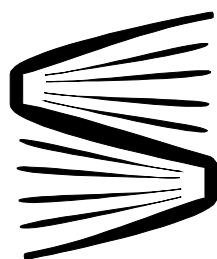
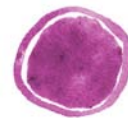
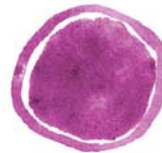
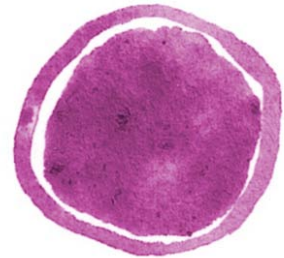


2010 Financial report



International
Alliance
of independent
publishers

Foreword

A single report blending narration with accountability

What is special about the Chairman's Financial Report is that it presents two reports in a single document, **merging a review** (describing the work done over the course of 2010) **with the accounting elements** (costs and revenue for the year 2010). This single report enables a better appreciation of the consistency that is required between the objectives of the Alliance and how they are implemented and, we hope, it will facilitate its readers in understanding our Alliance in 2010.

Cost accounting: a daily management tool for permanent staff

The figures presented throughout this document are the result of the 'revenue - costs' accounting for the International Alliance of Independent Publishers; it gather together the amounts typically classed under 'bank' (transfers, cheques and debits) and 'cash' (liquid cash).

This simple form of accounting is made meaningful through the use of what's called **"analytic" coding**; also, each revenue and cost item has been given a code, which refers back to a word list. This word list is organised into **5 objectives** (AEI 0: Management, promotion and analysis; AEI 1: Geographical and linguistic approach; AEI 2: Publisher networks and groups; AEI 3: Support programme for joint publication and translation; AEI 4: Institutional and financial partners) and numerous lesser objectives.

At the start of the year, the provisional budget allocated a part of the budget to each one of these objectives; over the year, the analytic coding then enabled the team to check whether the costs were in line with the budget forecast. Moreover, at the end of the accounting year, this coding made it possible to analyse movements – and proved particularly useful in preparing the chairman's financial report.

As a result, we could say that, if general accounting makes it possible to inform others about our 'results', by getting an overall perspective, analytic accounting facilitates **virtual day-by-day management** by gearing the objectives of the Alliance with its means. The details of this word list are progressively developing, however its overall structure has remained the same since the very beginnings of the Alliance. Far more than general accounting, it enables **simple and virtually immediate guidance for our association budgets**.

A table showing main areas

The important thing here is to display the 'main areas' to association members – both to tie in what we do with the means available to us, while facilitating reflection and analysis. The amounts given for each operation are considered 'significant'; the **'peripheral' funds, being of minor importance, are not commented**. On the other hand, the **results in terms of objectives**, excluding the re-allocation of working time, are exactly in line with the total amount of revenue and costs for the year. Finally, we would point out that since 2004 the firm SOFIDEEC has been entrusted with certifying the analytic accounting of the Alliance (document available to all association members). It is difficult – not to say hazardous – to relate the results of analytic accounting as presented here with account totals of the general accounting results. In fact, our analytic accounting solely and strictly takes into consideration bank or cash movements recorded between 1 January and 31 December. The profit and loss account itself only identifies operations related to the

financial year in question. For example, for expenses, general accounting takes into account the social contributions from the 4th quarter of the year, which is not the case with analytic accounting – given that the costs are usually paid up during the first quarter of the following year.

Salary costs: a hybrid expense, vying between operating costs and project expenses

For a **service organisation**, which produces few material goods, the main part of expenses derives from the cost of paid work. The Alliance is not an exception to the rule. Linking salaries and related expenses to a specific code (AEI 05) has benefits right throughout the year, by providing immediate information on the cost of our work, although this information is low in added value (also available in general accounting). For the chairman's financial report, we normally prefer to **spread the salary costs across the main objectives in the list**.

We must therefore find a relation between the cost breakdown and the reality of the work we have done in 2010. For this reason, we are suggesting to use the following breakdown.

To obtain the real cost of a salary for the structure, a breakdown key must be applied to the net salary; here, we have chosen to apply a **breakdown key of 1.8** (this breakdown key was recalculated in 2009, in accordance with the salary costs and related charges) on all contracts (both fixed-term and permanent).

- **Laurence HUGUES (permanent contract):** 1 full-time employee from January to December 2011; 1/5 of his time is imputed to each of the objectives (AEI 0, 1, 2, 3, 4).
Net average monthly salary calculation for Laurence: from January to December: **€1,981.02**
Average salary costed: €3,565.84; over the year: **€42,790.03**. 1/5 of this amount: **€8,558**.
- **Robert GACEM (fixed-term contract):** full-time from 5 – 11 February 2010. Robert was temporarily contract for moving the Alliance premises, so his work time is imputed under objective AEI 0.
Net average monthly salary calculation for Robert: €390.49
Average salary costed: €702.88; over the given period: **€702.88**.
- **Clémence HEDDE (fixed-term contract):** 3 days per week from 9 March – 31 December 2010. Clémence's work time in 2010 was shared across 3 objectives (AEI 1 for supporting and organising the Francophone network; AEI 2 for supporting African young persons literature and AEI 3 for supporting joint publications through the French-speaking network), or 1/3 of her work time for each of these objectives.
Net average monthly salary calculation for Clémence: 3 days a week, from March to December 2010: €831.26
Average salary costed: €1,496.27; over the year: **€14,962.68**. 1/3 of this amount: **€4,987.56**.
- **Sonbol REGNAULT BAHMANYAR (fixed-term contract):** 3 days a week from 8 September to 21 December 2010. Sonbol was contracted to create a Persian-speaking group as part of the Alliance and to create a study on Persian language publication, as part of our partnership with Prince Claus. As a result, all of her time can be imputed to objectives AEI 0 (resources centre) and AEI 1 (linguistic networks of the Alliance).

Net average monthly salary calculation for Sonbol: 3 days per week, from September to December 2010: €1,145.54

Average salary costed: €2,061.97; over the given period: **€8,247.88**. 1/2 of this amount: **€4,123.94**.

- **Matthieu JOULIN (fixed-term contract):** full-time from 1 – 30 July 2010. Matthieu was contracted to assist the team for the month of July 2010, particularly for supporting Spanish-speaking network projects (AEI 1) and for the Internet site and Alliance communication (AEI 0).

Net average monthly salary calculation for Matthieu: €1,815.30

Average salary costed: €3,267.54; over the given period: **€3,267.54**. 1/2 of this amount: **€1,633.77**.

- **Matthieu JOULIN (internship):** full-time from 1 February – 30 April 2010. Matthieu completed a 3-month internship at the Alliance and was given responsibility for supporting Spanish-speaking network projects (AEI 1), advocacy action (AEI 0), Alliance joint publication projects (AEI 3) and the African young persons work fund (AEI 2).

