

ADDENDUM

This **Addendum** dated as of January 1, 2011, modifies and amends the **Memorandum of Agreement** dated 21 November 2000 and the **Memorandum of Amendment and Modification (together, the "Agreement")** dated 30 June 2005 between Wiley-Blackwell, 350 Main Street, Malden, MA 02148, USA, a subsidiary of John Wiley & Sons, Inc., 111 River Street, Hoboken, NJ 07030, USA ("the Publishers") and the International Council for Small Business (the "Society") relating to the publication entitled *Journal of Small Business Management* (the "Journal") as follows:

The following shall replace and render null and void the corresponding clauses in the Agreement:

NON-MEMBER SUBSCRIPTIONS AND MEMBER COPIES

7. The Publishers shall mail copies of each issue of the Journal via: bulk shipments to ICSB affiliate offices outside the U.S. (for distribution to individual members by these affiliates); and via U.S. mail to individual members of the ICSB's U.S. affiliate. The Society shall pay to the Publishers US\$15 per member per volume starting in 2011 to cover the cost of providing the printed Journal to members; or US\$5 per member per volume to cover the cost of providing the Journal online; or US\$20 for a combination of both printed + online access. The Publisher shall calculate a total number of members based on the main label report within a given volume year, and shall invoice the Council for an average of this number annually and shall subtract the sum from the overall revenue payable to the Society with the Annual Account, as outlined in Clause 23 below.
8. In the case of bulk shipments to affiliate offices, the ICSB shall be responsible for providing the Publishers with the mailing labels of ICSB affiliate offices and quantities of journals to be shipped to each. In the case of individuals, the ICSB shall provide the Publishers with mailing labels for the dispatch of each copy of each issue of the Journal. The ICSB shall send the affiliate addresses and quantities and the mailing labels for the U.S. affiliate ten days prior to the scheduled mailing date for each issue of the Journal.

PRODUCTION

14. The format of the Journal shall be six inches by nine inches (6" x 9"). Each issue of the Journal shall not, unless otherwise mutually agreed between the Publishers and the ICSB and the Corporation, exceed 156 pages per issue or a total of 624 pages per Volume. Four pages of each issue shall be reserved for paid advertising, and mailing permits. The remaining pages (152) shall be available for editorial matter, including front matter and the index (if any), totalling 608 pages. The length of individual issues may be varied but the Editor(s) shall endeavor to work as far as possible to economical page workings as advised by the Publishers.

FINANCES

23. The Publisher shall pay to the ICSB a total stipend of \$20,000 in 2011. In subsequent years of the agreement, the stipend shall each rise by the Consumer Price Index (as of December 31 of the previous year). The Publisher shall pay to the ICSB a total annual royalty of 30% of all non-member subscriptions revenue and non-subscriptions income (including reprints, copyright and other subsidiary rights and permission fees, and sales of offprints, but excluding revenue from ICSB member copies).
26. The ICSB shall reimburse the publishers for the cost of printing and shipping the Journal to ICSB affiliate offices and individual ICSB affiliate members, as detailed in Clauses 7 and 8. The cost of such shall be deducted from the total royalties due to the ICSB for each Volume year.

RENEWAL AND TERMINATION


39. The renewed Agreement shall remain in force for an initial period of nine years to cover publication of volumes 49 to 57 (inclusive) of the Journal. Thereafter, unless terminated by not less than twenty-four months' notice in writing by either party (such notice to take effect from the end of Volume 55), this Agreement shall automatically renew for further five-year terms unless either party shall give notice in writing to the other party not less than twenty-four months' prior to the expiration of the then current nine-year term or subsequent five-year terms (the notice to take effect from the end of the Volume).

All other clauses in the **Agreement** of 21 November 2000 and **Memorandum of Amendment and Modification** of 30 June 2005 shall remain in force unless otherwise indicated.

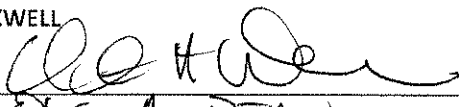
As Witness the hands of the parties hereto:

AGREED AND ACCEPTED

INTERNATIONAL COUNCIL FOR SMALL BUSINESS

Signature: 
Name: David J. Smallbone
Title: President
Date: January 3, 2011

WILEY-BLACKWELL

Signature: 
Name: Craig A. Deane
Title: Publishing Director
Date: JANUARY 10, 2011