



Medical Library Association, Inc.

Gertrude Lamb, Immediate Past President  
Health Science Libraries  
Hartford Hospital  
Hartford, Connecticut 06115  
Tel: (203) 524-2971

June 1, 1982

**AN OPEN LETTER TO THE MEMBERS:**

Paying dues to belong to MLA is a blue-chip investment. Dues return dividends, and, even, stock options:

**DIVIDENDS**

**PUBLICATIONS**

All individual members and institutional representatives receive services from their Association. The member's return on dues investment, given for each item, is the cost to the Association for providing the service. Market value, the price of the service to those who buy it from the Association, is noted where appropriate. Upon payment of dues, all members automatically receive the following publications:

|                               | Market Value | Return on Dues Investment |
|-------------------------------|--------------|---------------------------|
| <i>MLA News</i>               | \$ 15.00     | \$ 10.00                  |
| <i>BMLA</i>                   | 45.00        | 20.00                     |
| Annual Report                 | —            | 3.00                      |
| <i>Directory</i>              | 22.50        | 30.00                     |
| Election Brochure and Ballots | —            | 2.00                      |
| <b>Total</b>                  |              | <b>\$ 65.00</b>           |

Only institutional representatives automatically receive the *Exchange List*. The great value of the *Exchange List* is the access it provides to out-of-print materials without the usually high price charged for such materials.

|                      |  |          |
|----------------------|--|----------|
| <i>Exchange List</i> |  | \$ 22.00 |
|----------------------|--|----------|

**OPTIONAL SERVICES**

|   |          |                 |
|---|----------|-----------------|
| Advance mailing of "Job Opportunities" Section of <i>MLA News</i> (6 months)                  | \$ 25.00 | \$ 25.00        |
| 20 lines of "position wanted" or "position available" space free of charge in <i>MLA News</i> | 60.00    | 40.00           |
| Two months of additional free space for the same job notice (up to 20 lines)                  | 120.00   | 80.00           |
| <b>Total</b>  |          | <b>\$145.00</b> |

Member/non-member differentials are provided *individual* members.

Certification examination fee is \$50.00 for individual members and \$75.00 for institutional representatives and non-members. This is a one-time option and is not figured into the differentials provided individual members.

|   | Non-Member | Member   | Differential    |
|---|------------|----------|-----------------|
| Recertification, every 5th year (1/5 of cost) | \$ 15.00   | \$ 10.00 | \$ 5.00         |
| CE courses, average 1 per year                | 75.00      | 50.00    | 25.00           |
| Annual Meeting registration                   | 127.00     | 85.00    | 42.00           |
| <b>Total</b>                                  |            |          | <b>\$ 72.00</b> |

If an individual member uses all services available, the return on the member's investment of \$45.00 in dues is \$282.00.

If institutional representatives use all services, the return on their investment is \$274.00.

**STOCK OPTIONS**

A members' reward for participating in a professional organization depends on the member's taking advantage of options the organization makes available. MLA offers the following:

- exchange of ideas with professional peers
- access to continuing education
- access to certification and recertification
- legislative voice as a professional group

- professional activity through Committee service
- international professional recognition
- monographs of professional relevance
- cooperation and networking with NLM

### PROSPECTUS

An analysis of MLA's financial picture reveals the Association is sound. Restricted funds to cover contingencies are adequate. Over the years, the Board's prudent management has supplemented Association income with sources other than dues.

### MAJOR SOURCES OF INCOME

|                        | Proposed  |           | Actual                              |           |           |           |
|------------------------|-----------|-----------|-------------------------------------|-----------|-----------|-----------|
|                        | 1982      | 1981      | 1980                                | 1979      | 1978      | 1977      |
| Annual Meeting         | \$202,438 | \$172,853 | \$189,275                           | \$ 90,688 | \$145,600 | \$ 88,242 |
| Income on Securities   | 45,000    | 51,785    | 38,733                              | 28,346    | 22,970    | 17,780    |
| <i>Bulletin</i>        | 85,000    | 84,502    | 77,825                              | 63,092    | 58,642    | 53,621    |
| <i>MLA News</i>        | 12,900    | 12,712    | 9,634                               | 2,079     | 678       | -         |
| <i>Directory</i>       | 10,000    | 10,013    | 7,757                               | 8,272     | 7,430     | 5,423     |
| Monograph Publications | 61,415    | 45,226    | 18,653                              | 2,227     | 5,544     | 6,544     |
| Serial Publications    | 41,925    | 41,798    | 44,049                              | 43,843    | 43,256    | 29,906    |
| Continuing Education   | 116,800   | 117,866   | 131,256                             | 134,571   | 126,739   | 70,351    |
| Certification          | 11,250    | 12,038    | 8,675                               | 6,470     | 7,480     | 22,575    |
| Recertification        | 30,000    | 14,600    | Recertification began January, 1981 |           |           |           |
| Mailing List Sales     | 12,000    | 11,353    | 12,574                              | 7,227     | 9,202     | -         |
| Dues                   | 279,790   | 276,587   | 269,262                             | 275,092   | 261,579   | 246,752   |

Expenditures have been contained so that increases in expenditures have been matched by increases in income. However the impact of inflation as reflected in the Consumer Price Index has eroded MLA's ability to fund its programs.

### EXPENDITURES COMPARED TO INCOME AND INFLATION

|                      | Expenditures       |          |                      | Income           |           |
|----------------------|--------------------|----------|----------------------|------------------|-----------|
|                      | Actual             | CPI      |                      | Actual           | % Dues    |
| 1976                 | \$540,259          |          | 1976                 | \$545,464        | 41        |
| 1977                 | 562,378            | 6.5      | 1977                 | 561,314          | 44        |
| 1978                 | 709,131            | 7.7      | 1978                 | 709,064          | 37        |
| 1979                 | 633,585            | 11.3     | 1979                 | 668,696          | 42        |
| 1980                 | 782,500            | 14.4     | 1980                 | 814,607          | 36        |
| 1981                 | 804,408            | 10.4     | 1981                 | 870,474          | 31        |
| <b>Proposed 1982</b> | <b>\$1,021,873</b> | <b>5</b> | <b>Proposed 1982</b> | <b>\$915,938</b> | <b>31</b> |

For the first three of the past seven years, MLA has balanced its budget. In the second three year period, MLA has had a slight surplus. In 1979, more investment income than anticipated, a vacancy in the Director of Education's position, and the introduction of an accounting protocol for determining the cost of Syllabi resulted in an excess of income over expenditure.

For 1980, the credit balance resulted in part from an investment income in excess of that projected for the year. About \$40,000 additional income for the annual meeting offset expenses over income for continuing education, certification, and committee expenses.

The 1981 statement shows clearly that two major items account for the surplus: the unfilled positions at Headquarters and our conservative estimates on income to be derived from investments.

However, these surpluses could arise only in the austerity budgets the Board had approved for each year. The 1979 budget chose to maintain the solvency of the Association rather than carry forward work and services identified by the membership as essential and important. Failure to pass the proposed dues increase presented problems in preparation of the 1981 budget. A deficit budget eliminated publication of the Annual Report, postponed a proposed salary survey and membership promotional program, cancelled the midwinter meeting of the MLA/NLM Liaison Committee, a new cover format for the *Bulletin*, and travel expenses of the board, officers, and committees.

The 1982 budget proposal projects a deficit of \$106,000. For the first time in seven years, the budget includes monies to review and improve continuing education courses; some modest support for elected officers; an increase in expenditure for legislation activities; seed money for new monograph publications; money to publish occasional papers such as guidelines and standards; and an updating of Association information such as the membership and honors and awards brochures.