“Never doubt that a small group of thoughtful, committed people can change the world. Indeed, it is the only thing that ever has.”

MARGARET MEAD
American cultural anthropologist
and author of Coming of Age in Samoa
Advisory Board

THE GEORGETOWN UNIVERSITY PRESS ADVISORY BOARD OVERSEES THE ACTIVITIES OF THE PRESS. COMPOSED OF EIGHT DISTINGUISHED MEMBERS FROM THE UNIVERSITY COMMUNITY, THE BOARD MEETS TWICE A YEAR TO REVIEW FINANCIAL PERFORMANCE AND TO DISCUSS STRATEGIC INITIATIVES.

SERIES EDITORS AND EDITORIAL ADVISORY BOARDS

For a complete list of Georgetown University Press’s series editors and editorial advisory boards, please visit press.georgetown.edu/georgetown/about-press/advisory-boards.

* FY15 was the final year of service for these advisory board members. We thank them for many years of collaboration and support.
Welcome to Georgetown University Press's 2015 annual report, which highlights our activities during the past fiscal year. I will mention some of these activities below, but before I do, I want to lead off with a few words about the context of what we do and why we think it is important—in short, why we climb out of bed in the morning and show up at the office.

The Latin root of the word publishing is to “make public,” and that is the fundamental aim of our industry: to make knowledge public, to make outstanding scholarship visible and available to as wide an audience as possible, to educate and illuminate. But my colleagues and I want to do more than that. We want to have a profound and lasting impact on our core fields, on the academy, and on society. All of us at the press share a commitment to publish print and digital materials that address society’s great challenges and provide solutions to common problems. We want our publications to help people, cultures, and nations talk to each other, both literally and figuratively. We want the fruits of our labor, as audacious at it sounds, to change the world. Seen through that lens, publishing is a vocation, a calling, and not simply a job. It is a profession, one that requires a wide range of skill sets and ongoing innovation and strategic thinking. We live in an era in which almost anyone can “make public,” and that is a fascinating and healthy development. Those of us in the profession of publishing must learn and adapt or we will be left behind on the pedagogical ash heap of history. That, too, keeps us climbing out of bed. Talk about motivation!

We have much to celebrate as we look back over the past year. Several of our books won major awards in the fields of public management, ethics, and religion, while our journals found new means of digital delivery. We established, and in some cases continued, creative publishing collaborations with a variety of centers at Georgetown University—including our good friends at Lauinger Library. We welcomed several new staff members, all of whom bring astonishing talents and personalities to the table. We also witnessed a passing of the torch, as the longtime chair of our board, John Langan, SJ, turned over his duties to George Shambaugh. Father Langan will remain on the board, fortunately, and will no doubt continue to serve as a model of grace, wisdom, and good judgment. It is to him that this annual report is dedicated.

I thank you for your interest in the press, and I urge you to visit us at our offices or to contact me at any time. I would be happy to speak with you.

Sincerely,

Richard Brown, PhD
Director
From the very beginning, Georgetown University Press has collaborated with departments, professors, students, and centers on campus to provide opportunities for the university to shine. Whether we are publishing important scholarly work with academic departments or Georgetown professors, supporting library initiatives like Digital Georgetown, co-organizing campus programs like Hoyas Publish, or forging bonds, formal and informal, with the Office of Scholarly Publications, these relationships are very important to us and we are always pleased to make new connections.

Of all our relationships, our longest is with the Linguistics Department, a leader in its field. Together we have published edited volumes from the well-regarded Georgetown University Round Table on Languages and Linguistics (GURT) conference for more than forty-eight years. This mutually beneficial arrangement provides financial remuneration to the Linguistics Department and the editors of the GURT titles in the form of royalties and book advances. This support often pays a graduate assistant or two to help with the work, giving those students valuable knowledge about preparing publications.

We have worked closely with the School of Foreign Service (SFS) to publish a successful book, Careers in International Affairs, available in its ninth edition this fiscal year. This book guides young professionals as they determine how to enter the field and where to focus their efforts. We also serve as the publisher for the Georgetown Journal of International Affairs (GJIA), teaming up with faculty and students to produce a journal of quality scholarship in the fields of domestic and international policy, military studies, and cybersecurity.