Net wages calculation for Matthieu's internship: €433.87.

Wages costed: €780.96; over the year: **€2,342.90**. 1/4 of this amount: **€585.72**.

Some references for reading

- *To show how costs and revenue have developed over two years,* we simultaneously give revenue and costs incurred for each business activity in 2010, and as a reminder we give a summary of the amounts recorded for 2009.
- *Contributions in kind:* as early as possible, in our summary of costs and revenue, we have given the contributions in nature which the Alliance has benefitted from in 2010. These components, which are not reflected in the accounts, nevertheless seem essential for us in order to provide the greatest detail possible of the overall cost of an operation, and the 'savings' we were able to make. These indications also allow us to put forward in our chairman's financial report the organisations which have 'indirectly' supported us this year.

Year 2010: the report

Table of costs and revenue by objectives

| Objectives | Total bank and cash | |
|--|---------------------|-------------------|
| | <i>Revenue</i> | <i>Costs</i> |
| AEI 0 – MANAGEMENT, PROMOTION AND ANALYSIS (Running the association, IT and communication tools, resources centre, management, human resources, professional meetings and book fairs) | 38 089,18 | 234 412,04 |
| AEI 1 – GEOGRAPHICAL AND LINGUISTIC APPROACH (Life of networks, meetings of linguistic networks, growth operations between networks ...) | 40 160,50 | 76 591,68 |
| AEI 2 – PUBLISHER NETWORKS AND GROUPS (Support for groups and networks of publishers, support for promotion and circulating members' works, general meeting of the allies' assembly) | 15 345,39 | 20 760,14 |
| AEI 3 – SUPPORT PROGRAMME FOR JOINT PUBLICATIONS AND TRANSLATION (Literature collection: 'Terres solidaires' ('Inclusive worlds'), 'Terres d'écritures' ('Writing worlds'), young persons joint publications, joint publications in life sciences, etc.) | 18 883,00 | 11 375,78 |
| AEI 4 – INSTITUTIONAL AND FINANCIAL PARTNERS (International organisations and foundations, public authorities, NGOs, other alliances, etc.) | 219 938,00 | 12 296,07 |
| AEI 0, 1, 2, 3 and 4 TOTALS | 332 416,07 | 355 435,71 |

Management, promotion and analysis (AEI 0)

Running the association (AEI 01)

This section includes the expenses related with the general running of the association: office meetings account for €473.01; meetings between permanent staff and the Board account for €167.91; the notice published in the official newsletter about the name-change of the Alliance (which took effect in 2009 but was only registered in 2010) cost €31; lastly, sharing of publishers' costs created revenue of €250 in 2010. The coordinators' meeting, which since 2009 has formed part of the governance of the association, accounts for €16,075.17 in costs, or 96% of operating costs.

Meeting coordinators from the linguistic networks of the Alliance and the Alliance Board, from 11 – 12 October 2010, Paris (France)

See the complete report on these meetings: http://www.alliance-editeurs.org/communiqué-aux-alliés-annonce-de?type_page=archives

Sharing publishers' costs

Sharing the costs of Alliance-member publishers was partly revived in 2010, largely coinciding with the meetings organised by the Alliance. However, as we indicated at the reception on 21 June 2010, the publishers, although they were not inclined to pay their share of the costs every year, did take part in Alliance projects (see **summary table in Annex 1**) through their financial involvement in the projects, or by (voluntarily) investing time in the Alliance. We consider these indirect shares important enough to take into consideration and to evaluate them alongside shares in yearly expenses. Having said that, it seems necessary to revive cost-sharing in 2011, with a view to the new Alliance Conference in 2012 or 2013. So that this can be more efficient, this revival could take place at the meetings of the linguistic networks, which, among other things, would help avoid the considerable costs of bank transfers for publishers.

This business activity generated €16,747.08 of costs in 2010 (compared with €12,088.64 in 2009) **and €250 in revenue** (compared against €100 en 2009).

Contributions in kind:

- The **French Ministry for European and Foreign Affairs**: free use of the meeting room and coffee breaks for the meeting of coordinators and the Board, which took place on 11 October 2010 = **€1,000**
- **Le Motif**: free use of the meeting room for the meeting of coordinators and the Board, which took place on 12 October 2010 = **€1,000**
- **voluntary¹**: **Magali LEBERRE**, 2 days full-time for taking notes and giving support to the meeting = **€360**
- **voluntary**: **Thierry QUINQUETON**, 4 days full-time for preparing and organising meeting = **€720**

¹ Calculating these monetary estimates of volunteers' working time are based on a **net monthly salary of €2,000**, that is with social contributions: €2,000 X 1.80 = €3,600 gross; €3,600 / 4 weeks = €900; €900 / 5 days = **€180 gross per day**

- **voluntary: Marin DACOS**, 1/2 day to give talk as part of the working group on digital technology = **€300**
- **voluntary: Gilles COLLEU**, 1/2 day to give talk as part of the working group on digital technology = **€300**

IT and communication tools (AEI 02)

Maintenance of the Alliance website (renewal of website domain names (€356.64) and translation of article (€164.69); **team membership business cards; communication documents for member publishers**

This business activity generated €1,296.30 in costs in 2010 (compared against €13,574.12 in 2009 – the year in which the Alliance website was revised and updated) and did not generate any revenue.

Contribution in kind:

- **voluntary: Grecia ROMERO**, equivalent of 4 weeks full-time over the year for translating texts into Spanish = **€ 3 600**

Reports on the publishing world ('État des lieux de l'édition' collection) (AEI 03/8)

In 2010, the sales of the reports on the publishing world collection ('État des lieux de l'édition') amounted to €224.80, which meant a considerable drop of 54% in relation to 2009. In order to re-energise sales of this collection, it is vital that new titles appear on a regular basis. However, the Alliance's human resources in 2010 were not sufficient for the team to devote itself to any new title. So, to compensate for the fall-off in this activity, we could make the most of the 2011 appearance of the report on digital publishing in developing countries, from the hand of Octavio KULESZ, to breathe new life into the collection. This study, first due to become available online, can be downloaded in PDF format, for example, with a POD option. It will also be possible to transform other titles from the reports on the publishing world collection ('État des lieux de l'édition') into e-books, with the possibility of buying them from the Alliance website, for example. This would be an occasion for the Alliance properly to make the transition from the paper to the digital version, and to launch a new promotional campaign for these titles, in their digital format.

This business activity generated €224.80 in revenue in 2010 (compared against €918.13 in 2009, including funding from the French Ministry of European and Foreign Affairs).

