

BSA Board of Directors Minutes from May 30, 2018 Email Vote

- Gillian Greenough, Executive Editor at Wiley, contacted Heather in mid-May to confirm AJB pricing for 2019. She recommended a 6% price increase for institutions, noting that these institutions made up about 20% of their library customers (i.e., libraries that purchase individual journals on a title-by-title basis). The remaining 80% purchase Wiley journals via a license with multi-year online access at pre-negotiated prices. She requested a response by May 30th.
- Heather shared the request with the officers of the Board and Publications Chair, noting that our policy in the past has been for the Board to consider, and then set, the price at the start of the annual meeting, and to then present it for approval to the members at the Members Meeting. But Wiley needed to finalize the price before the annual meeting. Heather also requested some updates from Wiley on sales and expressed our concern about the accessibility of AJB to smaller libraries.
- A discussion among the officers followed. One suggested a more modest increase (4%). Another provided context from their librarian who suggested that an increase of 5% was expected but that the range was huge.
- Heather followed up with the entire Board, included updated sales figures from Wiley, and requested input. Discussion followed.
 - A 4% increase was suggested as a starting point
 - A question about whether increases on this order could be expected annually was posed, and Wiley's response was that recent increases had been 5-6% and that 5-9% were common at a previous publisher, suggesting that this was an industry standard.
 - It was suggested that 5% or below was more palatable for libraries and less likely to trigger cancellation.
 - There was general agreement that two years in a row at 6% was too high.
 - Then the discussion turned toward the idea that the transition to Wiley had been rocky and that this should be factored into the allowable increase. It was further suggested that Wiley was performing "below expectations" to date, that we should counter with a greatly reduced increase, and tie future increase to performance. This met with mixed response, and Heather pointed out that there were some bright spots in working with Wiley, that things did seem to be improving, and that Wiley was very aware of our dissatisfaction.
 - A compromise was proposed of a 4% increase with a willingness to consider 6% the following year of things are running more smoothly.
- On May 30th, Heather proposed to the Board via email that we approve a 4% increase for 2019 (a price increase from \$907 -> \$943 for a 2019 institutional subscription). **The MOTION PASSED by majority vote.**