

JOSPT: Independent and Growing

STM US Conference Society Day April 26, 2016

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What Is JOSPT?

- A nonprofit science journal published since 1979
- Outsourced to commercial publishers (Williams & Wilkins, Allen Press) until 2001
- Separately incorporated as a 501(c)3 organization and self-published since then with the initial goals of:
 - Realizing significant advertising income
 - Reducing to zero the annual outlay of its member societies—the Orthopaedic and Sports Physical Therapy Sections of the American Physical Therapy Association

JOSPT's Publishing Program

- Audience: Orthopaedic and sports physical therapists;
 90% clinicians; print circulation 22,500; online 36,000
- Primary product: Peer-reviewed journal publishing clinically applicable research; official journal of APTA's Orthopaedic and Sports Sections; recognized journal of international partners
- Frequency: Monthly in print; monthly and continuously for ahead-of-print articles online
- Ancillary products: Web-based continuing education program based on published research, webinars with outside publishing partner

Results Since JOSPT Declared Independence

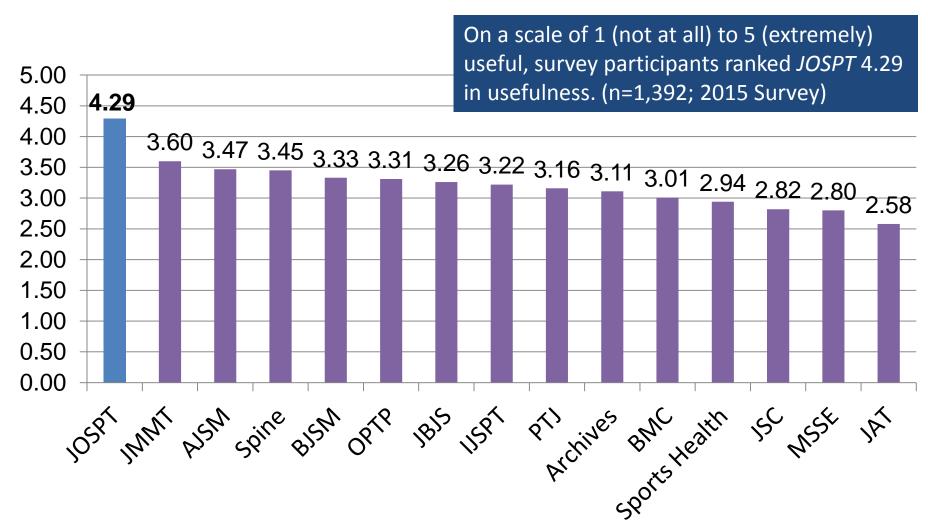
- Stature and status in the profession of musculoskeletal rehabilitation and in STM publishing
 - Record impact factor: 3.011 in 2015 / 5-year factor: 3.627
 - Steady increase in manuscript submissions: 1000+ annually
 - Significant international presence: 37 partners in 26 countries
 - Growing web traffic: 120,000+ sessions per month
 - Partnerships beyond JOSPT's target audience
- Breakeven budget nearly tripled
- Generated net income of more than \$125K in 5 years
- Staff has grown, but remains relatively small

What Didn't Happen? What Didn't Change?

- Advertising income has not eliminated the need for APTA's Sections to pay JOSPT to deliver content in print and online to their members
- The loyalty readers have always exhibited toward JOSPT remains and has strengthened
- Content remains focused

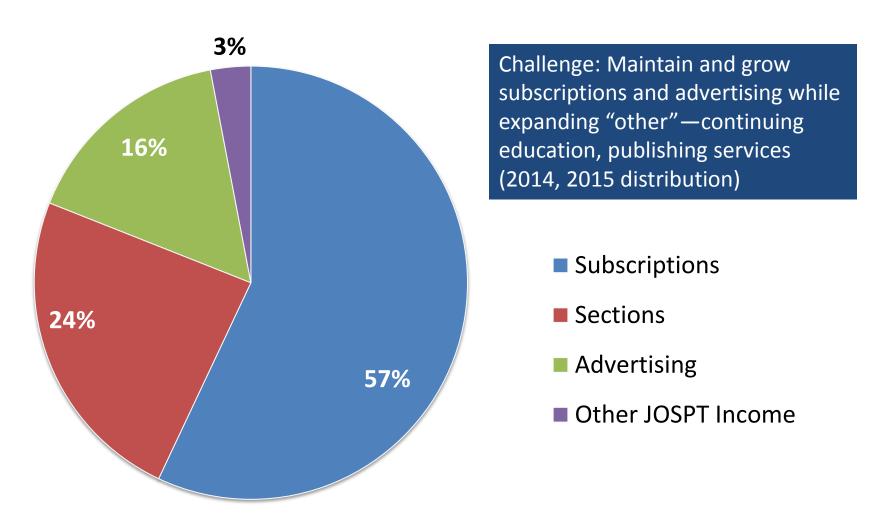
Dedicated Audience

JOSPT Ranks #1 in Usefulness Among 15 Journals in the Field



How Does JOSPT Make Money?

