**BARC #23.1**

**American Library Association**

**Summary of Publishing Department Report to BARC**

* FY17 actual results through 1st Quarter
	+ Total revenue budget shortfall - $234k
	+ Total net revenue exceeded budget by $37k, due primarily to $39k for Production Services and $35k for ALA Editions. Digital Reference and eLearning experienced net revenue shortfalls of $48k and $38k, respectively.
	+ Overhead contribution to the General Fund - $716k
* Notes on FY17 Neal Schuman performance
	+ Total revenues for the 1st quarter of 2017 were $324k, marked improvement over the prior year’s 1st quarter revenues of $252k
	+ Neal Schuman will be releasing more titles than budgeted in the 2nd through 4th quarters
* Looking Forward
	+ Publisher for ALA Editions in place – upward movement in the business is showing in the 1st quarter results
	+ Staff additions in FY17
		- Sales and Customer Service Manager to focus on sales growth and customer service – hired in November 2016
		- Acquisitions Editor to increase number of frontlist titles – estimated date of hire is January 2017
		- Administrative staff – estimated date of hire is March 2017
	+ Technology improvements in FY17 - new online store targeted for Spring 2017
	+ Operational changes in FY17
		- Changed fulfillment centers in December 2016 – transition happened quickly and efficiently – will have more to report in 2nd quarter
	+ Neal-Schuman textbook releases
		- FY17 – 2nd best-selling textbook – Cassell: Reference and Information Services
		- FY17 – Evans: Academic Librarianship
		- FY18 – 3rd best-selling textbook – Evans: Management Basics
* Collaborations underway
	+ Partnering with AASL on the FY18 September publication of AASL Standards
	+ Booklist and eLearning Solutions working together on a series of webinars
	+ ALA Editions and the Center for the Future of Libraries joining together
	+ Project between Booklist and AASL – donating free subscriptions to school libraries
	+ Booklist, United for Libraries, and PAO collaborating on Book Club Central
	+ Changes to FY17 Budget
		- Total revenue budget $473k less than FY16
		- Net revenue budget $174k less than FY16
		- Overhead budget $60k less than FY16
* Key Metrics
	+ Maintaining improved production schedule in ALA Editions (time to market) - reduced from 12 to 4 months
* Challenges / areas of focus
	+ Building frontlists
	+ 2 year publishing timeline
	+ Stabilizing financial recording process