Advocacy actions (AEI 03/10)

This year, the Alliance produced three advocacy actions – available online from the Alliance website:

'Haiti: rallying around for the long-term' – January 2010

Read the complete call to action (in French): <http://www.alliance-editeurs.org/haiti-mobilisons-nous-dans-la,541>

Concessionary postal rates for books: an emergency in Latin America – 1st quarter 2010

Read the complete call to action (in French): <http://www.alliance-editeurs.org/des-tarifs-postaux-preferentiels,565>



Expression of support for the Tlalaparta press following the attacks against the *El manual del torturador español* ('Spanish Torturer's Guidebook') and against freedom of expression – December 2010

Read the complete call to action (in French): <http://www.alliance-editeurs.org/communique-de-soutien-a-la-maison>

This business activity generated €413.48 in expenses in 2010 (printing and distribution of the advocacy action on the postal rates in Latin America).

Report on digital publishing in developing countries (AEI 03/11/0)

Under the partnership between the Alliance and the Prince Claus Foundation, a report on digital publishing in developing countries was launched in 2010. This digital-technology related programme was also the subject of a new list line under the section 'IT and communication tools' in our accounting analysis. Costs and revenue are therefore related with the expenses incurred by this report on digital publishing and the research projects related with the report.

Having issued an invitation to tender, the Alliance entrusted Octavio KULESZ, a digital publisher in Argentina (Teseo Editorial) and founding member of Digital minds (<http://digitalmindsnetwork.com/>), with preparing this report.

This business activity generated €7,082.27 in expenses in 2010 (the total budget allocated by the Prince Claus Foundation was €10,000).

Research on publishing in the Persian language and in Persian-speaking countries and in the Diaspora (AEI 03/11/1)

The "Persian-language" programme is divided into 3 main phases: carrying out research on publishing in the Persian language, organising a meeting between Persian-speaking publishers and implementing specific projects (co-publications, dissemination/distribution platform, etc.) between Persian-language book professionals.

This is by far the most challenging project for us to implement within the context of our partnership with the PCF (Prince Claus Fund). In fact, the political situation in Iran and in countries like Afghanistan, urges us to be cautious, and to adopt a gradual approach. To complete the first phase of the project, we recruited Sonbol REGNAULT-BAHMANYAR, of Iranian origin, who has been living in France for over a year. Since September 2010, she has been working at the Alliance (fixed-term contract) 3 days a week, developing the research (see summary relating to the research on publishing in the Persian language in Annex 2) and organising meetings between Persian-speaking publishers.

Expenditure in 2010 is still low, given that from September to December 2010, the priority for Sonbol was mainly to carry out prospecting, set up the programme, and identify and contact publishers.

This activity generated €417.02 in expenditure for 2010 (the time worked by Sonbol REGNAULT-BAHMANYAR, employed specifically for this programme, being recognised in the accounts under AEI 05/0 – salaries for fixed-term and open-ended contracts).

Books about Books (BaB), a specialist library on the publishing trades (AEI 03/12)

The Alliance sought to further develop its specialist library, by purchasing new titles in 2010 and renewing subscriptions to professional magazines (*Livres Hebdo*, *Books*).

This activity generated €657.44 in expenditure for 2010 (compared with €1,110.14 in 2009) **and €30.94 in income** (refund from Amazon for a book never received).

Online resource centre (AEI 03/13)

In 2010, the Alliance expanded its online resource website by creating two new pages and launching an online academic magazine. Both these new pages and the online magazine are coordinated and monitored by Étienne GALLIAND, via his organisation, Double Ponctuation. The time worked by Étienne, which he invoices to the Alliance about every three months, is included directly in these projects (and amounts to around €4,000).

"Jeunes talents" - the best university theses by Master's students specialising in the Publishing Trade

The first thesis on "La littérature jeunesse: flux commerciaux entre le Nord et Sud", [Youth literature and North-South trade flows] written by Marion VAN STAEYEN, a student at Paris 13-Villetaneuse University, and working as an intern at the Alliance in 2009, was made available online in 2010: <http://www.alliance-editeurs.org/-collection-jeunes-talents-?lang=fr>

Bibliodiversity Magazine (AEI 01/13/0)

In 2010, the Alliance started work on the creation of an online academic magazine, called "*Bibliodiversity – Publishing and Globalisation*". The first steps towards creating the magazine were taken in 2010 (setting up a scientific committee and a publishing committee for the magazine, defining specifications for the magazine, a call for contributions and researching authors for the first edition, entering into a contract with a book designer, etc.). The first edition, concerning "bibliodiversity indicators" is planned for the beginning of 2011, when certain rudimentary aspects of the magazine will be redefined and readjusted where necessary.

Part of the expenses related to creating the magazine and the first edition are available for 2010, i.e., around €3,285.28. The remaining part of the expenses relating to the magazine will be available in 2011. It is important to note that the *Bibliodiversity*

magazine is co-produced by the Alliance and Double Ponctuation. The latter therefore directly bears the costs for part of the magazine expenses, reducing the Alliance's costs for this project.

"Online training" (AEI 03/13/1)

The Alliance now provides its members with the possibility of accessing real "tailor-made" and targeted training modules online. The first module of the online training pages, entitled "Publishing a textbook, step by step" (<http://www.alliance-editeurs.org/formation/publier-pas-a-pas-un-manuel>;) aims to provide the knowledge that should be applied by anyone involved in publishing textbooks.

In order to expand and enhance the online training pages, the Alliance may possibly include online tutorial modules in forthcoming years, in line with demand from publishers, and which will accompany the theoretical content available on the Alliance website.

Online training generated €3,645.05 in expenditure in 2010 (training content developed by ScoLibris – a service provider specialising in publishing in Africa, and expansion of the website by the Alliance's webmaster) **and €462 in income** (repayment of an excess amount paid to the site webmaster).

Altogether, AEI 03 generated €19,514.81 in expenditure for 2010, including the time worked by Étienne GALLIAND, via Double Ponctuation, allocated over this entire category (compared with €281.13 in 2009) **and €717.74 in income** for refunds (compared with €15,631.59 in income in 2009 – a special subsidy from the Ile-de-France region for overhauling the Alliance website).

Management and operation of the association excluding human resources (AEI 04)

Expenses relating to the management and operation of the association excluding salaries and charges (AEI 04) do not include rent (since the Alliance's accommodation is free of charge thanks to the Charles Léopold Mayer Foundation), and exclude electricity and telephone charges (as these are also paid for). The main items for AEI 04 are briefly summarised below:

- **Running the BNP Paribas current account** (AEI 04/0): €1,391.55 (compared with €1,615.31 in 2009).
- Investing units from the current account into French mutual investment funds (FCP): €92,978.82.
- Redeeming investment fund units: income of €19,713 (compared with €48,736.80 in 2009).
- **Maintaining the premises:** the Alliance relocated in 2010, generating costs of €323.74 (not including the time worked by Robert GACEM, specifically employed for one week for the relocation).
- **Certification of our accounts** by SOFIDEEC: €1,973.40.
- **Insuring the Alliance's premises:** €641.38.
- **Postage fees:** €549.74 (compared with approximately €604.77 in 2009).
- **Courier fees:** €383.70 in 2010 (compared with €222.38 in 2009).
- **Office supply fees:** €89.65 in 2010.

