

**American Schools of Oriental Research
Finance Committee Report
For the Year Ending June 30, 2017**

**Board of Trustees Meeting
November 19, 2017**

To the ASOR Board of Trustees:

Enclosed, for your review, are the following documents and information:

- FY 2017 Budget to Actual Comparison (Exhibit A)
- FY 2017 Memberships and Subscriptions Cash Flow Report (Exhibit B)
- FY 2017 Investment Report (Exhibit C)
- FY 2018 Investment Report (through September 30, 2017) (Exhibit D)
- Investment Allocations Report—As of November 1, 2017 (Exhibit E)
- FY 2018 Journals Escrow Recommendation (Exhibit F)
- FY 2017 Audited Financial Statements and Supplemental Information, including auditors' letter (posted separately on the ASOR website) (Exhibit G)

FY 2017 FAST FACTS AT A GLANCE

ITEM	AMOUNT	CHANGE FROM FY 2016
Increase in unrestricted assets available for operations (<i>i.e.</i> , "rainy day fund")	\$73,277	N.A.
General Fund (<i>i.e.</i> , cash available for operations)	\$600,363	+4.65%
Market value of all Investment Accounts	\$1,776,045	+17.13%
Total value of all financial accounts (checking accounts, savings accounts and Investment Accounts)	\$2,647,804	+14.87%
Memberships and subscriptions revenue (cash basis)	\$401,357	(-0.99%)
Individual Membership Revenue (accrual basis)	\$171,919	+7.76%
Institutional Membership Revenue (accrual basis)	\$74,000	(-1.33%)
Memberships and Subscriptions Revenue (accrual basis)	\$389,404	+2.89%
Investment income (Fellowship Accounts)	\$112,115	+15.3%
Investment income (Endowment Accounts)	\$97,645	+14.3%
2016 Annual Meeting Attendance (compared to 2015)	881	+0.46%

**FY 2017 INCREASE IN UNRESTRICTED ASSETS AVAILABLE
FOR OPERATIONS (i.e., UNRESTRICTED NET INCOME)**

At the Spring Board meeting, we projected FY 2017 unrestricted net income for operations would be slightly positive by a couple hundred dollars. We exceeded this projection. The audit is finished; FY 2017 unrestricted net income for operations was \$73,277 after taking into account FY 2017 fixed asset purchases. *See* Exhibit A. The increase in total net assets was \$125,386. *See* the Balance Sheet in the Audited Financial Statements (Exhibit G).

FY 2017 MEMBERSHIPS AND SUBSCRIPTION REVENUE

Total memberships and subscription revenue (on a cash receipt basis) decreased 0.99% from \$405,372 in FY 2016 to \$401,357 in FY 2017. *See* Exhibit B.

BREAKDOWN OF FY 2017 MEMBERSHIPS AND SUBSCRIPTIONS REVENUE

As reflected in the following tables, Individual Membership revenue increased by +7.76%, while Subscriptions revenue and Institutional Membership revenue dipped slightly in FY 2017. Subscriptions revenue continues to be a targeted growth area.

Individual Membership Revenue	FY 2014	FY 2015	FY 2016	FY 2017
Amount (accrual basis)	\$163,124	\$162,003	\$159,539	\$171,919
Increase (decrease)	(-0.36%)	(-0.69%)	(-1.54%)	+7.76%

Institutional Membership Revenue	FY 2014	FY 2015	FY 2016	FY 2017
Amount (cash basis)	\$79,000	\$78,000	\$75,000	\$74,000
Increase (decrease)	(-8.1%)	(-1.27%)	(-4.00%)	(-1.33%)

Subscription Revenue	FY 2014	FY 2015	FY 2016	FY 2017
Amount (cash basis)	\$229,532	\$224,614	\$218,937	\$215,972
Increase (decrease)	(-1.0%)	(-2.14%)	(-2.53%)	(-1.35%)

FY 2017 FELLOWSHIP AND ENDOWMENT INVESTMENT PERFORMANCE

ASOR Custom Benchmark. The ASOR Custom Benchmark is used to measure the annual performance of the ASOR Investment Accounts. It is calculated using a formula closely resembling ASOR's investment allocations under the current Investment Policy. The ASOR Custom Benchmark was developed by Past Treasurer Sheldon Fox's firm in FY 2015 as part of an initiative to better evaluate the investment performance of certain non-profit organizations' endowments.

Eighty percent (80%) of the ASOR Custom Benchmark is composed of the MSCI All Cap World Index ("ACWI"). The ACWI is based on a global stock portfolio of large and mid-cap stocks—as opposed to the S&P 500 Index, which includes only U.S. large cap stocks. Including the ACWI in the ASOR Custom Benchmark is consistent with ASOR's investments in international and small cap equities. The ACWI is commonly used by pensions and endowments.