Income Distribution



Keys to JOSPT's Success

- Create and deliver value
- Marry content excellence with publishing excellence
- Balance the needs of readers—clinicians/ practitioners—with those of authors—researchers
- Innovate continuously, but avoid the temptation to be an early adopter of:
 - Technology: Apps!
 - Policies: Open access
- Develop partnerships
 - With like societies in other countries
 - With publishers in related disciplines

Additional Management Keys

- Strive for reasonable—or at least stable—governance
- Practice disciplined strategic planning and plan execution
- Leverage lessons from annual financial audits
- Pay attention to fundamentals
 - Provide exceptional customer service
 - Treat employees well
 - Communicate with the Board

Specific Strategies: Custom Print Layout

 Professionally developed; addresses the challenge type presents for STM journals: Shostak Studios

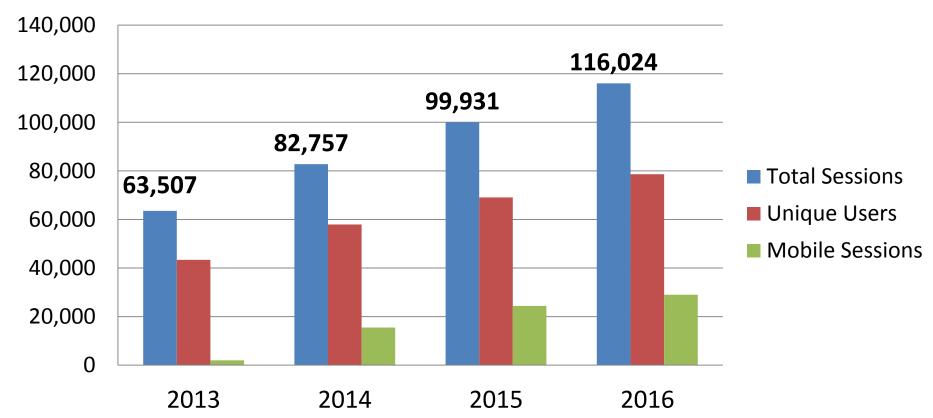




Specific Strategies: Robust Website

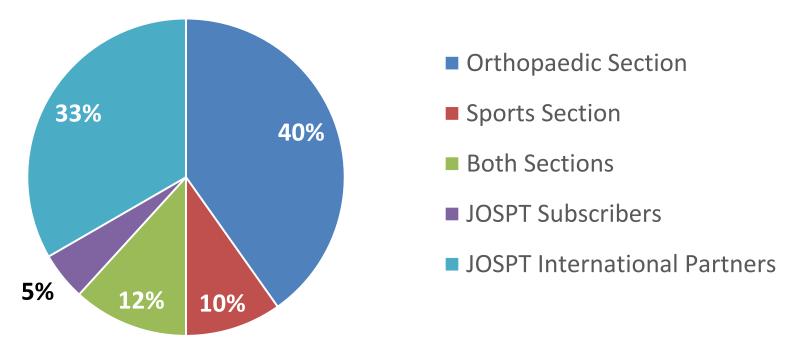
An innovative, yet disciplined web platform: Atypon

Average Monthly Sessions, Users, Mobile Visits



Specific Strategies: Expanded Audience

- Multi-site subscriptions: Aggregators, consultants
- Global presence: Individual members of international partners + outside individual and institutional subscribers constitute 38% of JOSPT's total audience



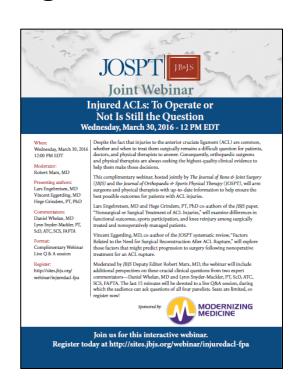
Specific Strategies: Ancillary Products

 Continuing education program based on the research JOSPT publishes: Read for Credit

Webinars and an article exchange with a related

journal: JBJS





Pain Points

- Maintain/grow institutional subscriptions
 - Continuously market value
 - Assess benefits of working with aggregators
- Sustain/expand advertising income
 - Market dominated by Moms and Pops; no RX companies
- Navigating open access
 - Balance responsiveness to OA demand with current subscription-based business model
- Pros/cons of scale
 - Tailored products and services; more nimble response versus economies of scale, power internally and externally

The Way Forward

- More effectively leverage the power of JOSPT's web platform to generate income
- Execute a comprehensive marketing plan across all stakeholder groups
- Monetize content innovations: Clinical Practice Guidelines, webinars
- Provide publishing services to other, related STM journals and organizations