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**Journal of Small Business Management**  
**July 1, 2015- June 30, 2016**

Report Memo

Good News Bad News

1. Submission are increasing.
  - a. In FY 2010 averaging about 400 submissions
  - b. In FY 2016 averaging about 700 submissions.
  
2. Inventory Increasing
  - a. Early view showcases 20 accepted but not published articles
  - b. Generally, inventory not counting early view about 70 publications.
  
3. Acceptance rate
  - a. Initially acceptance rate was about 10%
  - b. Today, acceptance rate is about 8.3
  
4. Turnover
  - a. Prior to this year, we published 4 issues with about 7 articles depending on length.
  - b. Thus the year inflow being about 56 articles annually and our outflow is about 28 articles meaning we continue to grow the inventory which means longer wait time for author with accepted articles. It also impacts quality and that articles from submission to publication could span up to 3 years or more.
  
5. This year's budget
  - a. After a number of discussions with Wiley and operating fully transparently, we the Editorial Office embarked upon an aggressive strategy to reduce inventory and turnaround times for publishing. We also produce a fifth issue for dissemination online. Unfortunately, we had a failure to communicate between Wiley and ourselves. This resulted in Wiley indicating a \$30,000 production overrun costs.
  
  - b. We are in negotiation with Wiley about the debt but ICSB will have to paid some negotiated amount.
  
  - c. Going forward, ICSB must determine what is the optimal number of pages/articles we can put forth in order to get a handle on the inventory with sacrificing quality and reputation.
  
  - d. Given the increased acceptance of the journal among scholars, researchers and educators and given we are one of the few quality publications focusing on SMEs

as well as other pertinent topics, we would strongly suggest ICSB renegotiate their agreement with Wiley so that we can continue, for the immediate future publishing forty to fifty articles a year. Our goal is to have between early view and the inventory, less than one year's inventory or about 40 articles.

e. This require that Wiley and ICSB agree to a new allocation of funds being disbursed.

## Conclusion

- a. Given we are still rated an ABS3 journal. We believe that a more aggressive approach will be mutually beneficial to ICSB and Wiley.
- b. Also, we are now probably Wiley's flagship small business/entrepreneurship journal in as much as ET&P has left Wiley for Sage publishers.