The remaining 20% of the ASOR Custom Benchmark is composed of the Barclays Aggregate Bond Index, the leading index for benchmarking fixed income returns. The 80% ACWI/20% Barclays Aggregate Bond Index combination comprising the ASOR Custom Benchmark is consistent with the Schwab investment model utilized by ASOR.

FY 2017 investment results. For the 12-month period ending June 30, 2017, the ASOR Custom Benchmark was 15.50%, which is calculated as follows: +19.40% (ACWI) x .80 plus + (-0.3%) (Barclay's) x .20. *See Exhibits C and D.* The Fellowship Accounts AND Endowment Accounts make up the majority of the ASOR Investment Accounts. The Fellowship Accounts generated FY 2017 investment income of \$112,115 (+15.3%) and the Endowment Accounts generated FY 2017 investment income of \$97,645 (+14.3%)—both of which are in line with the ASOR Custom Benchmark.

FY 2017 CASH AND INVESTMENT ACCOUNTS

General Fund. The General Fund comprises the three cash accounts containing unrestricted cash available for operations. The General Fund balance at June 30, 2017 was \$600,363, which is a 4.65% increase over the June 30, 2016 General Fund balance. *See Exhibit B.*

	FY 2014	FY 2015	FY 2016	FY 2017
Year-end General Fund balance	\$475,494	\$559,375	\$573,663	\$600,363
Increase over previous year	(-3.82%)	+17.64%	+2.49%	+4.65%

Investment Accounts. The Investment Accounts include the Fellowship Accounts, Endowment Accounts, and other ASOR investment accounts. The total market value of the Investment Accounts at June 30, 2017 was \$1,776,128, which is a 17.14% increase over the market value of the Investment Accounts at June 30, 2016. *See Exhibit C.* Since FY 2014 (and before), the year-end market value of the Investment Accounts has steadily increased despite fluctuations in the financial markets.

	FY 2014	FY 2015	FY 2016	FY 2017
Year-end market value of the Investment Accounts	\$1,423,738	\$1,525,081	\$1,516,300	\$1,776,045
Increase over previous year	+23.16%	+7.12%	(-0.58%)	+17.14%

All Financial Accounts. The total value of all Financial Accounts (checking accounts, savings accounts and Investment Accounts) at June 30, 2017 was \$2,647,804, which is a 14.87% increase over the total value of all Financial Accounts at June 30, 2016. *See Exhibit C.* Since FY 2014 (and before), the total year-end value of all Financial Accounts has steadily increased despite fluctuations in the financial markets.

	FY 2014	FY 2015	FY 2016	FY 2017
Total year-end value of all financial accounts	\$2,097,097	\$2,415,579	\$2,305,113	\$2,647,804
Increase over previous year	+18.05%	+15.19%	(-4.57%)	+14.87%

ANNUAL MEETING ATTENDANCE

Annual Meeting attendance increased steadily from 2011 through 2014. There was a slight dip in 2015 and 2016, but we are back up in 2017. The final count for the 2017 Annual Meeting will be available at the November 19 Board Meeting. As of October 30, 2017, there were 1,082 registrants (an all-time high), which is already a 22.8% increase in attendance.

Calendar Year	2013	2014	2015	2016
Number of Attendees	932	936	877	881
Increase over previous year	+1.2%	+0.43%	(-6.72%)	+0.46%

2017 SCHOLARSHIPS AND GRANTS

ASOR was privileged to award a total of \$83,193 in scholarships, grants, and member fellowships for the 2017 summer season and academic year. As reflected in the following table, the amount of scholarships, fellowships, and grants increased slightly in 2017 (again, a record amount).

	2014	2015	2016	2017
Total awarded	\$65,100	\$71,400	\$82,700	\$83,193
Increase over previous year	(-14.62%)	9.68%	15.83%	+0.60%

FY 2017 ANNUAL AUDIT

Romeo, Wiggins & Co., LLP, the ASOR outside audit firm, has completed the FY 17 audit. No issues were identified. ASOR received a clean audit report. *See Exhibit F.*

FY 2018 BUDGET

ASOR is on track with the FY 2018 budget passed by the Board at the Spring Meeting. The FY 2018 budget assumed that ASOR would continue its cultural heritage work in a cooperative agreement with the U. S. Department of State. To date, ASOR has entered into a cooperative agreement for the continuation of its cultural heritage work through March 31, 2018 (*i.e.*, through the first three quarters of FY18). ASOR will apply for a renewal of the cooperative agreement at the appropriate time. If the cooperative agreement is not extended, the FY18 budget will be revised accordingly.

ASOR also has received three FY 2018 non-federal grants, but the indirect permitted by these grants is less than the budgeted amounts—which also may require adjusting the FY 2018 as the fiscal year progresses.

