

# Rates Survey 2021

## Summary of Useful Findings

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# Rates Survey 2021

## Summary of Useful Findings

The data in this report comes from an informal survey of ISC/SCI members. Readers should be aware that in some questions, key concepts (e.g. full-time vs. part-time, etc.) were not strictly defined for the respondents. This means that the survey answers, to some extent, reflect how the respondents interpreted the questions. This issue is mentioned in the results below where it is relevant. This information is for the benefit and use of ISC/Sci members and is not intended to be shared outside of the society.

## Demographics

### Residence

Canadian 73%, International 27%.

Compared to the 2008 survey, there is a 9% increase in international respondents and Canadian demographics by region with changes not large enough to note any trends.

### Education

The group is well educated with all respondents having some education beyond high school. 45% have master's degree, 14% a doctorate, 32% a bachelor's, 7% a certificate or diploma and 2% an incomplete postgraduate degree. The sample is not large enough to make any correlations between education and earnings.

### Full-time Indexers vs Part-Time

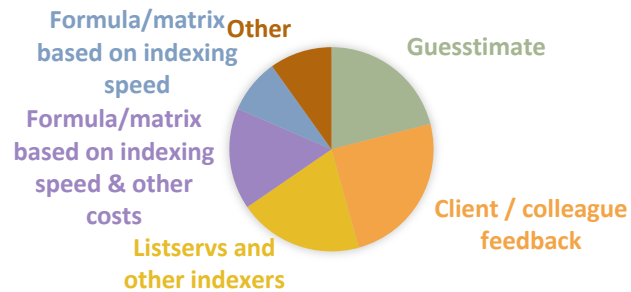
27% full-time, 33% index part-time with additional editing services to equal full-time, 28% part-time, 4% index part time with a job outside the field, 5% still in training or yet to get their first job and 2.3% retiring within the year.

Other services provided included: editing, proofreading, writing, consulting, teaching abstracting, permissions and translation.

# Developing and Assessing Rates

How Individuals Develop and Assess Their Rates

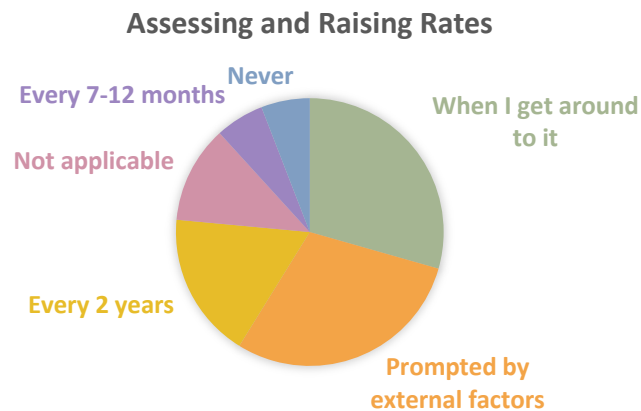
42 respondents



Other:

- Based on Society recommended rates
- Based on ISC/SCI survey published in the Summer 2008 Bulletin
- The kind of client
- How much I want a given book
- Experience
- Increased cost of living

Frequency of Assessing and Raising Rates



Reasons for not raising rates include:

- worry about losing clients
- clients setting non-negotiable rates
- selectively raising rates for new clients but maintaining old clients at old rates.

## COVID-19 and rates

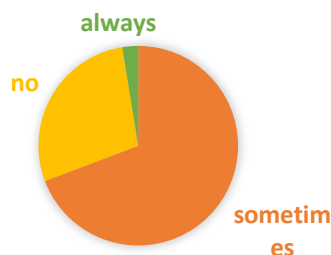
The majority of respondents say COVID-19 has had no effect on their rates or income.

It was noted by two indexers that they have seen more shopping for lower rates, and higher rates have not been taken up as much as before.

## Charging for Revisions

39 respondents

sometimes: 27  
never: 11  
always 1



Rate Range	Count	Rate Range	Count	Rate Range	Count
\$20-\$34	4	\$35-\$39	7	\$50-\$64	12
				\$65-\$75	3
				per page	1
				no charge	2

Median hourly rate for revisions = \$47.00

## The Rates

Respondents were asked to quote on three open source texts, one a trade book, scholarly book and textbook, using their normal range of rates and via their preferred method to help remove the ubiquitous “it depends”.

