GreyNet International Business Report 2019

TextRelease / Grey Literature Network Service

ISSN 2542-4572

This business report is intended to provide a comprehensive, up to date overview of the workings of TextRelease and its International Grey Literature Network Service. TextRelease is an independent program and conference bureau specializing in the field of grey literature and networked information.

GreyNet, Grey Literature Network Service, was founded in 1992 and re-launched in 2003 under the leadership and direction of TextRelease. Since its re-launch, it has developed into an international network capable of serving various sectors of government, academics, business and industry as well as subject based communities producing, processing, distributing, and preserving grey literature. GreyNet's mission is dedicated to research, publication, open access, education, and public awareness to grey literature, which requires now more than ever an infrastructure commensurate to its real potential.

In order to further expand and develop future capabilities for the international Grey Literature Network Service, an infrastructure other than that of a sole proprietorship is recommended. While TextRelease provided a basis for GreyNet's re-launch, it alone cannot render the needed capital and investment for GreyNet's potential to develop and expand on the global information landscape. The ideal organization would be focused internationally and have genuine interest in the field of grey literature both in digital and print formats. GreyNet might do well to model upon an infrastructure of that of an international association or to merge with a major partner seeking to enhance its position on the information landscape. In either case, TextRelease will strive to cooperate with leading organizations in the further development of GreyNet International. More on this and other developments are found in the Business Report.

Dominic Farace, Director
Amsterdam, January 2019
<table>
<thead>
<tr>
<th>Contents</th>
<th>Page:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership in the field of Grey Literature</td>
<td>3</td>
</tr>
<tr>
<td>Company Information</td>
<td>3</td>
</tr>
<tr>
<td>GreyNet Associate and Institutional Members</td>
<td>4</td>
</tr>
<tr>
<td>Partnerships and Agreements</td>
<td>5</td>
</tr>
<tr>
<td>Other Publishing Agreements</td>
<td>5</td>
</tr>
<tr>
<td>GreyNet International – Infrastructure 2019</td>
<td>6</td>
</tr>
<tr>
<td>Products, Services, and Professional Activities</td>
<td>6</td>
</tr>
<tr>
<td>International Conference Series on Grey Literature 1993-2019</td>
<td>6</td>
</tr>
<tr>
<td>Conference Hosts and Sponsors 1993-2019</td>
<td>8</td>
</tr>
<tr>
<td>Other Serial and Non-Serial Publications</td>
<td>10</td>
</tr>
<tr>
<td>Other GreyNet Publications</td>
<td>11</td>
</tr>
<tr>
<td>Social Media and Networking</td>
<td>11</td>
</tr>
<tr>
<td>GreyNet’s Open Access Resources and Service Providers</td>
<td>11</td>
</tr>
<tr>
<td>GreyGuide is GreyNet’s Web Access Portal and Repository</td>
<td>12</td>
</tr>
<tr>
<td>Pisa Declaration on Policy Development for Grey Literature Resources</td>
<td>13</td>
</tr>
<tr>
<td>Conference based Projects on Grey Literature, 1993-2000</td>
<td>13</td>
</tr>
<tr>
<td>Conference based Research Projects on Grey Literature, 2003-2018</td>
<td>13</td>
</tr>
<tr>
<td>GreyNet Annual Award for Outstanding Achievement in Grey Literature</td>
<td>14</td>
</tr>
<tr>
<td>GreyNet Award Recipients, 1999-2018</td>
<td>14</td>
</tr>
<tr>
<td>GreyNet Honorary Member Register</td>
<td>15</td>
</tr>
<tr>
<td>Educational and Training Initiatives in Grey Literature</td>
<td>16</td>
</tr>
<tr>
<td>GreyWorks – Summer Workshop Series on Grey Literature</td>
<td>16</td>
</tr>
<tr>
<td>GreyForum – Series of Onsite and Online Courses, Seminars, and Workshops</td>
<td>16</td>
</tr>
<tr>
<td>GreyNet’s Sustained mix of Income and Open Sources</td>
<td>17</td>
</tr>
<tr>
<td>Financial Indicators</td>
<td>17</td>
</tr>
<tr>
<td>GreyNet’s Sources of Revenue</td>
<td>18</td>
</tr>
<tr>
<td>Operating Costs</td>
<td>18</td>
</tr>
<tr>
<td>GreyNet Statistics</td>
<td>19</td>
</tr>
<tr>
<td>SWOT Analysis</td>
<td>20</td>
</tr>
<tr>
<td>GreyNet Timeline 1992-2018</td>
<td>21</td>
</tr>
</tbody>
</table>
Leadership in the field Grey Literature

Dominic Farace,
Director 1992 ...