Finally, ASOR anticipates higher than expected FY 2018 expenses for moving/relocation of the ASOR office and rent. Accordingly, we also may need to further adjust the FY 2018 budget or allocate some of the FY 2017 surplus to cover these expenses.

FY 2018 FELLOWSHIP AND ENDOWMENT INVESTMENT PERFORMANCE

For the FY 2018 first quarter ending September 30, 2017, the Fellowship Accounts generated income of \$37,047 (+4.1%) and the Endowment Accounts generated income of \$31,850 (+4.2%). The FY 2018 first quarter ASOR Custom Benchmark was +4.4%.

FY 2018 JOURNALS ESCROW RECOMMENDATION

The purpose of the Journals Escrow Account is to set aside the funds required to publish ASOR journals so as to fulfill ASOR's obligations to its members and subscribers. This is an annual calculation requiring Board approval. The FY 2018 Journals Escrow Account analysis and recommendation (Exhibit E) will be vetted by the Finance Committee prior to the Board meeting. It is included here so the Board has an opportunity to review it in advance.

CONCLUSION

In closing, our sincere thanks are due to ASOR donors for their generous financial support. Congratulations also are due to Selma, Andy, the ASOR staff, and the Board for operating ASOR in a fiscally responsible manner in FY 2017.

If you have any questions or comments about this Report in advance of the November 19 meeting, please call or email me. I, unfortunately, will not be able to attend the Annual Meeting due to family obligations, but will certainly make myself available in advance of the meeting to answer any questions you may have.

Respectfully submitted,

Chris White

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Exhibit A: Fiscal Year 2017 Budget to Actual

Note: footnote numbers will change

		FY17 Budget	Actual Unrestricted
Income:			
Annual Meeting:			
1	-Registration fees and other income	\$ 225,000.00	\$ 206,280.00
Archaeological and Policy Support:			
2	-Fellowships Awarded (Heritage - incl travel to coll., Platt, Desig.)	\$ 50,000.00	\$ -
2	-Fellowships Endowment (MacAllister, Meyers/Wright, Strange, Meyers)	\$ 25,000.00	\$ -
2	-Field Research Support (current Harris distribution)	\$ 5,000.00	\$ -
2	-Field Research Support (endowment) Harris, Seger, Geraty	\$ 25,000.00	\$ -
2	-Named Fellowships (Dever / Sheeler Fellowship)	\$ -	\$ 9,000.00
3	-Support for Online Media and FOA TR Releases	\$ 38,000.00	\$ -
	-Nies Trust income	\$ 20,000.00	\$ -
4	Cultural Heritage Initiative (CHI)	\$ 803,500.00	\$ -
4	-CHI designated gifts and grants Getty and Whiting)	\$ -	\$ -
4	- Donated services (cost share Apr-Jun 2017)	\$ -	\$ 10,500.00
Journals:			
6	-Subscriptions/memberships	\$ 400,000.00	\$ 389,403.69
7	-Royalties and advertising	\$ 50,000.00	\$ 58,370.50
8	-Support from OF and gifts	\$ 500.00	\$ -
9	-Other Journal Support	\$ 1,000.00	\$ 2,900.00
Books:			
8	-Funds from Opportunity Fund	\$ 15,000.00	\$ -
8	-Sales revenue designated for Opportunity Fund	\$ 20,000.00	\$ -
Undesignated Revenue:			
10	-Annual fund contributions	\$ 80,000.00	\$ 93,476.63
11	-Institutional memberships	\$ 80,000.00	\$ 74,000.00
12	-Distribution from Endowment	\$ 22,400.00	\$ -
13	-Investment income	\$ 3,500.00	\$ 6,321.59
14	-Administrative fees and misc. income	\$ 8,000.00	\$ -
Other Designated Revenue:			
15	-Designated gifts for Endowment	\$ 5,000.00	\$ -
16	-Other contributions	\$ 1,600.00	\$ 5,932.00
16	-Development Fund and designated gifts	\$ 1,000.00	\$ 1,717.45
17	-NEH Summit	\$ 5,000.00	\$ -
In-kind Donations:			
18	-Rent subvention from BU	\$ 34,000.00	\$ 30,855.00
19	-In kind legal	\$ 50,000.00	\$ 665.00
Total Income		\$ 1,968,500.00	\$ 889,421.86

Expenses:

Annual Meeting:			
1	-Annual meeting expenses	\$ 121,000.00	\$ 95,397.98
Archaeological and Policy Support:			
2	-Fellowships Awarded (Heritage, Platt, Designated, etc.)	\$ 50,000.00	\$ -
2	-Fellowships Endowment (P.E. MacAllister and Meyers/Wright)	\$ 25,000.00	\$ -
2	-Field Research Support (current Harris distribution)	\$ 5,000.00	\$ -
2	-Field Research Support (endowment) Seger, Geraty	\$ 25,000.00	\$ -
2	-Named Fellowships (Dever and Sheeler Fellowships)	\$ -	\$ 9,000.00
	- ASOR admin fees charged to endowments	\$ -	\$ (7,409.00)
	-Nies Trust expenses	\$ 12,500.00	\$ -