Trade Book: *The Life and Adventures of Frank and Jesse James* by J. A. Dacus 318 pp

- Quote by page: range from \$3.00 to \$6.00 per page median = \$4.38/page
- Quote by project: range from \$630 to \$2,000 per project median = \$1,355

Time to complete (range): 20 – 64 hours, 2 – 3 weeks, 3 – 14 days

Scholarly Book: *Dream Machines* by Steven Connor 188 pp

- Quote by page: range from \$5.00 to \$7.50 per page median = \$6/page
- Quote by project: range from \$1,000 to \$2,750 per project median = \$1,200

Time to complete (range): 24 – 60 hours, 3.5 – 10 days, 1-5 weeks

Textbook: *Graphic Design and Print Production Fundamentals* 208 pp

- Quote by page: range from \$3.00 to \$6.50 per page median = \$5.00/page
- Quote by project: range from \$750 to \$1,500 per project median = \$1,200

Time to complete (range): 10 – 45 hours, 2.5 – 10 days, 2 – 4 weeks

\* All rates in Canadian dollars

† An exchange rate of 1.2401 was used to convert USD to CAD for those who quoted in US dollars based on exchange rate for survey dates.

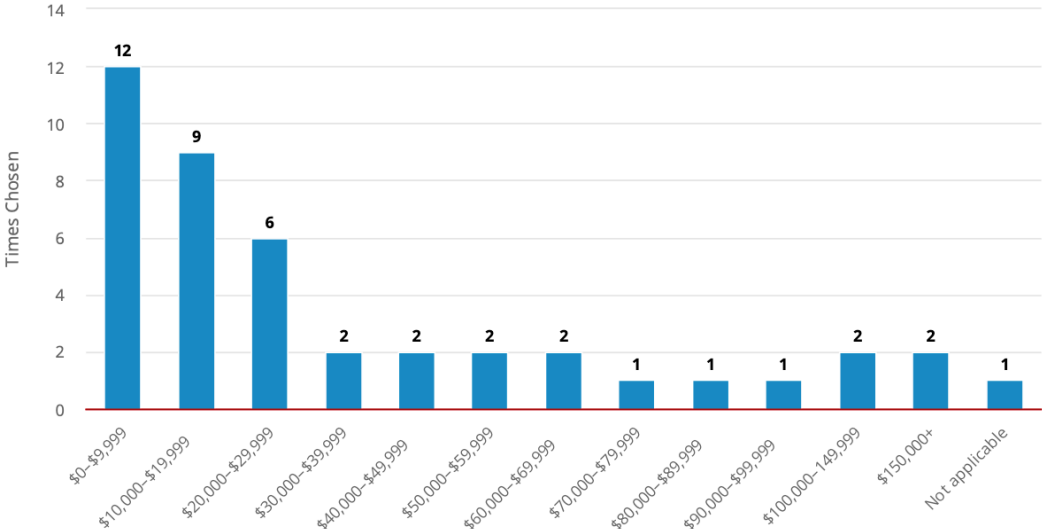
# Earnings from Indexing

Reflecting the large number of respondents who consider themselves part-time indexers, 67% reported income of \$0-39,999, 9% at \$40,000-59,999, 13% at \$60,000-\$99,999 and 9% over \$100,000 with 2% reporting n/a.

The sample size is not large enough to note if education or type of work undertaken affects overall income, however based on what was presented, neither affects earnings.

## What is your income (gross) from indexing in 2020 (Canadian Dollars)?

Number of responses: 43



## Profiles by Income Group

Income in Canadian dollars

\*There is not enough data to make a correlation between education and earnings.

### \$0-\$39,999

29 responses

Certificate / Diploma	Bachelor’s Degree	Master’s Degree	Doctorate	Incomplete Postgraduate Degree
3	11	13	2	0

- 0 years experience – 3
- 1 year – 2
- 3 years – 2
- 5+ years - 21

Revisions – 15 possibly, 9 never, ranged from \$20-\$64, with more in the upper end.

**\$40,000-\$59,999**

4 responses

Certificate / Diploma	Bachelor's Degree	Master's Degree	Doctorate	Incomplete Postgraduate Degree
0	1	2	0	1

10+ years experience

Revisions – possibly charged and rates ranged evenly from \$20-\$75/hour

**\$60,000-\$79,999**

3 responses

Certificate / Diploma	Bachelor's Degree	Master's Degree	Doctorate	Incomplete Postgraduate Degree
0	0	2	1	0

5-14 years of experience

Revisions – possibly charged and rates ranged \$50-\$75/hour

**\$80,000-\$99,999**

2 responses

Certificate / Diploma	Bachelor's Degree	Master's Degree	Doctorate	Incomplete Postgraduate Degree
0	1	1	0	0

10+ years of experience

Revisions – possibly charged and rates ranged \$50-\$64

**\$100,000+**

4 responses

Certificate / Diploma	Bachelor's Degree	Master's Degree	Doctorate	Incomplete Postgraduate Degree
0	1	1	2	0

5-9+ years of experience

Revisions – possibly charged and rates ranged \$50-\$75

All US residents

# Profile of the Full-Time Indexer

\*\*17 respondents

\* Note: There is some difficulty with determining full time vs part time. Full time could imply that only indexing is done for income; or it could imply that the respondent works full time, with income also coming from other sources.