- **IT supplies:** €944.62 (compared with €1,492.42 in 2009).

This activity generated €99,276.60 in expenditure, including the significant investments in investment funds (compared with €7,439 for 2009), **and generated €19,877.13 in income**, including investment fund redemptions and various bank repayments (compared with €48,736.80 in 2009).

Human resources and salaries (AEI 05)

In 2010, there were some notable circumstances with regard to human resources. In fact, from January to March 2010, the Alliance only had one full-time employee (Laurence HUGUES), given that an additional employee was in the process of being recruited. Clémence HEDDE, recruited to manage the French-speaking network, coordinate co-publishing projects and oversee the African youth literature fund, was employed at the Alliance on 9 March 2010, to work 3 days a week. Matthieu JOULIN, who worked as an intern with the Alliance from February to April 2011, was employed as additional support on a fixed-term contract in July 2010. Sonbol REGNAULT-BAHMANYAR was employed in September 2010. The cost of her net salary appears here, even though it is paid for through a subsidy from the Prince Claus Fund (as it involves setting up a group of Persian-speaking publishers).

- **Laurence HUGUES (open-ended contract):** 1 full-time employee from January to December 2011
- **Robert GACEM (fixed-term contract):** 3 days a week from 5 to 11 February 2010.
- **Clémence HEDDE (fixed-term contract):** 3 days a week from 9 March to 31 December 2010.
- **Matthieu JOULIN (fixed-term contract):** full-time from 1 to 30 July 2010.
- **Matthieu JOULIN (internship):** full-time from 1 February to 30 April 2010.
- **Sonbol REGNAULT-BAHMANYAR (fixed-term contract):** 3 days a week from 8 September to 31 December 2010.

Whereas the Alliance had an equivalent of 2.1 full-time employees in 2009 (the average figure for 2009), it had an equivalent in 2010 of 1 full-time employee from January to March 2010 and 1.6 full-time employees from March to December 2010, therefore representing a loss of a part-time employee. This reduction in employees at the association's registered office must be mitigated by entering into specific and timely contracts (Sonbol REGNAULT fixed-term contract, amongst others) and increasing the number of service providers (Double Ponctuation, Octavio KULESZ, amongst others), thereby enabling the team to tackle the association's activities. Furthermore, since 2009, external support has been implemented within some of the Alliance's linguistic networks. Thus, the Alliance's Spanish-speaking network was managed by Maria FRONDIZI and Natalia LEDESMA in 2010, the cost for their working time appears under AEI 1 (linguistic networks). The reduction in staff numbers at the Alliance directly impacted the expenses in category AEI 05 in 2010, which were 23.50% less than in 2009. It is important to emphasise here that the reduction in staff at the Alliance in 2010 was not accompanied by a reduction in activities carried out directly within the association. It will therefore be necessary to consider, in strategic terms, the configuration of the team in 2011, or to revise the Alliance's activities "downwards" in order to maintain a more equal balance for permanent employees.

- **Open-ended and fixed-term contract salaries** (AEI 05/0) amount to €38,900.88 (compared with €64,319.61 in 2009); furthermore, we paid €1,301.63 as internship compensation (compared with €1,518.673 in 2009);
- **Social security** (URSSAF – AEI 05/1): €26,634 in 2010 (compared with €32,714 in 2009);
- **Pension funds** (AEI 05/2): €7,762.53 in 2010 (compared with €8,658 in 2009);
- **Employment insurance** (Employment Division – AEI 05/3): €6,209 in 2010 (compared with €4,817 in 2009);
- **"Staff welfare" management** (Sofideec – AEI 05/4): €3,225.62 in 2010 (compared with €1,506.96 in 2009);
- **Occupational health** (SEMSI – AEI 05/5): €380.92 in 2010 (compared with €571.68 in 2009);
- **Health insurance** (FMP – AEI 05/6): €837.23 in 2010 (compared with €981.16 in 2009);
- Continuous **training** body (Unifformation – AEI 05/7): €2,418 in 2010 (compared with €1,418 in 2009);
- **Continuous training** (AEI 05/10): in 2010, Laurence HUGUES benefited from 24 hours of English training at the Sorbonne, for an amount of €720, which will be reimbursed to the Alliance by Unifformation;
- **Voluntary work policy** (AEI 05/11): €382.54, notably for sending titles from the "Terres Solidaires" collection to volunteers, and for meals and meetings.
- **AGESSA** contributions (social security payments for authors and translators – AEI 05/12) amounting to €42 in 2010 (compared with €47 in 2009);
- **Maison des artistes** contributions (AEI 05/13): €30 for 2010;
- **Lunch vouchers** (AEI 05/14): €3,775.74 in 2010 (compared with €4,286.50 in 2009);
- **Payroll tax** (AEI 05/15) amounted to €1,726 in 2010 (compared with €1,145 in 2009).

This activity generated a total of €94,346.09 in expenditure (compared with €123,368.68 in 2009) and generated €153.88 in refunds (expired lunch vouchers).

Book fairs (AEI 06/0)

Roving presence of Clémence HEDDE and Thierry QUINQUETON, and at the Paris Book Fair the roving presence of Clémence HEDDE, Matthieu JOULIN and Laurence HUGUES.

This activity generated altogether a total of €3,231.16 in expenditure – including follow-ups to the Beirut and Montreuil book fairs in 2009 and some miscellaneous meeting costs (compared with €21,377.51 in 2009) and €17,090.43 in income – including the subsidy from the Ile-de-France region for the Montreuil 2009 operation (compared with €8,042.30 in 2009).

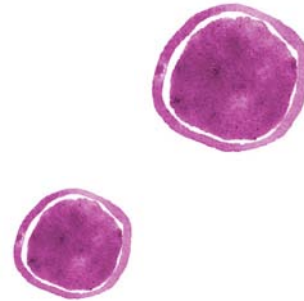
Contribution in kind:

- **voluntary work: Thierry QUINQUETON**, 2 days full-time for the Frankfurt Book Fair = **€360**

Total AEI 0

Not including breakdown of time worked = €38,089.18 in income and €234,412.04 in expenditure (compared with €78,444.94 in income and €189,458 in expenditure in 2009).