4	-New employees for CHI project and ASOR	\$	285,000.00		
4	-Travel for CHI project	\$	25,000.00		
4	-Equipment and computers for CHI project	\$	5,000.00		
4	-Contractors for CHI project	\$	225,000.00		
4	-CHI project supplies, mitigation projects, and other	\$	2,500.00		
4	-CHI other direct costs CHM	\$	60,000.00		
	-Contingency for CHI office and non-direct expenses	\$	10,000.00		
	-CHI designated revenue and grants (e..g. Arches) non DOS	\$	62,250.00		
4	-Money set aside for Audit	\$	6,000.00		
4	-CHI indirect costs	\$	-	\$	(89,724.00)
4	- donated services (cost share Apr-Jun 2017)	\$	-	\$	10,500.00
20	-Chair support (moved from allocable exp.)	\$	7,500.00	\$	10,951.31
20	-Travel for arch. Support	\$	2,000.00	\$	-
20	-Presidential discretionary expenses	\$	3,000.00	\$	762.62
20	-Meetings (moved from allocable exp.)	\$	4,000.00	\$	3,542.04
20	-NEH summit	\$	5,000.00	\$	-
17	-Website (moved from allocable exp.)	\$	15,000.00	\$	7,747.21
	Archives Project:				
5	-Consultant and travel	\$	2,500.00	\$	-
5	-Supplies and services	\$	500.00	\$	38.63
	Journals:				
9	-BASOR (2 issues per year)	\$	76,000.00	\$	74,187.61
9	-NEA (4 issues per year)	\$	68,000.00	\$	59,710.06
9	-JCS (ASOR portion)	\$	3,500.00	\$	3,500.00
9	-JCS (Nies Trust portion)	\$	7,500.00	\$	-
9	-Newsletter	\$	-		
9	-JSTOR	\$	8,000.00	\$	7,523.15
9	-Other journal expenses	\$	1,250.00	\$	1,696.31
	-Memb & Informz exp.	\$	27,500.00		
	Books:				
8	-Book production	\$	15,000.00	\$	955.00
8	-Transfer of book subvention to cover production costs	\$	20,000.00	\$	-
8	Distribution and marketing				
	Other Designated Expense:				
15	-Designated gifts for Endowment	\$	5,000.00	\$	(23,427.00)
16	-Other designated gifts (including printing)	\$	-	\$	-
	Allocable Expenses:				
24	-Salaries and benefits	\$	570,000.00	\$	516,363.78
24	-Rent BU and donated legal	\$	84,000.00	\$	31,520.00
24	-Telephone and Utilities	\$	7,500.00	\$	4,102.02
24	-Postage, Postage mach. and Copier	\$	12,500.00	\$	6,372.33
24	-Bank charges	\$	8,000.00	\$	6,468.06
24	-Insurance	\$	12,000.00	\$	9,866.34
24	-Audit	\$	25,000.00	\$	17,583.00
24	-Equipment and supplies (incl. computers)	\$	11,000.00	\$	6,460.45
24	-Abila expenses	\$	11,000.00	\$	8,400.00
24	-Office events, Jibrin, Payroll services, consulting	\$	5,000.00	\$	5,863.65
24	-Dues, etc.	\$	8,000.00	\$	4,707.80
24	-Travel	\$	15,000.00	\$	8,745.93
19	-In kind printing / Google advertising	\$	-	\$	-
25	-Development	\$	5,000.00	\$	5,618.24
	-Depreciation	\$	4,000.00	\$	-
	-Bad Debts	\$	-		
	-Moving Expenses	\$	-	\$	5,558.95
	-Rent			\$	5,544.90
26	Misc expense	\$	-	\$	1,020.00
	Total Expenses	\$	1,968,500.00	\$	809,147.37

	TOTAL	\$	-	\$	80,274.49
27	Less fixed assets purchased in FY17 net of depreciation			\$	(6,997.49)
	Net assets for operations on audit balance sheet			\$	73,277.00

Notes for FY 2017 Budget to Actual Report

1. Annual meeting income/expenses. Income includes registration fees, exhibitor fees, program advertising, grants (TFBA, AIIrS), hotel concessions and reimbursements from research centers. Income was slightly lower because of slightly lower registrations and reimbursements from affiliated groups. Expenses were lower because of concessions from the hotel and other areas where cuts were made.