Jerry Frantzen,
Tech. Assistant 1996 ...

Dr. Dominic Farace is the Founder/Director of GreyNet, Grey Literature Network Service, since 1992. In the above capacity, he is author, journal editor, guest lecturer, part-time instructor, and curriculum developer in the field of grey literature. Farace is also a recipient of the Golden Candle Award in 2000 for his work in the field of grey literature as well as the Victorine van Schaick Prize in 2008 for The Grey Journal, International Journal on Grey Literature.

Company Information

TextRelease
Established April 1, 2003
Address: Javastraat 194-HS, 1095 CP Amsterdam, Netherlands
Phone: +31 (0) 20 331 2420
Email: info@textrelease.com
Legal Status: Independent, Sole Proprietorship
Commercial Banking: Rabobank Amsterdam, IBAN: NL70 RABO 0313 5853 42
Credit Card Recipient: Visa Card, MasterCard, and American Express
Tax Office (NL): VAT No. NL1203.62.867.B01
Registered (NL): Amsterdam Chamber of Commerce No. 34188522
Registered (USA): DUNS No. 408545049

GreyNet was formerly powered by

TransAtlantic\(^D\) GreyNet 1992-1998, Amsterdam Chamber of Commerce No. 229159
MCB/UP GreyNet 1998-2000, Amsterdam Chamber of Commerce No. 33229159

Notice GreyNet is provided by TextRelease (DUNS Number 408545049), which is a private company based in Amsterdam. TextRelease is a sole proprietorship owned and operated by Dominic Farace. TextRelease has no agents or other signatories.
GreyNet provides two levels of organizational membership: **Associate** and **Institutional**. The Associate Members together constitute GreyNet’s corporate authorship, which is tasked with capturing various types of information including factual, bibliographic, biographic, documentary and full-text along with accompanying metadata, research data, and post-publication data issuing from the annual Conference Series on Grey Literature as well as related workshops in this field of information. This body of textual and non-textual content is then further compiled, edited, and published in a number of serial works. A third type of membership, which is offered to individuals, resembles more a subscription to GreyNet’s range of products and services.

Inist-CNRS, France  
EBSCO Publishing, United States  
NTK, Czech Republic  
CVTISR, Slovak Republic  
ISTI-CNR, Italy  
NIS, Nuclear Information Section, IAEA  
KISTI, Korea  
DANS-KNAW, Netherlands  
TIB, German National Library for Science and Technology  
UF, University of Florida; George A. Smathers Libraries  
UWM, University of Wisconsin, Madison – SOIS  

**Associate Member from 2005 - …**  
**Associate Member from 2005 - …**  
**Associate Member from 2010 - …**  
**Associate Member from 2012 - …**  
**Associate Member from 2012 - …**  
**Associate Member from 2013 - …**  
**Associate Member from 2013 - …**  
**Associate Member from 2014 - …**  
**Associate Member from 2017 - …**  
**Associate Member from 2018 - …**  
**Institutional Member from 2018 - …**
Partnerships and Agreements

Over the years, GreyNet powered by TextRelease has entered into a number of agreements with other businesses and organizations for the advancement of grey literature. Among these include:

- FEDGrey Working Group
- Inist Repository
- Portal and Repository
- TIB AV-Portal
- WorldWideScience.org
- OpenAIRE
- ISTI-CNR
- DANS Data Archive
- FedGrey Working Group
- ICSTI
- Inist-CNRS
- EBSCO/LISTA-FT

Other Publishing Agreements

- CSA/PAIS Int.
- MLA International
- LISA Index
- SCOPUS/Elsevier
- Thomson Reuters
- Clarivate – Web of Science
- Curran’s Scopus | Compendex
- Cabell’s Directories
- EBSCO
- Emerald
- De Gruyter/Saur

TIB AV-Portal: German National Library for Science and Technology, 2018 - …
OpenAIRE: Open Access Infrastructure for Research in Europe, 2015 - …
DANS Data Archive: GreyNet Research Data entry and open access, 2012 - …
ICSTI: GreyNet Partnership, 2009 - …

A&I Service for the GL Conference Proceedings, 2009 - …
A&I Service for the GL Conference Proceedings, 2004 - …
TGJ Journal Listing, 2013 - …
TGJ Subscription Agent, 2005 - …
Rights to former GreyNet content 1994-2000 via open access, 2009
Monograph on Grey Literature, 2010
In providing an infrastructure commensurate to its mission and core activities, GreyNet is supported by four working committees. Together they advance GreyNet’s manifold mission dedicated to research, publication, open access, education, and public awareness to grey literature.

