**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