2. Fellowship income and expenses. Most of the fellowship income and expenses are detailed in the Temporarily Restricted column and in the Permanently Restricted column. Only expenses and revenue related to unrestricted accounts are included here.

3. Support for Online Media and FOA income/expenses. The Temporarily Restricted account has approximately \$12,000 to use for the FY 2018 FOA program. About \$30,000 was spent from the account in FY17. Other expenses related to FOA and online media were supported from undesignated revenue in FY17. We will not have adequate support from the Temporarily Restricted account to pay for all of the FOA activities in FY18.

4. Cultural Heritage Initiatives (CHI). Almost of the expenses and revenue flows through the CHI Temporarily Restricted account, so they do not appear on this spreadsheet. The Temporarily Restricted account balance decreased because funds received in FY16 were spent in FY17. The Department of State has changed the way in which cooperatives are funded, so FY 2018 will contain reimbursements rather than funds received in advance.

5. Archives Project. All of the funds for the Temporarily Restricted account have been spent, so there was no revenue and very little expenses. We have not received new grant funding, so this will not appear as a separate line item in FY18.

6. Subscription and membership and journal expenses. The FY16 actual revenue was less than budget due to an underperformance by JSTOR Current Scholarship Program; subscription revenue was down about \$10,000. Fortunately, we had an increase in membership revenue that more than offset the decrease in subscription revenue. Yet, we still did not make our budget. In light of this development, we have requested bids from prospective publishing partners in an effort to reverse the trend of lower institutional subscriptions revenue. The prospective publishers' proposals will be shared with COP, and Executive Director Andy Vaughn will present a brief report to the Board.

7. Royalties and advertising. Income is a little higher than budgeted because of unexpected royalty income from Faithlife (Logos Systems). We do not think that this benefit will continue much past FY17.

8. Books proceeds from sales and the Opportunity Fund.

9. Expenses for journals.

10. Annual Fund. FY17 came in slightly above budget. Our thanks to the many Board members who made contributions in the last month of FY17.

11. Institutional memberships. Institutional memberships have leveled out to about 75 member institutions (in FY17, 74 member institutions).

12. Endowment distribution. There is a slight increase each year in the endowment distribution due to positive market returns and steady, but modest, contributions to the endowment. In the budget to actual report from the auditors, this number is reflected as a negative expense because of how the distributions are entered in Quickbooks. It has since been moved to the revenue account because that is how it is reflected in the ASOR budget.

13. Interest income remains small due to low rates, but it has grown from last year.

14. Administrative fees/misc. income. Slightly lower than the budget because we did not take a fee from one fund. In the budget to actual report from the auditors, this number is reflected as a negative expense because of how the distributions are entered in Quickbooks. It has since been moved to the revenue account because that is how it is reflected in the ASOR budget.

15. Designated gifts for endowment. Not significant in FY17.

16. Other designated gifts. These are gifts to support development travel, fundraising events, and other development expenses.

17. NEH Summit. This event did not take place in FY17.

18. Rent. In-kind support from Boston University, which ended abruptly on May 30, 2017.

19. Other In-kind gifts. In/out items that do not affect the profit/loss of the organization. We had much lower in-kind legal support in FY17 because we did not need it.

20. Designated categories in Archaeology and Policy Support.

21. Website. This amount was lower than budgeted because we amortized the year-long work of our contractor over the expected life of the website. The amortization of the website expense will appear for the next few years.

22. Salaries. This amount was lower than budgeted due to support received from the CHI project and because we did not fill certain open positions once we learned about the termination of our Boston University lease.

23. Rent. This is in-kind support from Boston University. As noted above, this has ended, so there is another rent line item below.

24. Allocable Expenses. Almost all of the expenses were within the budget or slightly lower.

25. Development expenses for special events or travel. These expenses are supported, in part, through designated gifts.

26. Moving expenses and non-donated rent. Due to the termination of our complimentary Boston University lease, we incurred moving expenses and rent for June 2017 and prepayment of rent for July 2017. These expenses will be substantially higher in FY18.

27. Misc. Expense. Expenses that could not be reconciled in the audit.

28. Fixed Assets. Page one of the balance sheet of the audit reflects an increase in fixed assets. The FY 2017 fixed asset purchases must be subtracted from the subtotal of unrestricted net assets from operations to tie out to the balance sheet in the audited financial statements.