Respondents defined the concept of full time for themselves for this survey, and therefore tendencies and averages from this survey in this regard could be misleading.

\*\*5 individuals responded in later questions that they also provided other services, and as such some of the responses for full-time and part-time indexers will be skewed.

## Residence

Canada – 8  
International – 9

## Education

Certificate / Diploma	Bachelor’s Degree	Master’s Degree	Doctorate	Incomplete Postgraduate Degree
0	7	7	2	1

## Indexing Training

Most full-time indexers have specialized indexing training and the majority that don’t come from large publishing houses or library careers.

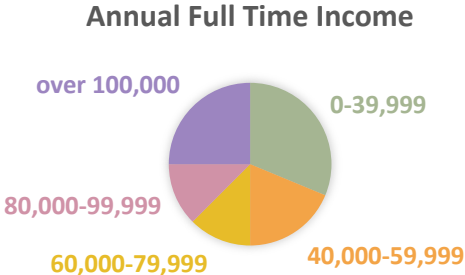
## Indexes Completed

All completed more than 20 indexes for pay.  
All have at least 5 years since their first index.

## Income Range

Income ranged from \$10,000 to \$150,000+, and one of the respondents identified as a business owner who subcontracts.

- \$0 – \$39,999 5
- \$40,000 – \$59,999 3
- \$60,000 – \$79,999 2
- \$80,000 – \$99,999 2
- Over \$100,000 4



## Marketing

The highest percentage of clients came from repeat clients; with cold calls, ISC/SCI “Find an Indexer” listing, and referrals/word of mouth all tied as for second.

Five respondents use word work of mouth, and four use websites. Four respondents have ISC/SCI “Find an Indexer” listings, with two having received 1-5 queries, and one being booked by 1-5 clients.

## Where do clients work?

University presses was by far selected the most; followed by authors and trade publishers; and then packagers as the bulk of clients. Corporations, non-governmental organizations, government and freelance editors reported small percentages.

## Profile of the Part-Time Indexer

23 respondents

### Residence

Canada – 21  
International – 2

### Education

Certificate / Diploma	Bachelor’s Degree	Master’s Degree	Doctorate	Incomplete Postgraduate Degree
3	5	11	1	0

### Indexing Training

Most part-time indexers have specialized indexing training, and the majority that don’t come from large publishing houses or library careers.

### Indexes Completed

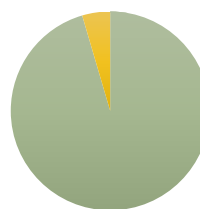
15 have completed more than 20 indexes for pay.  
19 have at least 5 years since their first index, 5 have 0-3 years since their first index.

### Income Range

Income ranged from \$10,000 to \$79,999 and, one of the respondents identified as a business owner who subcontracts.

Annual Part Time Income

- \$0 – \$39,999 21
- \$40,000 – \$59,999 0
- \$60,000 – \$79,999 1
- \$80,000 – 99,999 0
- Over \$100,000 0



■ 0-39,999 ■ 40,000-59,999 ■ 60,000-79,999 ■ 80,000-99,999 ■ over 100000

### Additional Services

Editing and proofreading are the most common additional services



## Marketing

Referrals was rated most common means to acquire clients; with repeat clients the next most popular; followed by the ISC/SCI “Find an Indexer” listing, networking, and LinkedIn.

Blog, Facebook, Google Ads, speaking engagements and writing for trade journals received no responses.

## Where do clients work?

Authors were the top, followed by trade publishers, and then university presses as the bulk of clients. Packagers, government and corporations reported small percentages.

## Profile of Indexers who do Scholarly Work

24 respondents

*\*Trade, scholarly and textbooks are not mutually exclusive. There may be crossover from one group to another*

### Residence

Canada – 19

International – 5

### Education

Certificate / Diploma	Bachelor’s Degree	Master’s Degree	Doctorate	Incomplete Postgraduate Degree
0	7	13	4	0

### Experience

21 have completed more than 20 indexes for pay

22 have at least 5 years since their first index, and 1 has at least 3 years since first index.

### Employment Status

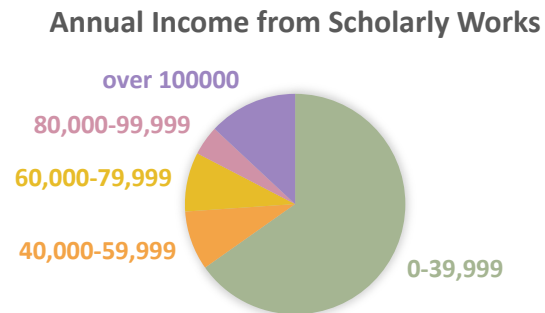
Full-time	Part-time with editorial work	Part-time with another job	Part-time only
12	6	2	3

### Income Range

Income ranged from \$10,000 to \$150,000+, and one of the respondents identified as a business owner who subcontracts.

