

VI-B-4

SPECIAL EXECUTIVE COMMITTEE TELECONFERENCE

MARCH 19, 2015

I. Call to Order – Diane Parry (3:10 PM)

II. Roll Call – Gloria Story

MEMBERS:	X = present
President*: Diane Parry (DP)	X
President-Elect*: Ellen Miseo (EM)	X
Past President*: Ian Lewis (IL)	X
Treasurer*: Bruce Chase (BC1)	
Secretary*: Gloria Story (GS)	X
Journal Editor-in-Chief: Michael Blades (MB)	X
Journal Editor: Peter Griffiths (PG)	
Journal Managing Editor: Kristin MacDonald (KM)	X
Executive Director: Bonnie Saylor (BS)	X
* Voting member	

Other attendees: TPM: Bill Cunningham (BC2)

III. Sage

Still need an up-to-date contract

Questions:

Romeo question OK via MB

New Journal opportunity – back burner concept so not in discussions. DP - digital journals re-energized at PittCon. MB – let's get what we need to do for AS done first before adding more. There will be a lot of pain in the transition process. DP - however this is the best negotiation timing – overall proposition. KM - original contract has opportunities for eJournal options. MB agrees...he thought we were talking about LIBS.

Microscopy & Microanalysis model – did we look at Cambridge during our investigations. KM will look that up.

BC2 - Production cycle timing? IL - there are no comments yet...they have the question though.

BS asks if we are leaving OSA by end of 2015. MB - it isn't in the current contract, but Sage wants to take that over after we get through the transition of AP and Ingenta. Do we need to renew the OSA contract? MB and KM feel we don't - have Sage provide a strategy to capture the OSA subscriptions. It should be their initiative.

IL - the renewal is 6 months before the expiration, so we need to make a decision soon. MB feels the advantage will be to have it all under one roof. Let's put this off as long as we can. DP - we need to ensure we won't lose much subscription business. IL - the renewal would be for 3 years. BS - this could be the time to change the terms. IL - OSA has no interest in re-negotiating. BS - if we did work with OSA, they would have to guarantee to have a strategy to market us more aggressively. DP - decide by end of May? BS and KM - earlier. IL - end of April. DP – noted, but we still have options here for now. MB read the OSA contract - we have to give written notice by April 1st. We can then cancel in 6 months' time; so we could defer for a year and end in 2017. DP asks if there is

agreement to defer for year. KM - we should go with Sage and not sign with OSA. MB - we should have this discussion with Sage at the table so we can get their perspective on this. They want this and will work at it. DP - so we should have a strategy discussion with Sage before the end of April. MB - they are aware they can have this. DP - would like to have some guidance from them. Can KM or MB ask about this with them? MB - they want to get the contracts going and then start discussions on capturing OSA sales. The more they sell...the more money they make. They would love to have this conversation. I would like to have the discussion right away.

DP - we need the new version of the contract. IL - Louisa hopes to have the new version by tomorrow. DP - then we can have a discussion with Sage before the OSA deadline. DP asks IL to give Louisa a heads up about our timing. KM - recalls an earlier discussion with Sage that they have negotiated more complicated contracts than the one we have.

BC2 - Charles Lyman with MSA talked with Rina (Microscopy and Microanalysis Journal)...they purchased Microscopy Today. Shared an interesting connection with Cambridge University Press. UK publisher with a NY office. They publish about 300 journals and lots of non-profits represented. 9 offices worldwide and 40 marketing offices. They have "boots on the ground" and sell libraries internationally. They handle publishing, typesetting, etc. They've sold over 880 subscriptions in China. He sees a lot of synergy with our organization. He said they have had 3 organizations move from Allen Press. MB - Sage has 1000 employees that would be working with us. KM - Rebecca and Peter looked into them 5 years ago and discounted them due to issues with autonomy. EM - they publish the MRS bulletin. High quality in a different area. She thought the connection with Cambridge...was to understand how Microscopy Today has no cost. DP - we stick with Sage for now, as there is no free lunch, however keep Cambridge on the list if we have issues down the road. Microscopy Today had advertising dollars associated with it already when Cambridge bought it, hence the no cost.

BC2 - about the 2 months out timing vs. our current 5 weeks out. Our advertisers will have trouble with the 1st quarter of each calendar year hence we may lose \$8-12,000. IL - so if we can do 5 weeks...potentially no loss. What if we get in the middle? BC2 - we should still lose \$4-6000. It has to do when marketing budgets get approved.

DP summarizes:

When to get out of OSA.

Cambridge should be on the list but stick with Sage

Romeo item is closed

Waiting for advertising loss information.

Anything else?

IL added about bundling...Louisa said it will be a complex calculation. IL would like to see them run a few numbers so we can see what bundling will affect us. All agree.

MB - the proposal supports the contract; there is a lot more points in the proposal that is not mentioned in the contract...it is just the nuts and bolts. KM - the executive summary goes into the financials. DP suggests that IL ask that the information in the proposal be used to calculate some numbers. IL - we went back and forth during SciX on costs and not sure if all that new information has been updated. MB - the back issues cost...they said no cost for that. That is revenue. DP - don't think it is a problem to have IL ask Sage for an update on costs on bundling, 5 week vs. 2 month production cycle timing, etc. IL agrees. BS asks for another copy of the proposal.

MB - the proposal talks about consortia. BS - bundling is different than consortia. IL - we can get that clarified.
MB - the document IL just sent around has the same table as in their proposal.

DP - really close to being ok. She asks IL to discuss bundling and production cycle costs with Louisa. IL is ok, as is MB and KM. We follow up with the OSA question as well. DP said she would be a yes vote; IL, EM, and GS agree.

MB would like to continue about having a presence for the society and journal at ICAVS. GS - RL is working with Bernard Lendl about a Germanic section. EM asks about dilution of the information as a FACSS booth. MB wants a journal table. IL mentions that silver is 2000 eu. Let's try to continue the discussion via email. IL - at ICORS...there were 900 attendees. Every issue of AS he had was gone by Tuesday (expo closed Thurs). ICAVS has around 350 attendees.