Including breakdown of time worked = €38,089.18 in income and €250,016.35 in expenditure (€8,558 allocated to Laurence HUGUES – €702.88 allocated to Robert GACEM – €585.72 allocated to Matthieu JOULIN (internship) – €4,123.94 allocated to Sonbol REGNAULT – €1,633.77 allocated to Matthieu JOULIN (fixed-term contract), i.e., a total of €15,604.31).



Geographic and linguistic approach (AEI 1)

ARABIC-SPEAKING NETWORK (AEI 12/0)

Meeting of publishers of the Alliance's Arabic-speaking network, from 25 to 28 April 2010, Tunis (Tunisia)

Several press articles covered the Alliance's presence in Tunis (see [press article in Annex 3](#)).

The meeting of the Arabic-speaking network in Tunis generated €6,229.60 in expenditure.

Contributions in kind (for the meeting in Tunis):

- - **voluntary work: Nouri ABID**, 2 weeks full-time for preparing and organising the meeting in the region = €1,800
- **Tunis Book Fair**: payment of hotel fees for the 7 participating publishers and the Alliance representatives = **€1,000**
- **Tunisian Publishers Union**: communications, meeting with the Tunisian press



Purchase of rights and support for co-publishing in the Arabic-speaking network

Following the decisions made during the meeting in Tunis, the Alliance contributed €2,000 to co-publishing the *Dictionnaire de la narration*.



Dictionnaire de la narration, collective work

Authors: **Mohamed EL KHADI**; **Mohamed EL KHABOU**; **Ahmed SMAOUI**; **Mohamed Najib AMANI**; **Ali ABID**; **Noureddine BEN KHOUD**; **Fathi NASRI**; **Mohamed Ayet MIHOUB**

Publishing countries: **Algeria** (Dar Thala), **Egypt** (El Aïn Publishing), **Lebanon** (Intichar Arabi publishers), **Morocco** (El Moltaka), **Tunisia** (Med Ali publishers)

Language: Arabic

Price: **30,000 TND**

Translation from English into Arabic - human sciences and the publishing trade

Following the decisions made during the meeting in Tunis, the Alliance contributed to the purchase of rights (for an amount of €700) relating to the work *Words & Money*, written by André Schiffrin.



Words & Money, André SCHIFFRIN (work originally published by Verso Books, United Kingdom, 2010; translated into French and published by La Fabrique in 2010 under the title "*L'Argent et les mots*")

Translation into Arabic and joint co-publishing of the work within the **Arabic-speaking network**, **5 co-publishers**: Med Ali (Tunisia), Al Intishar (Lebanon), Dar Thala (Algeria), Atlas Publishing (Syria) and Elain Publishing (Egypt)

The translation will be done in Syria; a translator has yet to be appointed. The work

is expected to be published in 2011. In addition to the contribution of €700 for the assignment of rights, the Alliance will contribute €1,500 for translating the work in 2011.

The purchase of rights and contributing to co-publication in the Arabic-speaking network generated €2,700 in expenditure.

TOTAL ARABIC-SPEAKING NETWORK:

Total expenses related to the Arabic-speaking network amount to €14,429.60 in 2010, while income amounts to €5,500 (advances on expenses²)

Contribution in kind:

- **voluntary work: Nouri ABID**, 2 weeks full-time for 2010 for coordinating the network = **€1,800**

FRANCOPHONE NETWORK (AEI 12/1)

Meeting regarding digital publishing in West Africa, and partial meeting of the Francophone network, from 18 to 21 December 2010, Ouagadougou (Burkina Faso)

Decisions taken at Ouagadougou meetings - follow-up to be given at the meeting in 2011



All decisions made at the end of the meeting are decisions internal to the Alliance, and will benefit the publishers that are members of the association. These proposals for firm initiatives will be phased in over the year 2011, within the limitations of the Alliance's human and financial resources.

- Introducing a principle of support and guidance between publishers of the Alliance.
- Developing research and development in the digital field through the establishment of a "survival kit" - an on-line tool box (in the form of a blog or a website) aimed at publishers, bringing together the following legal and economic elements for the promotion and distribution of technical tools.

This toolkit can be developed further by publishers. The tools shared by the publishers are online and available to member publishers. Guidance is also available to members of the Alliance (private area of the website).

The Francophone network has used this meeting to come together and the minutes of this partial meeting are online at the Alliance website: http://www.alliance-editeurs.org/IMG/pdf/Compte-rendu_reunion_partielle_reseau_francophone_Ouagadougou.pdf

The partial meeting of the Francophone network in Ouagadougou is the first of a new, theme-based format of meetings which could be developed further within the Alliance

² Advances on expenses are cash inflows following money withdrawn from the bank (cash withdrawal for a mission, for example) and therefore appear as income in our accounts. These advances on expenses (income) are cancelled as soon as the expenses are recognised.

(digital, children's literature, social studies, etc), enabling inter-network dialogue as mentioned in the 2010-2011 outlook for the Alliance.

FRANCOPHONE NETWORK TOTAL:

This meeting resulted in 25,542.53 euros in costs and generated a revenue of EUR 27,418, including advances on expenses and 23,440 euros in support of the International Organisation of La Francophonie.

Contributions in kind for the meeting in Ouagadougou:

- **volunteering: Jean-Claude NABA**, 3 days full time for the logistics organisation of the meeting on-site = **540 euros**

- **volunteering: Gilles COLLEU and Octavio KULESZ**, 1 week full-time for the preparation of the meeting, only part of which was compensated = **900 euros**

Contribution in kind for the Francophone network:

- **volunteering: Serge D. KOUAM**, two weeks full time in 2010 on the coordination of the network = **€1800**

LUSOPHONE NETWORK (AEI 12/5)

Joint publication of a book for young people in the Lusophone network and follow-up from the Portuguese-speaking network meeting in Rio de Janeiro in 2009



Contos do Mar sem Fim

Countries represented: **Angola, Brazil, Guinea-Bissau**

Language(s): Portuguese

Price: **R\$ 32.00**

The Alliance lent its support to the tune of 2000 euros for this joint publication (support for transporting the book from Brazil to the African Portuguese-speaking countries).

In addition, 2010 also saw some expenses relating to the Lusophone network meeting in Rio de Janeiro in November 2009.

LUSOPHONE NETWORK TOTAL:

The expenses of the Lusophone network for 2010 amounted to 3706.51 euros (compared to 9356.63 euros in 2009).

ANGLOPHONE NETWORK (AEI 12/6)

Meeting of the Anglophone network, 13 - 15 October 2010, Paris (France)

See meeting schedule in Appendix 4.

The meeting of Anglophone network cost around 7600 euros.

