level members, and donors to the *NAE*. Guests enjoyed special seating during a dramatic public ceremony featuring a reading of the Declaration of Independence from the portico above the steps on Constitution Avenue, although rain prevented the annual parade from moving forward.

In October, an exciting partnership with the family of former board president, the late Charles Guggenheim, was announced. The Charles Guggenheim Center for the Documentary Film at the National Archives premiered with a festival of six films honoring director George Stevens from October 22 through 24. The Academy of Motion Picture Arts and Sciences (AMPAS) partnered with the Foundation to bring the



Mayor Anthony Williams and Eleanor Holmes Norton view the Emancipation Proclamation



“The Treaty of Kanagawa” in the O'Brien Gallery



People enjoying the July 4



Color Guard helps celebrate 4th of July



The Guggenheim family celebrates center's first program

Congress of the United States

George Stevens Centennial Tribute as the first of three annual programs held at the National Archives in cooperation with the Guggenheim Center. This collaboration with both AMPAS and the Guggenheim Center is a great example of how the Foundation is bringing together exciting new programmatic partners at the National Archives.

On November 14, the Foundation previewed the blockbuster film, *National Treasure*, in the William G. McGowan Theater in partnership with Walt Disney Pictures/Jerry Bruckheimer Films. Three hundred guests of the Foundation and the National Archives participated in this special family evening to screen the film prior to its release in theaters. The movie was filmed, in part, at the National Archives, and many staff shared their expertise in order to tell the most accurate story possible about a historian, played by Nicolas Cage, who plots to protect the Declaration of Independence by stealing it.

Guests had an opportunity to meet the film's producer, Jerry Bruckheimer, as well as its director, Jon Turteltaub, in the Rotunda for the Charters of Freedom after the film screening. Kids and adults alike viewed the real "National Treasure," the Declaration of Independence, and then had the chance to add their own "John Hancock" to a facsimile version. With the successful national release of the movie, one week

after the opening of the Public Vaults exhibit, the National Archives actually saw an increase of 76 percent in attendance during the winter months.

By the end of 2004, four out of five of the major components of the *NAE* were open to the public; three of which opened in the final quarter of the year. Many leading philanthropists who made these successes possible have already been mentioned, but there were hundreds of other key contributors to this banner year for the Foundation.

Board, staff, *NAE* and annual donors are all listed on the final pages of this report. To each and every one of you, thank you for helping the Foundation for the National Archives achieve many great milestones in this public/private partnership with the National Archives. Because of you, over one million visitors to the National Archives each year will engage in a deeper educational experience and an understanding of why records matter.

National Treasure director Turteltaub, former Archivist Carlin, and producer Bruckheimer sign a facsimile Declaration at the screening.



Society and Membership

Throughout 2004, hundreds of new members began participating in FNA and National Archives programs in Washington, DC. On Saturday, March 27, FNA's Society for the National Archives, a select group of high-level annual donors, hosted a lunch for over 200 guests during the 7th annual Lincoln Symposium, held at the National Archives at College Park, Maryland. Society members also hosted a breakfast on July 4 for a variety of friends and partners of FNA (see Programs and Partnerships for more).

During the summer, the revamped individual membership program was launched on-site as visitors to the new Archives Shop could join and instantly begin enjoying their member benefits. With this strategy and direct mail efforts, the membership base tripled by the end of the year, from people around the country joining. Foundation members enjoyed a private preview of the Public Vaults on November 7, the first member program for this growing group of supporters.

Rounding out the Foundation membership program for the year was a pre-reception with Cokie Roberts for Society and high-level members on December 15. This multitalented board director and Society member then entertained a packed crowd in the McGowan Theater with a lecture on her latest book, *Founding Mothers*. The first issue of the Society newsletter was also launched before the end of 2004, updating Society members about programs and events they help to support throughout the year.



Society members Pat and Ken Lore at annual Gala





Foundation members enjoyed special events throughout the year at the National Archives.





Thora Colot

Executive Director, Foundation for the National Archives

The year 2004 was certainly a year of firsts for the Foundation. Not only did the Foundation help to fill major new areas of the National Archives Building with exciting educational components for the public through the *NAE*, but the organization itself grew in leaps and bounds in order to make this all possible.