**TextRelease**

**Products, Services, and Professional Activities**

As Program and Conference Bureau, the main activities of TextRelease include the identification and negotiation with potential conference hosts for the annual conference venues and the identification and acquisition of conference sponsors and advertisers. The formation of Program Committees and Chairpersons along with the initial draft of conference themes incorporated in the announcements and call-for-papers. TextRelease maintains contact with authors throughout the lead-up to the conference providing them with guidelines for their content submissions and informing them of their status on the conference program. TextRelease is further responsible for the design, compilation, editing, and publication of conference materials and documents issuing from the Conference Series. Foremost among these are the conference site, newsletters, program books, and conference proceedings.

**International Conference Series on Grey Literature, 1993-2019**

The GL Conference Series began as a biannual event in the early ‘90s, however with its relaunch in 2003, the conference series rose to an annual event. The GL Conference Series maintains a transatlantic character alternating between Europe and North America. However, participants from recognized organizations worldwide actively sponsor and participate.
GL1  Weinberg Report 2000
Amsterdam RAI Congress Center, 13-15 December (NL) 1993

GL2  Grey Exploitations in the 21st Century
Catholic University of America, Washington D.C., 2-3 November (USA) 1995

GL3  Perspectives on the Design and Transfer of STI
EU Jean Monnet Building, Luxembourg, 13-14 November (LUX), 1997

GL4  New Frontiers in Grey Literature
Kellogg Conference Center, Washington D.C., 4-5 October (USA) 1999

GL5  Grey Matters in the World of Networked Information
KNAW Congress Center, Amsterdam, 4-5 December (NL) 2003

GL6  Work on Grey in Progress
NYAM Conference Center, New York, 6-7 December (USA) 2004

GL7  Open Access to Grey Resources
INIST-CNRS Congress Centre, Nancy, 5-6 December (FR) 2005

GL8  Harnessing the Power of Grey
UNO Conference Center, New Orleans, 4-5 December (USA) 2006

GL9  Grey Foundations in Information Landscape
Provincial House, Antwerp, 10-11 December (BE) 2007

GL10  Designing the Grey Grid for Information Society
Amsterdam Science Park, 8-9 December (NL) 2008

GL11  The Grey Mosaic, Piecing It All Together

GL12  Transparency in Grey Literature, Grey Tech Approaches …
National Library of Technology, Prague, 6-7 December (CZ) 2010

GL13  The Grey Circuit, From Social Networking to Wealth Creation
Library of Congress, Washington D.C., 5-6 December (USA) 2011

GL14  Tracking Innovation through Grey Literature
National Research Council, Rome, 29-30 November (IT) 2012

GL15  The Grey Audit, A Field Assessment of Grey Literature
CVTISR, Bratislava, Slovak Republic, 2-3 December (SK) 2013

GL16  Grey Literature Lobby, Engines and Requesters for Change
Library of Congress, Washington D.C., 8-9 December (USA) 2014
GL17  A New Wave of Textual and Non-Textual Grey Literature (NL) 2015
KNAW Congress Center, Amsterdam, 1-2 December

GL18  Leveraging Diversity in Grey Literature (USA) 2016
The New York Academy of Medicine, New York, 28-29 November

GL19  Public Awareness and Access to Grey Literature (IT) 2017
National Research Council of Italy, CNR Rome, 23-24 October

GL20  Research Data Fuels and Sustains Grey Literature (USA) 2018
Loyola University New Orleans, Louisiana, 3-4 December

GL21  Open Science Encompasses New Forms of Grey Literature (Germany) 2019
German National Library for Science and Technology (22-23 October)

---

**GL Conference Hosts 1993-2019**

CNR Rome  Italy
CUA Washington D.C.  United States
CVTI SR Bratislava  Slovak Republic
EU CEC/DG XIII  Luxembourg
EWI Brussels  Belgium
FEDLINK, Library of Congress  United States
German National Library for Science and Technology  Germany
Inist-CNRS, Nancy  France
MCB University Press  United Kingdom
NTK Prague  Czech Republic
New York Academy of Medicine  United States

---

**GL Conference Sponsors 1993-2019**

ACM Digital Library  United States
British Library  United Kingdom
BIOSIS  United States
City of Amsterdam  Netherlands
City of Nancy  France
CRL  United States
DANS-KNAW  Netherlands
Deanet Media Company  Italy
DTIC  United States
The Grey Journal, 2005-2019