In more recent years, we have begun to collaborate with the Center for Contemporary Arab Studies (CCAS) on timely, thoughtful books that foreground issues in the Middle East. This year we published Tunisian Revolutions as a Georgetown Digital Short, and next year we look forward to publishing a translation of Lahouari Addi’s book Radical Arab Nationalism and Islamism.
We are excited to help CCAS reach a wider audience through these publications and to bring more awareness to their outstanding work.

In addition to partnering with different departments and schools on campus, each year the press hires between six and eight Georgetown University students for paid internships throughout the press. These students perform important business and publishing tasks and are an integral part of our staff. Some students have special skills in languages or business and are learning how to apply those in a professional setting; others are gaining valuable office skills and learning about the publishing process. Many students who start as interns go on to work in publishing.

We look forward to growing our list of partnerships with others on campus, as we all work toward the common goal of strengthening Georgetown University’s voice in its scholarly communities.

“This past year brought big news for our journals Al-‘Arabiyya and the Georgetown Journal of International Affairs. All back issues are now accessible via JSTOR, and new issues will be available via Project MUSE as well. Our digital partners give scholarship a wider reach and a deeper impact—I can’t wait to see the usage stats!”

LAURA LEICHUM
Digital Publishing and Rights Manager
To the world...

IT TAKES A GLOBAL VILLAGE

Georgetown University Press’s offices may be located just off Wisconsin Avenue in the heart of Washington, DC, but a significant—and growing—portion of our business is conducted through a network of sales representatives located in Asia, Australia, Canada, India, the Middle East, and the United Kingdom. Our global partners meet with bookstores and customers, visit book fairs on our behalf, distribute marketing materials, and extend the reach of the Press’s mission and books. Of equal importance, they contribute to a vibrant area of fiscal growth.

Net revenue from these international markets increased by 9 percent from FY2014 to FY2015 and accounted for nearly 15 percent of our total print and ebook sales in FY2015. In the Middle East, we saw record growth of 20 percent over FY2014, while the United Kingdom and Europe posted a 15 percent increase from FY2014. These successes are driven by the strength of our editorial programs, specifically the best-selling Al-Kitaab Arabic Language Program and our new releases in international politics, languages, and linguistics.

NET REVENUE FOR INTERNATIONAL SALES FY2000–FY2015

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY00</td>
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<tr>
<td>FY01</td>
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<td>$116,944.40</td>
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<tr>
<td>FY03</td>
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<td>FY04</td>
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<td>FY05</td>
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<td>FY07</td>
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<td>FY08</td>
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<td>FY09</td>
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<td>FY10</td>
<td>$418,153.88</td>
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<td>$446,879.00</td>
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<td>FY12</td>
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<td>FY13</td>
<td>$432,812.62</td>
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<tr>
<td>FY14</td>
<td>$491,437.09</td>
</tr>
<tr>
<td>FY15</td>
<td>$535,276.46</td>
</tr>
</tbody>
</table>
Israel has a thriving secondhand book market, but mobile libraries—like this one on Rothschild Boulevard in Tel Aviv—are springing up as well, according to our Middle East sales representatives at Avicenna Books. The books on display are a mixture of Hebrew and English, fiction and nonfiction, and highlight the potential of this new type of outlet for US publishers like Georgetown University Press.

India is home to a vibrant book-selling and publishing community and is a growing market for Georgetown University Press. KW Publishers, our sales representative in the region, market and display our books at many of the region’s book fairs and conferences, including the New Delhi World Book Fair. Since the press signed up with KW Publishers in January 2014, our net sales to the region have increased more than 800 percent.

January 2015 marked the ten-year anniversary of our successful partnership with Footprint Books to market and distribute books in Australia and New Zealand. During this decade, Georgetown University Press’s average net sales in the region increased by 150 percent.

Hopkins Fulfillment Services and our warehouse, Maple Logistics, work together to process orders for our customers. Maple Logistics houses 253,353 units of Georgetown University Press titles, and in FY15 they shipped 158,306 books to our customers. In order to keep up with this volume of business, HFS sends orders to the warehouse fifteen times a day and monitors Amazon orders in real time to ensure we deliver the best customer service possible.