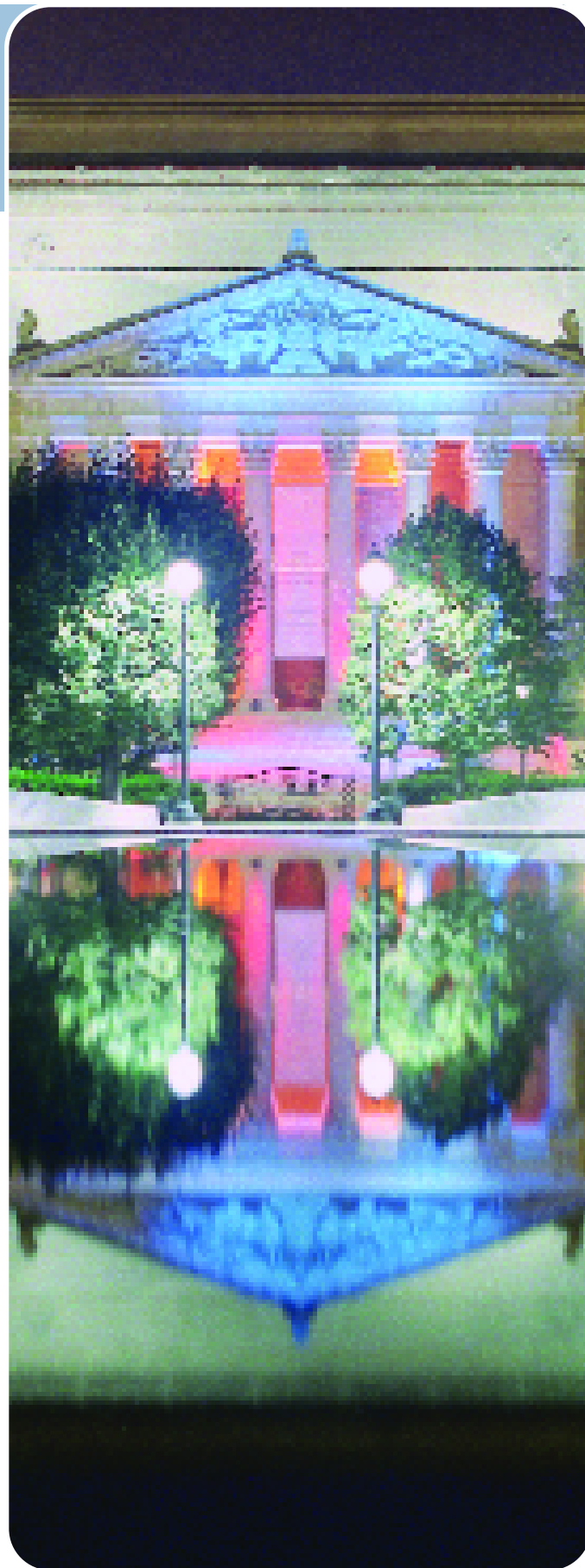
A priority for 2003 and 2004 was to hire professional and talented staff to ensure the success of a campaign, as well as create, organize, and implement systems that could form the basis of a nonprofit organization. In January 2004, a full-time accountant took over managing the accounts receivable and payable. The Archives Shop management was led by the director of retail operations and a new shop manager starting in early 2004. A special projects assistant began midyear to manage new book publication projects. By the fall, the development department was restructured to include a director of development, manager of individual giving, and manager of special events and sponsorship. With an executive assistant handling advertising, promotions, and human resources, I could focus my energies on management and fundraising.

This small staff worked hard to create a base of support for the Foundation's operations through earned and contributed revenue. The Archives Shop generated \$1.5 million in its first full year of operations. Its sales represented 72 percent of the total operations revenue in 2004 and provided a steady cash flow throughout the year.

Development updated the Foundation's membership program and increased its individual base from 300 to 800 members through a direct mail campaign and on-site efforts. The Society for the National Archives, corporate memberships, and a foundation grant rounded out the most comprehensive annual fund efforts to date, totaling almost \$300,000. Auxiliary endeavors included another \$300,000 in contributed revenue through gifts and sponsorships for restricted programs, making contributed revenue 28 percent of the operational budget.

One of the most important activities for the FNA, beyond supporting the *NAE* and related educational programs was getting the word out to the public about the dramatic changes at the National Archives. In partnership with the Archives' staff, the Foundation and its team of consultants generated great press coverage for the *NAE* throughout the United States, including an article in *The New York Times* and the feature story on the cover of *Museums* magazine in both Washington, DC, and New York City.