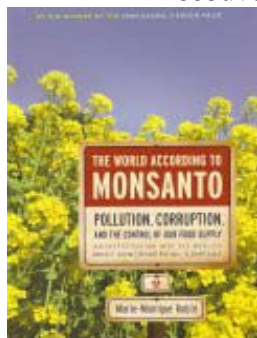
Contribution in kind:

- **The Reason:** free use of the meeting room for the coordinators' and Office meetings, one full day on 12 October 2010 = **1000 euros**

Translation and joint publication of *The World According to Monsanto*, written by journalist Marie Monique Robin.

The Alliance lent its support with 4000 euros donated for the joint publication of *The World According to Monsanto* (specifically for promotional costs).

The World According to Monsanto (Le Monde selon Monsanto, Editions La Découverte, France, first edition, 2008)



Author: **Marie-Monique ROBIN**

Translated from French into English by **George HOLOCH**

Country of publication: **Australia (Spinifex), United States (The New Press), India (Tulika)**

Language: English

Price: **£16.99**

Publishers in the Anglophone network had the pleasure of meeting Marie Monique Robin in Paris in October 2010.



The costs for the joint-publication of the book amount to 4000 euros.

Leading the Anglophone network

Étienne GALLIAND, as part of her position at the head of the Alliance, is responsible for leading the Anglophone network and monitoring network projects. The cost for this service (mainly working time) stands at 2100 euros for 2010.

ANGLOPHONE NETWORK TOTAL:

Total expenditure relating to the Anglophone network stands at 13,711.10 euros in 2010 (compared to 1313 euros in 2009).

PERSIAN-LANGUAGE NETWORK (AEI 12/4)

Support for the creation of a group of Persian-language publishers

PERSIAN-LANGUAGE NETWORK:

This activity incurred costs of 70.10 euros in 2010 (relating to prospection at the Book Fair in Frankfurt, the other costs being entered in the accounts in AEI 03/11/1).

SPANISH-LANGUAGE NETWORK (AEI 12/7)

The Spanish-language network was the most active in 2010. Publishers - driven by their coordinator, Guido INDIJ - held numerous meetings and projects. The most important events of the network in 2010 are listed below.

Support for running the Spanish-language network

Since 2009, the coordinators of the various language networks have sought local support in their roles and missions. For this, the Alliance provides annual support for travel costs, and has given up to 6000 euros for the work of Maria Frondizi and Natalia Ledesma, who

worked together for approximately three days, along with Guido Indij, between March and December 2010.



Bibliodiversity Day, EldíaB, 21 September, Latin America

See the blog on "el día B": <http://eldiab.org/>

Bibliodiversity Day 2010 incurred costs of 3500 euros, not including the annual support of 1000 euros granted to local groups by the Alliance (see AEI 2), some of which wanted to use for that day.

Translation from French to Spanish - Humanities

In 2010, the Alliance paid for the translation of the book *Quel commerce équitable pour demain?* (*The Future for Fair Trade*) through a grant from the Charles Léopold Mayer Foundation of 10,000 euros (7000 euros of which have already been paid to the translator). The Alliance also paid up to 2000 euros as part of the joint publication of the book. This will be followed in 2011 by publication by Argentinian publisher Libros Araucaria (this amount has already been paid to the Spanish-language network in 2010 for the year 2011).

The Future for Fair Trade (Quel commerce équitable pour demain ?) edited by Corinne GENDRON (ECLM - France and Écosociété - Quebec joint publication, original French version, 2009)



Translation into Spanish and joint publication of the book within the **Spanish-language network, 6 co-publishers:** Lom (Chile), Marea (Argentina), Libros de la Araucaria (Argentina), Icono (Colombia), Plural (Bolivia) and Txalaparta (Spain).

This translation and joint-publishing project has generated costs of 9000 euros for 2010 and revenues of 10,000 euros (support from FPH).

Third Summit of the Group of Latin American independent publishers - La Paz - August 2010

A comprehensive account of this meeting is available at the following link: <http://www.alliance-editeurs.org/troisieme-sommet-des-collectifs-d>

This meeting incurred costs of 507.90 euros.

Contributions in kind:

- **The Chamber of Literature of La Paz and the French Cultural Service of the Andean Regional Cooperation:** support for travel and accommodation costs for participants = **approx 4500 euros**
- **Volunteering: José Antonio Quiroga (Plural editions)**, 1 week full time for the establishment of joint stand = **approximately €900**

Joint stand at the Guadalajara Book Fair, December 2010

Read the "Declaration of publishers and agencies relating to the promotion of bibliodiversity" posted on the Alliance website: <http://www.alliance-editeurs.org/la-declaracion-de-los-editores-y?lang=es>



This meeting incurred costs of 3438.05 euros (support for the establishment of the joint stand).

Contributions in kind:

- **Organisers and publishers from the Spanish-language network:**

management of the total cost for the joint stand (rental, facilities, equipment, staff salaries) = **14,000 euros**

- **Publishers from the Spanish-language network:** transportation costs to send books from 8 countries = **1500 euros**

Meeting with Venezuelan publishers, Caracas, December 2010

Building on the guidelines of organisational meetings, "the Alliance may wish to encourage the creation of independent publishing groups where none exist." As a result, Guido INDIJ took the assignment to Venezuela to meet with independent publishers, to talk to them about the creation of a collective of independent publishers in their country.

Intergovernmental Committee for the bill on books, reading and libraries organised by CERLALC in Bogotá, December 2010

Contributions in kind:

- **CERLALC:** support for accommodation costs for Guido INDIJ = **500 euros**

- **Volunteer, Guido INDIJ:** 1 week full-time for the preparation and participation in this meeting = **900 euros**

The three meetings incurred total costs of 1960 euros (mainly travel expenses)

The Spanish-language network was the only network to spend its entire allocated budget in 2010, demonstrating the commitment of the network to the Alliance, and its self-determination, which is becoming increasingly pronounced. Some contributions in kind not specified here will be added to the policy and financial report during the meeting between the coordinators and the General Assembly in June 2011.

SPANISH-LANGUAGE NETWORK TOTAL:

Overall, the Spanish-language network expenses for 2010 stand at 19,131.84 euros (compared to 18,295.18 euros in 2009) **and revenues amount to 2,240 euros** (support from FPH).

Contribution in kind:

- **Volunteering: Guido INDIJ**, 3 months full time over the year 2010 for the network coordination = **€10,800**

AEI 1 totals

Without breakdown of working time = 40,160.50 euros in revenues - support from OIF, FPH and advances for expenses - (compared to 9908.43 euros in 2009) **and 76 591.68 euros in expenses** (compared to 30,386.18 euros in 2009).

With breakdown of working time = 40,160.50 euros in revenues and 96,480.67 euros in expenses (8558 euros to Laurence HUGUES - 4987.56 euros to Clémence HEDDE - 1633.77 euros to Matthew Joulin for contract work, 585.72 euros to Matthew JOULIN for traineeship - and 4123.94 euros to Sonbol REGNAUL, amounting to 19,888.99 euros).