“At NBN International we’re immensely proud to have Georgetown University Press as a client. Our relationship goes back a long way, but we’re also constantly evolving the way we work together to cement the press’s place in the international supply chain. We’ve always been massive supporters of university presses in general, and Georgetown’s particular emphasis on religion, ethics, history, and languages is a rare example of a US university press being especially relevant beyond the borders of the United States. Everyone we come into contact with at Georgetown University Press is unfailingly professional and personable, and some of our best working relationships have come out of the contact we’ve had with members at all levels of the press.”

KEN RHODES
Managing Director, NBN International (UK)
Our books...

AWARDS AND REVIEWS

THE FUTURE OF ETHICS
Sustainability, Social Justice, and Religious Creativity
Willis Jenkins
Winner of 2014 American Academy of Religion Award for Excellence, Constructive-Reflective Studies
2014 Choice Magazine
Outstanding Academic Title

COLLABORATIVE PUBLIC MANAGEMENT
New Strategies for Local Governments
Robert Agranoff and Michael McGuire
Winner of 2014 American Political Science Association’s Martha Derthick Book Award

THE ETHICS OF INTERROGATION
Professional Responsibility in an Age of Terror
Paul Lauritzen
Winner of the 2014 Alpha Sigma Nu Book Award for Philosophy/Ethics
2014 Choice Magazine
Outstanding Academic Title

GEORGETOWN UNIVERSITY PRESS PUBLISHED 33 OUTSTANDING NEW BOOKS, 6 JOURNAL ISSUES, AND 4 DIGITAL SHORTS IN FY2015.
SPIES, PATRIOTS, AND TRAITORS
American Intelligence in the Revolutionary War
Kenneth A. Daigler

“Even those familiar with the broad outlines of his story will find professional insights beyond the knowledge of academic historians . . . Perhaps the best you are going to find on the birth of American intelligence.”

WASHINGTON TIMES

SEX, VIOLENCE, AND JUSTICE
Contraception and the Catholic Church
Aline H. Kalbian

“An important glimpse into the theoretical, historical, and political factors that influence Catholic teaching on sexuality. Kalbian’s historical research is extensive, ranging from classical theologians such as Thomas Aquinas to the modern popes. The historical material is brilliant, but where Kalbian really shines is in her engagement with the contemporary issues surrounding contraception.”

CHOICE

MEETING CHINA HALFWAY
How to Defuse the Emerging US-China Rivalry
Lyle J. Goldstein

“A thoroughly convincing and important book.”

FORBES

“The book moves the policy debate away from ‘if’ peace is possible between the US and China towards a discussion of ‘how’ peace might be constructed. This can only be a good thing.”

NATIONAL INTEREST
Make an impact

FINANCIAL SUMMARY

This financial summary shows the past three years of operations at the press.

Net Sales includes sales of print books and ebooks. Other Income includes website access fees, permissions, licensing, and other sources of revenue. Total revenue simply calculates Net Sales and Other Income.

The Net Surplus/Loss figure provides the bottom line of our Operating Statement: how much money came in minus how much money we spent. To address our net loss in FY2015, we are watching our expenses and exploring new revenue sources in international markets, textbook adoptions, and ebook and website development.

OPERATING STATEMENT

<table>
<thead>
<tr>
<th>Operating Revenue</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>$3,469,183</td>
<td>$3,464,055</td>
<td>$3,367,286</td>
</tr>
<tr>
<td>Cost of Sales</td>
<td>$(1,274,263)</td>
<td>$(1,422,020)</td>
<td>$(1,316,969)</td>
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<tr>
<td>Gross Margin</td>
<td>$2,194,921</td>
<td>$2,042,035</td>
<td>$2,050,317</td>
</tr>
<tr>
<td>Gross Margin Percentage</td>
<td>63%</td>
<td>59%</td>
<td>61%</td>
</tr>
<tr>
<td>Other Publishing Income</td>
<td>$263,760</td>
<td>$309,597</td>
<td>$318,577</td>
</tr>
<tr>
<td>Operating Surplus</td>
<td>$2,458,681</td>
<td>$2,351,632</td>
<td>$2,368,894</td>
</tr>
<tr>
<td>Operating Expenses</td>
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<td>$(2,297,222)</td>
<td>$(2,229,939)</td>
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<tr>
<td>Operating Surplus</td>
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<td>$54,410</td>
<td>$138,955</td>
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<tr>
<td>Adjustments1</td>
<td>$(88,631)</td>
<td>$(70,717)</td>
<td>$(202,039)</td>
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<tr>
<td>Net Surplus/(Loss)2</td>
<td>$75,070</td>
<td>$(16,307)</td>
<td>$(63,084)</td>
</tr>
</tbody>
</table>