*Note:* This income is from all indexing work, and is not mutually exclusive to scholarly works.

- \$0 – \$39,999 15
- \$40,000 – \$59,999 2
- \$60,000 – \$79,999 2
- \$80,000 – \$99,999 1
- Over \$100,000 3



## Additional Services

Editing and proofreading are the most common additional services

## Raising Rates

Comments for not raising rates include worry about losing clients, lack of knowledge about where rates fit in the profession, lack of confidence, not indexing long enough to raise them and selectively raising rates for new clients but maintaining old clients at old rates.

## Where do clients work?

Authors and university presses were the top, followed by trade publishers made up most of the clients. Packagers, government and corporations reported small percentages. This is the group that selected freelance editors as a source of clients.

## Quotes on the specific scholarly project

Quotes for *Dream Machines* by Steven Connor 188 pp are given below:

- Quote by page: range from \$5.00 to \$7.50 per page median = \$6/page
- Quote by project: range from \$1,000 to \$2,750 per project median = \$1,200

## Profile of Indexers who do Trade books

15 respondents

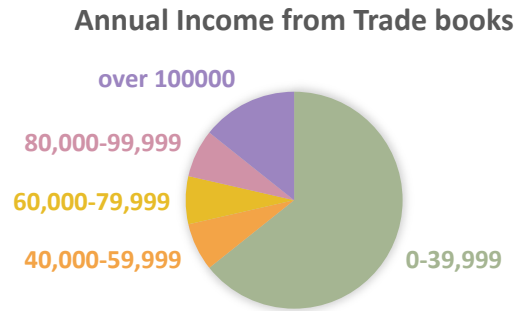
*Note: Trade, scholarly and textbooks are not mutually exclusive. There may be crossover from one group to another.*

## Income Range

\*Income from indexing ranged from \$10,000 to \$149,999, and one of the respondents identified as business owner who subcontracts.

\* This income is from all indexing work, and is not mutually exclusive to trade books

- \$0 – \$39,999 9
- \$40,000 – 59,999 1
- \$60,000 – \$79,999 1
- \$80,000 – 99,999 1
- Over \$100,000 2



## Additional Services

Two thirds provide additional services with proofreading and editing the most common.

## Assessing rates

The top method of assessing rates were the guesstimate and feedback from clients.

## Where do clients work?

Trade publishers and university presses were the top clients, followed by authors. Corporations, packagers, government and non-government reported small percentages.

## Quotes on the specific trade project

Quotes for *The Life and Adventures of Frank and Jesse James* by J. A. Dacus are given below:

- Quote by page: range from \$4.00 to \$6.00 per page median = \$4.38/page
- Quote by project: range from \$900 to \$2,000 per project median = \$1,355

## Profile of Indexers who do Textbooks

10 respondents

*Note: Trade, scholarly and textbooks are not mutually exclusive. There may be crossover from one group to another*

### Residence

Canada – 7

International – 3

### Experience

All respondents have at least 15 years of experience

### Employment Status

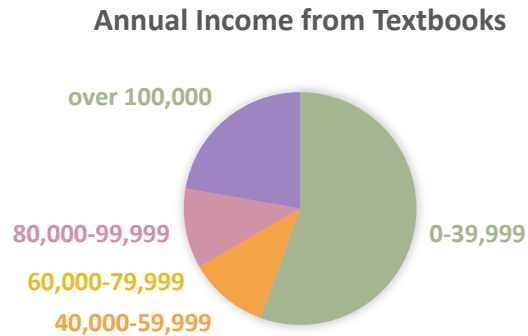
Full-time	Part-time with editorial work	Part-time with another job	Part-time only
6	3	0	1

## Income Range

Income ranged from \$10,000 to \$149,999, and one of the respondents identified as a business owner who subcontracts.

*Note:* This income is from all indexing work, and is not mutually exclusive to textbooks

- \$0 – \$39,999 5
- \$40,000 – \$59,999 1
- \$60,000 – \$79,999 0
- \$80,000 – 99,999 1
- Over \$100,000 2



## Additional Services

Two-thirds provide additional services, with proofreading and editing the most common.

## Where do clients work?

Trade publishers, university presses and authors made up most of the clients.

## Quotes on the specific textbook project

Quotes for *Graphic Design and Print Production Fundamentals 208 pp* are given below:

- Quote by page: range from \$3.00 to \$6.50 per page median = \$5.00/page
- Quote by project: range from \$750 to \$1,500 per project median = \$1,200