International Journal on Grey Literature, ISSN 1574-1796

TGJ Volume 15, Special Winter Issue 2019 Grey Repositories in the face of Digital Challenges
TGJ Volume 14, Special Winter Issue 2018 Rethinking the Role of Grey Literature in the Digital Age
TGJ Volume 14, Number 1, Spring 2018 Open Access, New Grey Literature, and Data Compliance
TGJ Volume 14, Number 2, Summer 2018 Breaking New Ground in Grey Literature
TGJ Volume 14, Number 3, Autumn 2018 Profiling Grey Data for Public Access
TGJ Volume 13, Special Winter Issue 2017 Current Trends that Impact Grey Literature
TGJ Volume 13, Number 1, Spring 2017 Grey Literature Domain in Broad View
TGJ Volume 13, Number 2, Summer 2017 Finding and Bridging Knowledge Gaps via Grey Literature
TGJ Volume 13, Number 3, Autumn 2017 Mapping Crossroads in the Field of Grey Literature
Other Serial and Non-Serial Publications
Over 375 metadata records originating in the GL Conference Series including their corresponding full-text papers, PowerPoint slides, abstracts, biographical notes, and post-publication commentaries are available via the OpenGrey Repository http://www.opengrey.eu. This web-based resource has become a significant reference tool for GreyNet's own referral service. In 2007, GreyNet (data provider) signed an agreement with INIST (service provider) in which all of its past and future collections of conference preprints would be openly accessible in the OpenGrey Repository. In 2009, GreyNet purchased back the rights to content from its first four conference proceedings (1994-2000), making these also openly accessible and thus guaranteeing that its collections would be comprehensive.

Agreement has been reached between OpenGrey and OpenAIRE, whereby GreyNet's Collection of Conference Preprints in the OpenGrey Repository are now harvested and accessible in OpenAIRE via its Discovery services.
GreyNet completed the second phase of an Enhanced Publications Project (EPP) in which research data accompanying conference preprints are entered in the DANS Data Archive and cross-linked to metadata records in the OpenGrey Repository. Since the project’s completion in 2012, research data accompanying conference preprints in the GL-Series are requested as an integral part of the annual call-for-papers and is now embedded in GreyNet’s workflow. GreyNet currently has over 35 research datasets in DANS. More on this project at www.greynet.org/opengreyrepository/enhancedpublications.html.

The Portal and Repository to Good Practices and Resources in Grey Literature http://greyguide.isti.cnr.it/ offers information professionals, practitioners and students shared common ground in the field of grey literature. The GreyGuide is a portal and repository of good practices and resources focusing on both the supply and demand sides of grey literature. This is a collaborative project involving GreyNet International and ISTI-CNR Pisa, Italy.

WorldWideScience.org is a global science gateway comprised of national and international scientific databases and portals among which now include the GreyGuide, OpenAIRE, OpenGrey, TIB AV-Portal, and DANS via NARCIS. WorldWideScience.org accelerates scientific discovery and progress by providing one-stop searching of databases from around the world. Multilingual WorldWideScience.org provides real-time searching and translation of globally-dispersed multilingual scientific literature.

**GreyGuide is GreyNet's Web Access Portal and Repository**

The GreyGuide portal redefines GreyNet’s position on the information landscape

In early 2014, GreyNet reached agreement with the National Research Center in Pisa, the service provider for the GreyGuide Repository. GreyNet collections and content that as yet were only accessible either via its website or allied conference site are in the process of migrating to the GreyGuide Repository. As such, the GreyGuide now functions as GreyNet’s web access portal. This allows for combined search, browse, and retrieval capability across collections - where standardized metadata and full-text can be harvested online. Alongside good practices in the GreyGuide, GreyNet’s in-house collections of persons and organizations in the field of grey literature, as well as projects, conference proposals, tables of content, and other web-based resources in grey literature are now openly accessible via the GreyGuide. To date, these collections include:

| GGP | Good Practices in Grey Literature |
| BIO | Who is in Grey Literature |
| GLA | Conference Proposals |
| GLP | Conference Papers |
| RGL | Resources in Grey Literature: Generic Multidisciplinary Collection |
The Pisa Declaration on Policy Development for Grey Literature Resources