Exhibit B

Memberships and Subscriptions Cash Flow Report September 30, 2017

FY15	FY16	FY17	FY18
Jul-14 \$ 19,464.10	Jul-15 \$ 20,184.05	Jul-16 \$ 08,075.95	Jul-17 \$ 14,475.65
Aug-14 \$ 15,412.24	Aug-15 \$ 17,814.85	Aug-16 \$ 11,261.95	Aug-17 \$ 9,935.66
Sep-14 \$ 15,767.14	Sep-15 \$ 17,216.18	Sep-16 \$ 17,368.75	Sep-17 \$ 14,743.12
\$ 50,643.48	\$ 55,215.08	\$ 36,706.65	\$ 39,154.43
Oct-14 \$ 23,627.90	Oct-15 \$ 23,756.07	Oct-16 \$ 27,360.48	Oct-16 \$
Nov-14 \$ 30,206.55	Nov-15 \$ 30,920.85	Nov-16 \$ 39,314.05	Nov-16 \$
Dec-14 \$ 99,197.37	Dec-15 \$ 76,287.25	Dec-16 \$ 84,937.85	Dec-16 \$
\$ 153,031.82	\$ 130,964.17	\$ 151,612.38	\$
Jan-15 \$ 65,932.25	Jan-16 \$ 84,353.69	Jan-17 \$ 73,289.94	Jan-17 \$
Feb-15 \$ 40,380.27	Feb-16 \$ 40,320.62	Feb-17 \$ 52,896.36	Feb-17 \$
Mar-15 \$ 31,315.78	Mar-16 \$ 27,759.51	Mar-17 \$ 28,330.16	Mar-17 \$
\$ 137,628.30	\$ 152,433.82	\$ 154,516.46	\$
Apr-15 \$ 19,949.51	Apr-16 \$ 20,457.75	Apr-17 \$ 20,138.19	Apr-17 \$
May-15 \$ 19,321.26	May-16 \$ 21,430.04	May-17 \$ 23,584.56	May-17 \$
Jun-15 \$ 25,058.86	Jun-16 \$ 24,871.44	Jun-17 \$ 17,197.32	Jun-17 \$
\$ 64,329.63	\$ 66,759.23	\$ 60,920.07	\$
\$ 405,633.23	\$ 405,372.30	\$ 401,357.00	\$
Total FY15	Total FY16	Total FY17	Total FY17
\$ (7,108.11)	\$ (260.93)	\$ (4,015.30)	\$
Compared to FY14	Compared to FY15	Compared to FY16	Compared to FY17

Exhibit C: FY17 Investment Report

	30-Jun-13	30-Jun-16	FY17 30-Jun-17	FY17 Return	FY17 %	ASOR Bench
ASOR Fellowships:						
Harris Fell. - Sequoia Fund	\$ 63,303.23	\$ 12,933.69	\$ 13,266.02	\$ 1,361.00	#NAME?	
Harris Fell. - Charles Schwab	\$ 72,059.09	\$ 116,370.61	\$ 125,100.23	\$ 16,286.00	14.0%	
1) Total Harris Fellowship	\$ 135,362.32	\$ 129,304.30	\$ 138,366.25	\$ 17,647.00	13.6%	
Platt Fellowship - Sequoia Fund	\$ 121,628.86	\$ 24,453.33	\$ 25,081.65	\$ 2,573.00	10.5%	
Platt Fell. - Charles Schwab	\$ 135,212.91	\$ 213,884.30	\$ 227,167.51	\$ 29,959.00	14.0%	
2) Total Platt Fellowship	\$ 256,841.77	\$ 238,337.63	\$ 252,249.16	\$ 32,532.00	13.6%	
3) Wright/Meyers Fund	\$ 64,339.68	\$ 77,096.95	\$ 83,717.37	\$ 11,414.00	14.8%	
4) PE MacAllister Fellowship	\$ 84,532.19	\$ 120,506.62	\$ 143,055.23	\$ 18,663.00	15.5%	
5) Jim Strange Fellowship		\$ 59,471.12	\$ 86,681.32	\$ 9,971.00	16.8%	
6) Carol and Eric Meyers Scholarship		\$ 65,056.69	\$ 143,108.88	\$ 15,732.00	24.2%	
7) Joe Seger Excavation Fund		\$ 44,696.14	\$ 55,686.07	\$ 6,155.00	13.8%	
Total ASOR Fellowships	\$ 541,075.96	\$ 734,469.45	\$ 902,864.28	\$ 112,114.00	15.3%	15.50%
ASOR Endowment:						
Endowment (ASOR) - Schwab	\$ 360,796.66	\$ 630,470.36	\$ 704,200.73	\$ 92,166.00	14.6%	
Endowment - Sequoia Fund	\$ 166,905.96	\$ 52,076.32	\$ 53,414.41	\$ 5,480.00	10.5%	
Total ASOR Endowment	\$ 527,702.62	\$ 682,546.68	\$ 757,615.14	\$ 97,646.00	14.3%	15.50%
Publications Opoortunity Fund	\$ 87,259.77	\$ 103,949.30	\$ 115,648.16	\$ 11,699.00	11.3%	
INVESTMENTS SUBTOTAL	\$ 1,156,038.35	\$ 1,520,965.43	\$ 1,776,127.58	\$ 221,459.00	14.6%	15.50%
1) Temp. Restricted - Citizens Bank						
Citizens Savings TR portion	\$ 126,012.17	\$ 210,484.81	\$ 271,313.54			
2) Citizens Savings - CHI funds		\$ 247,314.16	\$ 726.68			
ASOR General Fund- Charles Schwab	\$ 81,802.57	\$ 89,442.12	\$ 155,249.58			
Citizens Savings	\$ 411,199.84	\$ 481,563.37	\$ 441,434.75			
Citizens Bank Checking	\$ 1,368.86	\$ 2,657.03	\$ 3,678.71			
	\$ 494,371.27	\$ 573,662.52	\$ 600,363.04			
GRAND TOTAL	\$ 1,650,409.62	\$ 2,305,112.76	\$ 2,647,804.16	\$ 221,459.00		
Nies Fund - Citigroup	\$ 440,263.29	\$ 462,472.78	\$ 502,307.72	\$ 39,835.00	8.6%	

