

BSA Board Email Vote  
Minutes  
2/9/22

Due to the tight timeframe, the BSA Board considered via email vote whether to accept the emailed response from Wiley to BSA's final request to increase the editorial stipend as part of the 2023-2027 BSA-Wiley Publishing Agreement.

The Board voted to accept the terms (see terms below) of Wiley's February 2022 offer and to proceed with drafting a new publishing agreement with Wiley for 2023-2027 based on those terms.

*Wiley would be honored to continue serving as the publisher of the BSA portfolio. We are pleased to extend the following financial offer:*

- ï A 5-year publishing term, from 2023 to 2027
- ï Starting with the 2023 publication year, a financial arrangement of **40% Royalty** on all revenues
- ï A fixed annual GMI of **\$200,000**
- ï An annual editorial honorarium of **\$285,000**
- ï An annual journal development fund of **\$20,000**
- ï An annual travel fund of **\$2,000**

**Projected Return to the BSA in the renewed contract term**

	2023	2024	2025	2026	2027	5 Year Cumulative
<b>Projected Royalty (40%)</b>	\$329,153	\$332,825	\$341,237	\$352,678	\$369,388	<b>\$1,725,281</b>
Editorial Honorarium	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$1,425,000
Development Fund	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$100,000
Travel Fund	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$10,000
<b>Total Projected Return</b>	<b>\$636,153</b>	<b>\$639,825</b>	<b>\$648,237</b>	<b>\$659,678</b>	<b>\$676,388</b>	<b>\$3,260,281</b>

*These projections are predicated upon an increase of the Article Publication Charge by approximately 20% in 2022 (the year prior to the start of the new term); thereafter more modest annual increases, as well as a gradual readjustment of the BSA member discount to a fixed rate of 20%.*

**APC Growth Model**

	2022	2023	2024	2025	2026	2027
<b>AJB APC</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,213</b>	<b>\$2,449</b>	<b>\$2,710</b>	<b>\$3,000</b>
Percentage increase	21%	0%	10%	10%	10%	10%
<b>APPS APC</b>	<b>\$1,800</b>	<b>\$1,882</b>	<b>\$1,968</b>	<b>\$2,058</b>	<b>\$2,152</b>	<b>\$2,250</b>
Percentage increase	20%	5%	5%	5%	5%	5%
Member discount	50%	30%	25%	20%	20%	20%