It was a banner year for the Foundation, representing a positive turning point for both the *NAE* campaign and FNA operations. Thank you to the Board, staff, and donors, for creating the right mix of vision, leadership, energy, and support to successfully open the William G. McGowan Theater, the Public Vaults, and the Lawrence F. O'Brien Gallery. Thanks to John Carlin for the vision of *NAE*, and a special thanks to the ninth Archivist, Allen Weinstein, for his support in partnering with the FNA as we pursue exciting new endeavors in the years to come.



Foundation for the National Archives

Exhibit A

Statement of Financial Position as of December 31, 2004, with Summarized Financial Information for 2003

ASSETS

	<u>2004</u>	<u>2003</u>
Current Assets		
Cash and cash equivalents	\$1,155,898	\$3,151,100
Investments	-	10,434
Accounts receivable	25,931	5,311
Pledges receivable, net of allowance for doubtful accounts (Note 2)	1,260,398	177,650
Inventory (Note 5)	300,409	364,693
Prepaid expenses	-	2,912
Total current assets	<u>\$2,742,636</u>	<u>\$3,712,100</u>
Fixed Assets		
Equipment	52,707	52,707
Less: Accumulated depreciation	(23,425)	(5,856)
Net fixed assets	<u>\$29,282</u>	<u>\$46,851</u>
Noncurrent Assets		
Long-term pledges receivable, net of allowance for doubtful accounts (Note 2)	1,275,048	446,890
Total Assets	<u>\$4,046,966</u>	<u>\$4,205,841</u>

LIABILITIES AND NET ASSETS

	<u>2004</u>	<u>2003</u>
Current Liabilities		
National Archives Trust Fund Board (Note 5)	\$ 93,133	\$ 88,477
Loan payable (Note 6)	570,509	-
Accounts payable	770,811	336,493
Accrued salaries and benefits	29,732	29,892
Deferred membership	10,000	21,347
Total current liabilities	<u>\$1,474,185</u>	<u>\$476,209</u>
Noncurrent Liabilities		
National Archives Trust Fund Board (Note 5)	\$291,615	\$373,393
Loan payable (Note 6)	1,045,000	-
Total noncurrent liabilities	<u>1,336,615</u>	<u>373,393</u>
Total liabilities	<u>\$2,810,800</u>	<u>\$849,602</u>
Net Assets		
Unrestricted	\$60,558	\$28,733
Temporarily restricted (Note 3)	1,175,608	3,327,506
Total net assets	<u>1,236,166</u>	<u>3,356,239</u>
Total Liabilities and Net Assets	<u>\$4,046,966</u>	<u>\$4,205,841</u>

Exhibit B

			<u>2004</u>	<u>2003</u>
	Unrestricted	Temporarily Restricted	Total	Total
Support and Revenue				
Support:				
Contributions	\$ 160,000	\$ 4,125,122	\$ 4,285,122	\$5,652,775
Membership dues	257,273	-	257,273	239,759
Inkind	145,338	-	145,338	152,236
Net assets released from donor restrictions (Note 4)	6,277,020	(6,277,020)	-	-
Total support	\$6,839,631	(2,151,898)	4,687,733	6,044,770
Revenue:				
Archives shop revenue, net of cost of goods sold of \$688,160 for 2004	\$852,319	-	\$852,319	\$212,698
Annual gala	111,899	-	111,899	120,904
Investment income	3,278	-	3,278	4,996
Auxiliary endeavors	50,208	-	50,208	-
Royalties	26,490	-	26,490	-
Miscellaneous	1,248	-	1,248	-
Total revenue	1,045,442	-	1,045,442	338,598
Total support and revenue	\$7,885,073	(\$2,151,898)	\$5,733,175	\$6,383,368

			<u>2004</u>	<u>2003</u>
	Unrestricted	Temporarily Restricted	Total	Total
Expenses				
Program services:				
National Archives Experience	\$6,308,325	-	\$6,308,325	\$2,610,649
Education/Programs	124,282	-	124,282	309,174
Auxiliary Programs	81,062	-	81,062	-
Total program services	\$6,513,669	-	\$6,513,669	\$2,919,823
Supporting services:				
General and Administrative	\$641,083	-	641,083	537,284
Fundraising	333,107	-	333,107	348,828
Archives Shop	365,389	-	365,389	208,735
Total supporting services	1,339,579	-	1,339,579	1,094,847
Total expenses	\$7,853,248	-	7,853,248	4,014,670
Change in net assets	31,825	(2,151,898)	(2,120,073)	2,368,698
Net assets at beginning of year	28,733	3,327,506	3,356,239	987,541
Net Asset at End of Year	\$ 60,558	\$ 1,175,608	\$ 1,236,166	\$3,356,239