TOTAL REVENUE

<table>
<thead>
<tr>
<th></th>
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<td>$309,597</td>
<td>$318,577</td>
</tr>
<tr>
<td>Net Revenue</td>
<td>$3,732,943</td>
<td>$3,773,652</td>
<td>$3,685,863</td>
</tr>
</tbody>
</table>

1Deduction for direct vendor payments to the press (which are included in Net Sales).

2Net surpluses are transferred to a university reserve fund for the press; net losses draw on this reserve fund to balance the operating statement to $0.
Total revenue simply calculates Net Sales and Other Income. Net Sales are down 3% from FY2014, but we are showing growth in Other Income, thanks in part to an increase in website access fees. We currently offer companion websites for *Alif Baa*, *Al-Kitaab, Parts One and Two*, *Haki bil-Libnani*, *Working Portuguese*, and *Working Mandarin*. In FY2016, we will publish a new edition of *Gramática para la composición* with a companion website, and plan to add more websites for future language textbooks, including French and Russian.

Fiscal year runs July 1–June 30.
Staff Accomplishments

OUR MOST IMPORTANT COLLABORATORS ARE OUR COLLEAGUES. WE HOPE YOU WILL JOIN US IN CELEBRATING THESE ACCOMPLISHMENTS FROM THE LAST FISCAL YEAR.

Jacqueline Beilhart was promoted to Publicity Manager.

Richard Brown continues to serve on the Project MUSE Advisory Board and as treasurer and board member of the Theological Book Network, an organization that facilitates the donation of scholarly books to the developing world.

Sarah Dedej joined the press in April 2015 as the Publishing Assistant and Permissions Coordinator.

Hope LeGro continues to serve on the Digital Committee for the Association of American University Presses (AAUP).

Laura Leichum co-organized the first annual Hoyas Publish student publications fair in cooperation with the Georgetown University Library.

Kathryn Owens will serve on the AAUP Design and Production Committee for 2015–16. She also received a grant through the AAUP residency program and visited the University of Toronto Press in October.

Jessica Pellien joined the press in March 2015 as Marketing and Sales Director.

Ioan Suciu was reappointed as an Adjunct Professor of Finance and Accounting for Publishers at George Washington University and continues to serve on the Business Systems Committee for AAUP.

Clara Totten was promoted to Acquisitions Editor, Languages.

Laura Valeri joined the press in November 2015 as Digital Editor, Languages.

“In FY15, the editorial, design, and production department leapt into the XML workflow process after extensive research. We have high hopes for book content delivery in multiple formats, shorter schedules, and reduced costs. Who said production folks aren’t optimistic?”

GLENN SALTZMAN
Editorial, Design, and Production Manager
“The strength of the team is each individual member. The strength of each member is the team.”

PHIL JACKSON
Former basketball coach,
National Basketball Association

Front Row, left to right: Maureen Mills, Laura Leichum, Jacqueline Beihart, Sarah Dedej

Middle Row, left to right: Ioan Suciu, Kathryn Owens, Hope LeGro, Glenn Saltzman, Maritza Herrera-Diaz, Sulah Kim

Back Row, left to right: Don Jacobs, Clara Totten, Jessica Pellien, Richard Brown
MISSION STATEMENT

Georgetown University Press supports the academic mission of Georgetown University by publishing scholarly books and journals for a diverse, worldwide readership. These publications, written by an international group of authors representing a broad range of intellectual perspectives, reflect the academic and institutional strengths of the university. In fulfilling its mission the press will be guided by the following principles:

To publish peer-reviewed works of academic distinction, with exceptional editorial and production quality, in five subjects: bioethics; international affairs & human rights; languages & linguistics; political science & public policy; and religion & ethics.

To establish a culture of meaningful employment and professional development, one that emphasizes clear communication as well as respect for the ideas and opinions of all staff members.

To operate in a financially responsible manner that encourages planned, deliberate growth in productivity and sales.

To be a premier press in our subjects, continuing to advance our reputation and standing in the scholarly and publishing communities.