Exhibit D: Investments Through Sept '17

	30-Jun-13	30-Jun-17	FY18 30-Sep-17	FY18 to date Return	FY18 %	ASOR Custom Bench
ASOR Fellowships:						
Harris Fell. - Sequoia Fund	\$ 63,303.23	\$ 13,266.02	\$ 13,740.02	\$ 474.00	3.6%	
Harris Fell. - Charles Schwab	\$ 72,059.09	\$ 125,100.23	\$ 128,486.89	\$ 5,141.00	4.1%	
1) Total Harris Fellowship	\$ 135,362.32	\$ 138,366.25	\$ 142,226.91	\$ 5,615.00	4.1%	
Platt Fellowship - Sequoia Fund	\$ 121,628.86	\$ 25,081.65	\$ 25,977.83	\$ 896.00	3.6%	
Platt Fell. - Charles Schwab	\$ 135,212.91	\$ 227,167.51	\$ 232,954.68	\$ 9,678.00	4.3%	
2) Total Platt Fellowship	\$ 256,841.77	\$ 252,249.16	\$ 258,932.51	\$ 10,574.00	4.2%	
3) Wright/Meyers Fund	\$ 64,339.68	\$ 83,717.37	\$ 86,187.78	\$ 3,472.00	4.1%	
4) PE MacAllister Fellowship	\$ 84,532.19	\$ 143,055.23	\$ 147,430.69	\$ 5,928.00	4.1%	
5) Jim Strange Fellowship		\$ 86,681.32	\$ 89,484.62	\$ 3,578.00	4.1%	
6) Carol and Eric Meyers Scholarship		\$ 143,108.88	\$ 147,614.93	\$ 5,544.00	3.9%	
7) Joe Seger Excavation Fund		\$ 55,686.07	\$ 57,348.55	\$ 2,334.00	4.2%	
Total ASOR Fellowships	\$ 541,075.96	\$ 902,864.28	\$ 929,225.99	\$ 37,045.00	4.1%	4.40%
ASOR Endowment:						
Endowment (ASOR) - Charles Schwab	\$ 360,796.66	\$ 704,200.73	\$ 728,085.27	\$ 29,942.00	4.3%	
Endowment - Sequoia Fund	\$ 166,905.96	\$ 53,414.41	\$ 55,322.93	\$ 1,909.00	3.6%	
Total ASOR Endowment	\$ 527,702.62	\$ 757,615.14	\$ 783,408.20	\$ 31,851.00	4.2%	4.40%
Publications Opportunity Fund	\$ 87,259.77	\$ 115,648.16	\$ 119,106.20	\$ 3,458.00	3.0%	
INVESTMENTS SUBTOTAL	\$ 1,156,038.35	\$ 1,776,127.58	\$ 1,831,740.39	\$ 72,354.00	4.1%	4.40%
1) Temp. Restricted - Citizens Bank						
Citizens Savings TR portion	\$ 126,012.17	\$ 271,313.54	\$ 282,781.45			
Citizens Savings - CHI funds		\$ 726.68	\$ 608.01			
2) ASOR General Fund- Charles Schwab	\$ 81,802.57	\$ 155,249.58	\$ 112,314.57			
Citizens Savings	\$ 411,199.84	\$ 441,434.75	\$ 501,714.14			
Citizens Bank Checking	\$ 1,368.86	\$ 3,678.71	\$ 3,151.33			
	\$ 494,371.27	\$ 600,363.04	\$ 617,180.04			
GRAND TOTAL	\$ 1,650,409.62	\$ 2,647,804.16	\$ 2,731,701.88	\$ 72,354.00		
Nies Fund - Citigroup	\$ 440,263.29	\$ 502,307.72	\$ 516,932.13	\$ 1,624.00	0.3%	

