



Cooperative Models | Confidential Data Request

To develop a collective sustainability model, we will need the participating journals to provide subscriber and summary financial data. This data will be handled, per the non-disclosure clause of the MOU, in a way that protects the proprietary interests of each journal and keeps the journal-specific detail confidential.

To ensure that the data is handled confidentially, send the data to the following address only: crow@arl.org.

Data Requested

- **Institutional subscriber lists—**

A list of each journal's institutional subscribers—preferably provided as an Excel or comma-delimited file—will allow us to analyze the distribution of the institutional subscriptions. De-duplicating the institutional subscriber lists will allow us to assess the viability of a library-based collective funding model.

- **Journal revenue & cost data—**

We need to understand the financial performance expectations of each journal, especially in terms of any net surplus that the publishing organization requires. Additionally, analyzing the cost data should provide insight into any opportunities for scale economies and reduced operating costs.

Please note: If you are completely indifferent to the financial implications of any new model to your journal(s), then you don't need to provide this revenue and cost data. In other words, if your organisation is able and willing to forgo any future revenue and to cover all of the journal's editorial costs out of other funds, then please so indicate. Although this may be the case for some journals, it probably won't be the case for most of the journals. (If it were, this sustainability planning exercise would be relatively simple.)

Ideally, the revenue and cost assessment would entail a detailed analysis of each journal's revenues and costs by type. However, to simplify the process, at least initially, we will work with the totals for each category.

Please provide the following for each journal:

- 1) Journal name
- 2) Total journal revenue for 2014: US\$ _____ (indicate currency if not US\$)
 - Please provide the total revenue for each journal. This should include revenue from all sources (e.g., institutional subscriptions, individual subscriptions (except for member subscriptions paid via dues), advertising, permissions, single copy sales, grants, subsidies, etc.).
 - If the total 2014 revenue amount isn't available, please provide the most recent complete year for which data is available (and indicate year).

- If the most recent year's data is atypical for some reason, provide indicate the average annual revenue amount.
- 3) Total journal expenses for 2014: US\$_____ (indicate currency if not US\$)
- Please provide the total expenses for each journal. This should include editorial and production costs, except for any allocated society/association staff time.
 - If the total 2014 costs aren't available, please provide the most recent complete year for which data is available (and indicate the year).
 - If the most recent year's cost data is atypical for some reason, provide indicate the average annual costs.
- 4) Total net income for 2014: US\$_____ (indicate currency if not US\$)
- Net income = the surplus (or deficit) remaining after all the journal's costs have been subtracted from the revenues.
- Logically, of course, we should be able to calculate the net income based on the revenue and expense data requested above. However, experience suggests that may not always be the case. Moreover, irrespective of past performance, some publishers may be willing and able, in the future, to operate with a lower surplus (or greater deficit) than a journal is currently generating. Therefore, we want to allow for that possibility.
- If the most recent year's net income amount is atypical for some reason, provide indicate the average annual net surplus or deficit.

Again, all the information provided will be treated confidentially, and will not be shared with other journals in a manner that would be competitively harmful.

Please contact Raym Crow (crow@arl.org) with any questions or comments.