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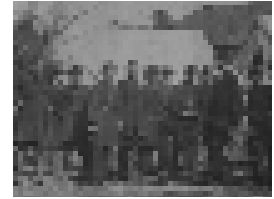
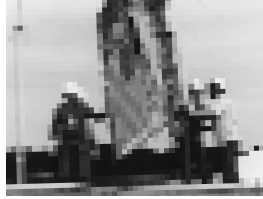
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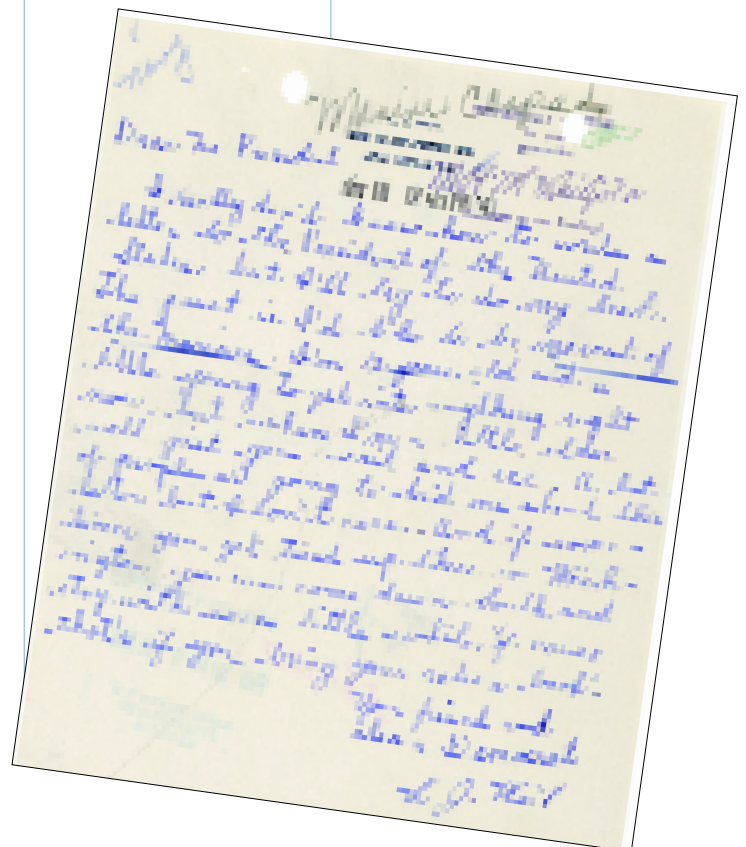
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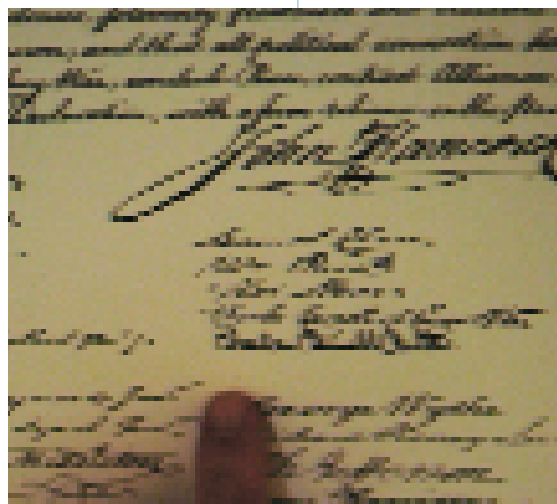
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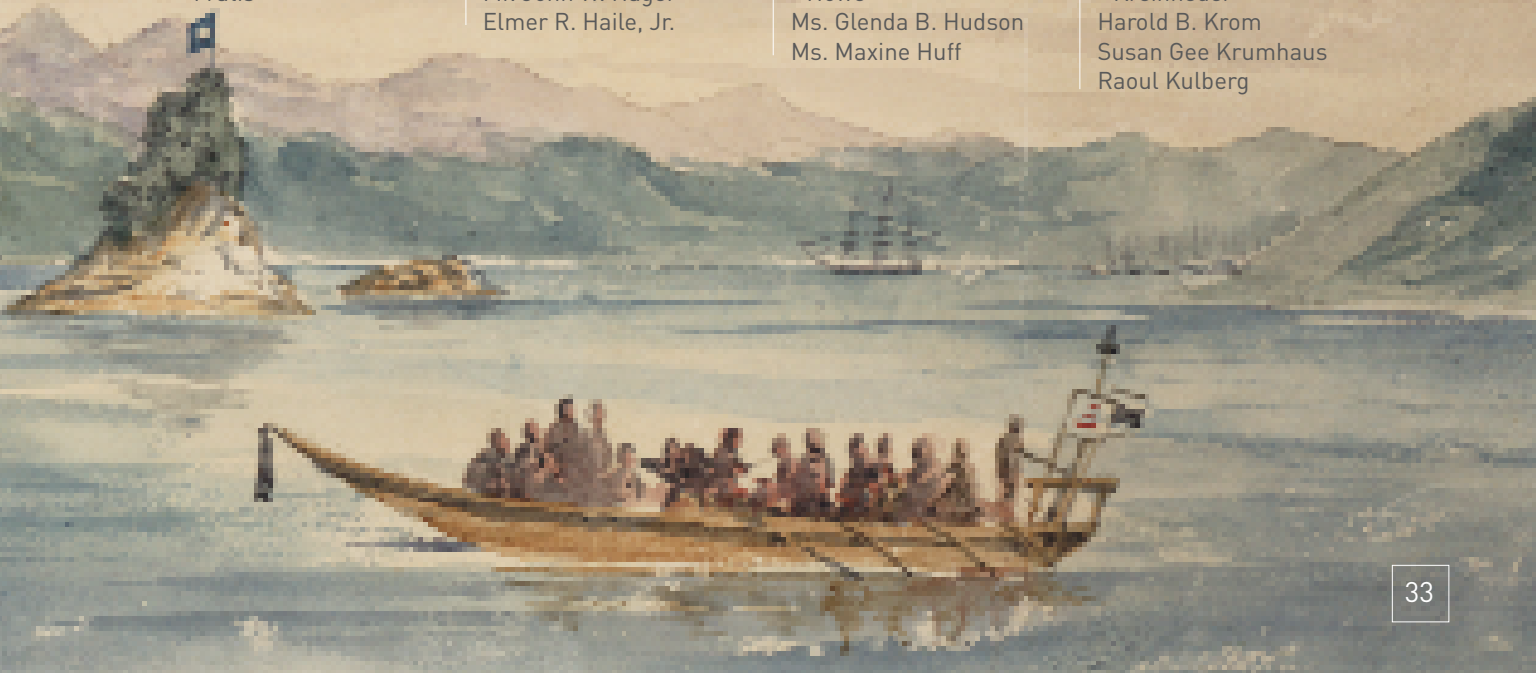