Publishing networks and groups (AEI 2)

Support for publishing groups and networks (AEI 21)

In 2010, and following the membership of LIBRE, the Brazilian publishers' collective, member publishers' collectives represent a total of 350 publishers, in addition to the 85 member publishing houses of the Alliance. Seven out of the eight collective members of the Alliance have received a contribution of €1,000. The Independent Publisher's Group in India decided not to request a contribution of €1,000 this year, preferring this sum to be injected into another project. We therefore have decided to reserve this sum for the English-speaking network in 2011.

[Red de editoriales independientes colombianas – REIC \(Colombia\) - www.reicolombia.com](http://www.reicolombia.com)

(27 Colombian publishing houses), contribution of €1,000 for 2009 (but funds returned linked to bank transfer difficulties) and a contribution of €1,000 for 2010, for Biodiversity Day

[Alianza peruana de editores – ALPE \(Peru\) - http://alpe.wordpress.com](http://alpe.wordpress.com)

(14 Peruvian publishing houses), a contribution of €1,000 for Biodiversity Day

Alianza de Editores Independientes de la Argentina por la Biodiversidad – EDINAR (Argentina) - <http://edinar.com.ar/links.html>

(31 Argentinean publishing houses), a contribution of €1,000 for Biodiversity Day

Editores de Chile – EDIN (Chile)

(28 Chilean publishing houses), a contribution of €1,000 for Biodiversity Day

[Alianza de editoriales mexicanas independientes – AEMI \(Mexico\) - www.aemi.com.mx](http://www.aemi.com.mx)

(15 Mexican publishing houses), a contribution of €1,000 for the Guadalajara Book Fair

Federazione Italiana degli Editori Indipendenti – FIDARE (Italy)

www.fidare.it

(100 Italian publishing houses), a contribution of €1,000 for the association's website.

The Brazilian Publishers League - LIBRE (Brazil) - www.libre.org.br/diretoria.asp

(100 Brazilian publishing houses), a contribution of €1,000 for the association's website.

Afrilivres – Sub-Saharan Africa

www.afrilivres.net/index.asp

(30 African publishing houses), a contribution of €1,000 for the association's operation as well as a contribution of €472.20 for relocating the association's new chairman, Marie Michèle RAZAFINSTALAMA (publisher in Madagascar) to France following her appointment to the new office in March 2010.

This activity generated €11,472.20 in expenditure (compared with €7,099 in 2009) **and generated €3,000 in income** (equivalent to funds returned due to difficulties with certain international transfers).



Purchase and sale of books to member publishers (AEI 25)

Disseminating and distributing African youth books increased in 2010, following the arrival of Clémence HEDDE, who is responsible for overseeing this activity. Nine publishers (South Africa, Benin, Guinea, Madagascar, Mali, Morocco, Rwanda, Tunisia and Brazil) benefit from this programme. Through setting up this fund, the Alliance aims to meet two key criteria: "promoting the reversal of trade flows" and "developing youth projects".

In 2010, we note that the income generated by this activity (book sales) was higher than expenses linked to this fund (payment of 50% of income to publishers).

This activity generated €9,287.94 in expenditure (compared with approximately €2,049 in 2009) **and €12,345.39 in income** (compared with 2,060.44 in 2009).

Total AEI 2

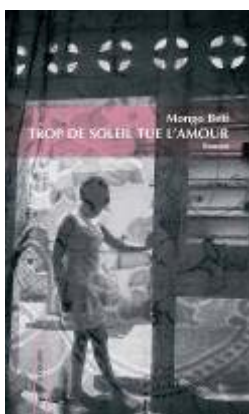
Without breakdown of time worked = €15,345.39 in income and €20,760.14 in expenditure (compared with €2,060.44 in income and 7,985.92 in expenditure in 2009).

Including breakdown of time worked = €15,345.39 in income and €34,891.42 in expenditure (€8,558 allocated to Laurence HUGUES, €4,987.56 allocated to Clémence HEDDE and €585.72 allocated to Matthieu JOULIN's internship, i.e., €14,131.28).

Programme for supporting translation and co-publication (AEI 3)

Literary co-publications (AEI 31/8)

"Terres Solidaires" literary collection: 2 new titles started in 2010 and finalised in 2011



Co-publication 1: *Trop de soleil tue l'amour* by Mongo BETI, originally published by Julliard publishers (France) in 1999

Co-publication between 10 publishers: Jamana publishers (Mali), Barzakh publishers (Algeria), Éburnie publishers (Ivory Coast), Elyzad publishers (Tunisia), Graines de Pensées publishers (Togo), Ifrikiya publishers (Cameroon), Librairie Ikirezi (Rwanda), Le Fennec publishers (Morocco), Lemba publishers (Congo-Brazzaville), Sankofa & Gurli publishers (Burkina Faso).

The total circulation for this co-publication is **2,230**.



Co-publication 2: *Mandela et moi* by Lewis NKOSI, the French version of which was published by Actes Sud in 2010 (original version, entitled 'Mandela's Ego', published in English in 2006, under the brand Umuzi, belonging to Random House publishers)

Co-publication between 10 publishers: Jamana publishers (Mali), Barzakh publishers (Algeria), Éburnie publishers (Ivory Coast), Elyzad publishers (Tunisia), Graines de Pensées publishers (Togo), Librairie Ifrikiya publishers (Cameroon), Librairie Ikirezi (Rwanda), Le Fennec publishers (Morocco), Lemba publishers (Congo-Brazzaville), Sankofa & Gurli publishers (Burkina Faso).

The total circulation for this co-publication is **2,080 copies**.

This activity incurred expenses of 4,918.57 euros, part of which remains to be incurred in the year 2011, **and 16,308 in receipts**, comprising the first tranche of a subsidy paid by the OIF of 11,200 euros, a personal gift from Claude Calame of 2,200 euros, and publishers' repayments of advances made by the Alliance for "Terres solidaires 2009" of EUR 2,908.

Contributions in kind:

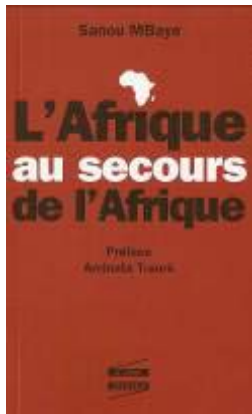
unpaid voluntary work: Hélène Kloeckner, 3 days full time work on meetings and advice on the collection = **540 euros**.

unpaid voluntary work: Marie Fourmaux, 3 days full time work on meetings and advice on the collection = **540 euros**.

unpaid voluntary work: Magali Leberre, 1 week's full time work on meetings and advice on the collection plus iconographical research = **900 euros**.