Exhibit E

ASOR Investment Allocations (as of Wednesday, November 1, 2017)

Endowment investments = \$790,342

- Large Cap (45%) = 0.1% underweight
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = at target percentage
- Cash (5%) = at target percentage

Harris Endowment = \$142,675

- Large Cap (45%) = 0.1% underweight
- Small Cap (15%) = at target percentage
- International (20%) = at target percentage
- Fixed Income (15%) = at target percentage
- Cash (5%) = at target percentage

MacAllister Endowment = \$148,014

- Large Cap (45%) = at target percentage
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = 0.1% underweight
- Cash (5%) = at target percentage

Eric and Carol Meyers Endowment = \$148,543

- Large Cap (45%) = at target percentage
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = at target percentage
- Cash (5%) = at target percentage

Meyers-Wright Endowment = \$86,450

- Large Cap (45%) = at target percentage
- Small Cap (15%) = at target percentage
- International (20%) = at target percentage
- Fixed Income (15%) = 0.1% underweight
- Cash (5%) = at target percentage

Opportunity Fund = \$128,222

- Large Cap (25-35%) = 34.5%
- Small Cap (5-10%) = 10.0%
- International (10-15%) = 13.1%
- Fixed Income, Cash, and Cash Receivable (40-60%) = 42.4%

Platt Endowment = \$259,223

- Large Cap (45%) = 0.1% underweight
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = at target percentage
- Cash (5%) = at target percentage

Seeger Endowment = \$57,511

- Large Cap (45%) = at target percentage
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = 0.1% underweight
- Cash (5%) = 0.7% at target percentage

Strange / Midkiff = \$89,988

- Large Cap (45%) = at target percentage
- Small Cap (15%) = 0.1% overweight
- International (20%) = at target percentage
- Fixed Income (15%) = at target percentage
- Cash (5%) = at target percentage

Exhibit F

FY 2018 Journals Escrow Recommendation

Purpose of the Journals Escrow Account. Pursuant to the policy adopted in FY 2010, funds are set aside in the Journals Escrow Account to publish ASOR journals so as to fulfill ASOR's obligation to its members and subscribers. The Journals Escrow is an annual calculation requiring Board approval.

Analysis. From FY 2009-FY 2017, direct production costs have ranged from 29.4% to 47.3% of memberships and subscriptions revenue (with an average of 32.9%), with FY 2011-FY 2017 at or about 30.1% due to lower costs resulting from competitive bidding. See table below. To be conservative, the Finance Committee again recommends that 40% of the FY 2017 deferred journal income be escrowed for FY 2018.

Fiscal Year	(i) Individual Memberships + Subscriptions Revenue	(ii) Institutional Membership Revenue	(iii) Total M & S Revenue [(i) + (ii)]	(iv) Direct Production Costs	(v) Percent of Revenue [(iv)/(iii)]
FY 2009	\$361,265	\$90,000	\$451,265	\$213,632	47.3%
FY 2010	\$338,698	\$88,000	\$426,698	\$163,191	38.2%
FY2011	\$391,642	\$87,000	\$478,642	\$140,805	29.4%
FY 2012	\$375,272	\$83,000	\$458,272	\$136,393	29.8%
FY 2013	\$395,138	\$86,000	\$481,138	\$142,933	29.7%
FY 2014	\$391,233	\$79,000	\$470,233	\$142,631	30.3%
FY 2015	\$393,916	\$78,000	\$471,916	\$143,824	30.5%
FY 2016	\$378,476	\$75,000	\$453,476	\$143,510	31.6%
FY 2017	\$389,404	\$74,000	\$463,404	\$137,491	29.7%

Resolution. In order to set aside the funds necessary to fulfill ASOR's FY 2018 obligation to its members and subscribers to publish journals, ASOR will segregate, either in a separate bank account or by memorandum entry in its financial records, forty percent (40%) of the FY 2017 deferred journal income. For purposes of this calculation, deferred journal income will be reduced by outstanding accounts receivable since there is no obligation related to memberships and subscriptions that have not yet been paid. The proposed FY 2018 Journals Escrow Account reserve, calculated by quarter, is as follows:

Quarter Ending	(i) Deferred Journal Income	(ii) Less: Accounts Receivable	(iii) Net Def. Journal Income [(i)-(ii)]	(iv) Reserve Percentage	(v) Reserve [(iii) x (iv)]	(vi) General Fund Balance
Sept. 2016	\$181,900	\$20,138	\$161,762	40%	\$64,705	\$522,538
Dec. 2016	\$259,597	\$46,481	\$213,116	40%	\$77,303	\$619,701
March 2017	\$283,122	\$15,623	\$267,499	40%	\$107,000	\$663,651
June 2017	\$229,517	\$18,868	\$210,649	40%	\$84,260	\$600,363