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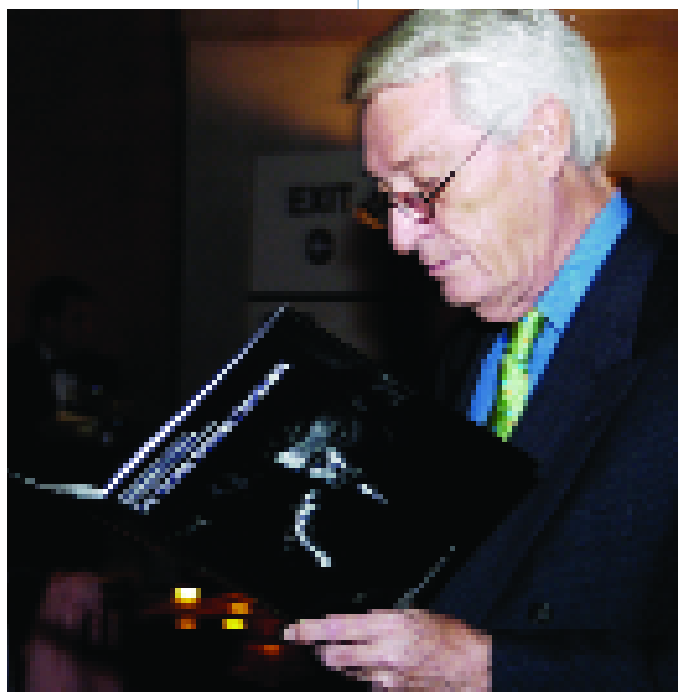


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