Translations and joint publications in the humanities and social sciences (AEI 31/9) under the label "Fair Books"

The plan for joint publication of L'Afrique au secours de l'Afrique [Africa helping Africa] was born at the meeting of the francophone network of the Alliance at the international book fair in Algiers (October 2008). Apart from a financial subsidy of around 2,700 euros, the Alliance has been entirely responsible for the joint publication process.



L'Afrique au secours de l'Afrique (first edition, éditions de l'Atelier, France 2009)

Author: **Sanou Mbaye**

Countries of publication: **Algeria** (éditions Apic), **Benin** (éditions Ruisseaux d'Afrique), **Cameroon** (Presses universitaires d'Afrique), **Ivory Coast** (éditions Eburnie), France (éditions de l'Atelier), **Mali** (éditions Jamana), **Switzerland** (éditions d'en bas).

Language: French

Price: **9 EUR, 500 DA, 3000 FCFA, 15 CHF**

This activity incurred expenses of 6,457.21 euros and generated receipts of 2,575 euros (repayments from publishers).

Contributions in kind:

The Institut Français: purchase of rights transferred from éditions de l'Atelier = 2000 euros

unpaid voluntary work: Jean Richard, 1 week's full time work on mock-up and compatibility of publishing software = **900 euros**



The Alliance's expertise in joint publications

Over several years the Alliance has developed an expertise in joint publications, an expertise which is recognised both by professionals and by public authorities. The Institut français (formerly CulturesFrance) proposed to the Alliance that it should take part in a programme of transfers of rights and joint publications, as consultant to the Institut français, but also to publishers and cultural attachés at French embassies in Africa. Publishers who are not members of the Alliance have also asked us for our advice and for our help in facilitating joint publication projects. This year, this was the case with a joint publication Indépendances cha-cha, between éditions Magellan (France) and two

publishers who are members of the Alliance, Ifrikiya in Cameroon and Eburnie in Ivory Coast.

Totals AEI 3

Without allocation of working time = receipts of 18,883 euros and expenses of 11,375.78 euros (compared with receipts of 21,754.68 euros and expenses of 20,611.92 euros in 2009).

With allocation of working time = receipts of 18,883 euros and expenses of 25,507.06 euros (8,558 euros allocated to Laurence Hugues, 4,987.56 euros allocated to Clémence Hedde, and 585.72 euros allocated to Matthieu Joulin, trainee, or 14,131.28 euros).

Institutional and financial partners (AEI 4)

Pursuing partnership with Foundations (AEI 41)



Since its creation the Alliance has been supported by the FPH, which we thank once again for its confidence in us and its loyal commitment alongside us. The special feature of the FPH's support is that it concerns chiefly the running costs, and thus allows the Alliance to maintain a salaried staff level indispensable for its stability, at the heart of the association's activities. The partnership with the FPH is negotiated every two years; 300,000 euros were awarded to the Alliance for the period 2010-11, of which 150,000 euros were for the year 2010 and 150,000 euros for the year 2011.



This year also marks the start of a new partnership with the **Prince Claus Foundation (PCF)** in the Netherlands. After twice submitting a dossier to the Prince Claus Foundation, the Alliance this year entered into a partnership with it. Each year the PCF invites two cultural organisations from the South to join its network of partners for a 3 year period, **with a special subsidy of 180,000 euros (for the three years of the partnership, or 60,000 euros a year)**. For the year 2010 the Alliance has therefore received the first tranche of this subsidy, **or 59,000 euros**.



Organisation internationale de la francophonie, a loyal partner (AEI 42)

The OIF supported the Alliance in two ways in 2010: first via the Directorate of the French Language, Cultural and Linguistic Diversity for the collection "Terres solidaires" (AEI 31/8), with a grant of 16,000 euros (of which 11,200 euros were paid in 2010 and 4,800 euros will be paid in 2011). Then via the Institut de la Francophonie Numerique (IFN), for the meeting on digital publishing organised at Ouagadougou in December 2010 (AEI 12/10), with a subsidy of 23,400 euros, of which 21,096 euros were received in 2010, and the remaining 2,344 euros will be received in 2011. We warmly thank **Frederic Bouilleux, Director of French Language, Cultural and Linguistic Diversity, and Christian Ambaud, Head of Projects at the IFN**, with whom we have formed very special relationships of trust.



The Ile de France Region, a regular supporter (AEI 43)

As we indicated in 2009, the agreement signed in 2009 between the Alliance and the Ile de France Region to carry out a **special operation, "Les Afriques en fete", at the Book and Youth Press exhibition of Seine St Denis**, did not become visible until 2010 (or 15,000 euros), under rubric AEI 06/0. For the year 2010, no subsidy was negotiated with the Region, since the commitments contracted in the agreement of 2009 were not completed; we still have to realise in the first half of 2011 a catalogue of works for young people which we are distributing and circulating (based on a subsidy of 15,000 euros received this year).

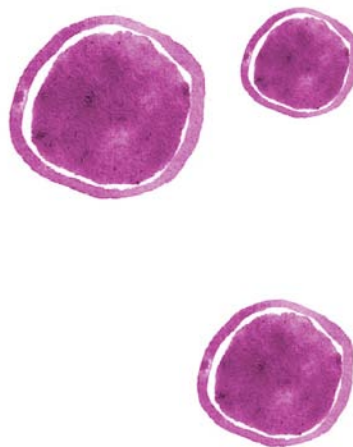
This activity incurred expenses of 3,296.07 euros - costs of meetings, translation of the dossiers for the Prince Claus Foundation, Laurence Hugues's visit to Bangladesh included in the support of the PCF and visible here (compared with expenses of 570.1 euros in 2009), and **earned receipts of 209,938 euros**, which include only the subsidies from the FPH and Prince Claus Foundation, the other receipts being allocated directly to projects (compared with receipts of 150,000 euros in 2009).

AEI 4 Totals

Without allocation of working time = receipts of 219,938 euros and expenses of 12,296.07 euros (compared with receipts of 150,000 euros and expenses of 570.21 euros in 2009).

With allocation of working time = receipts of 219,938 euros and expenses of 20,854.07 euros (8,558 euros allocated to Laurence Hugues, or 8,558 euros).

Total contributions in kind = 31,960 euros (compared with 27,000 euros in 2009)



Annexes

- Annex 1: Table of participation in publishers' costs in the period 2007-2009
- Annex 2: Summary of the study of publication in Persian
- Annex 3: Press article on the presence of the Alliance at the Tunis Book Fair, 2010
- Annex 4: Programme of the meeting with the anglophone network at Paris in October 2010
- Annex 5: Review of press coverage of the Alliance in the year 2010
- Annex 6: Accounting valuation of unpaid voluntary work for the year 2010