In April 2014, information professionals from prominent European academic and research centers met in Pisa to address issues dealing with the policy and management of grey literature resources. This meeting resulted in the formulation of the Pisa Declaration on Policy Development for Grey Literature Resources – a fifteen point roadmap, which serves as a guide for organizations involved in the production, publication, access and use of grey literature well into the 21st Century. The Pisa Declaration much like the Budapest, Bethesda, and Berlin Declarations are neither inventions of the mind nor improvements in doing the same things better – instead, they offer a different approach in dealing with information and data to meet the market needs and requirements of today. Until now, the problem was the lack of cooperation and coordination between and among organizations dealing with grey literature. However, the time of going it alone is now ended. The Pisa Declaration marks the close of an era of ad hoc policy and decision making with regard to grey literature resources. Since its original publication in English, the Pisa Declaration has been endorsed by over 140 information professionals from renowned organizations worldwide and has now been translated into 21 languages: Armenian, Arabic, Bulgarian, Croatian, Czech, Dutch, French, German, Greek, Hindi, Hungarian, Italian, Japanese, Korean, Macedonian, Russian, Serbian, Slovak, Spanish, Tagalog, and Turkish.

Conference based Projects on Grey Literature, 1993-2000

Since the initial launch of the GL-Conference Series, GreyNet in collaboration with its pool of authors compiled and edited four information resources. And since its relaunch in 2003, GreyNet annually carries out research projects beneficial to stakeholders in the international grey literature community.

1993 - 2000 Bibliographic Database on the Topic of Grey Literature
1995 - 2000 International Guide to Persons and Organizations in Grey Literature
1997 - 2000 Glossary of Terms in Grey Literature
1999 - 2000 International Journal on Grey Literature (IJGL)

Conference based Research Projects on Grey Literature, 2003-2018

2003 Literature Review of four Pioneers in the field of grey literature
2004 General Survey on Grey Literature and a Citation Analysis
2005 Author Survey on Grey Literature and a Citation Analysis
2006 Project Information Data, PID-Study
2007 Design and implementation of a distance education course on Grey Literature
2008 OpenSIGLE-GreyNet: A Service and Data Provider Project
2009 OpenSIGLE-GreyNet: e-Infrastructures FP7 Proposal
2010 Comparative study of peer review by grey and commercial publishers
2011 Enhanced Publications Project - Phase 1: Survey and Post-Publication Data
2012 Enhanced Publications Project - Phase 2: Linking Research Data to Full-text
2013 Guide to Good Practice in Grey Literature – GreyGuide Project and Repository
Since 1999, GreyNet has issued an award in recognition for an author(s) contribution to the field of grey literature. Nominations for the GreyNet Award are based on a number of criteria (1) Results from conference evaluation forms, (2) Publication of the authors’ full-text paper in the official Conference Proceedings, (3) Selection and publication of the authors work as a journal article, thus exporting and distributing research results originating in the Conference Series, and (4) Prior history of the author and/or author’s organization in the field of grey literature. The recipient may also be an information professional, whose significant contributions over the years has sustained the growth and development of GreyNet International.

<table>
<thead>
<tr>
<th>Year</th>
<th>Recipient</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
<td>Julia Gelfand, University of California Irvine, USA</td>
<td>Awarded for her work as journal editor on grey literature.</td>
</tr>
<tr>
<td>2000</td>
<td>Daniela Luzi, National Research Centre, Italy</td>
<td>Awarded for her methodological approaches to grey literature.</td>
</tr>
<tr>
<td>2004</td>
<td>Bertrum MacDonald, Dalhousie University, Canada</td>
<td>Awarded for his study on the marine science community and grey literature.</td>
</tr>
<tr>
<td>2005</td>
<td>Keith Jeffrey, CCLRC U.K. and Anne Asserson, University of Bergen, Norway</td>
<td>Awarded for their work on CRIS systems for grey literature.</td>
</tr>
<tr>
<td>2006</td>
<td>Marcus Banks, New York University School of Medicine, USA</td>
<td>Awarded for his work on open access to grey literature.</td>
</tr>
<tr>
<td>2007</td>
<td>Todd A. Chavez [et al.], University of South Florida, USA</td>
<td>Awarded for his research on the Karst community and grey literature.</td>
</tr>
<tr>
<td>2008</td>
<td>Anne Gentil-Beccot, CERN, Switzerland</td>
<td>Awarded for her research on the physics community and grey literature.</td>
</tr>
<tr>
<td>2009</td>
<td>Debbie Rabina, Pratt Institute's School of Information and Library Science, USA</td>
<td>Awarded for her research on copyright licenses and legal deposit of grey literature.</td>
</tr>
<tr>
<td>2010</td>
<td>Joachim Schöpfel, University of Lille, France</td>
<td>Award presented for his extensive research and publications on grey literature.</td>
</tr>
<tr>
<td>2010</td>
<td>Christiane Stock, Inist-CNRS, France</td>
<td>Award presented for her work and publication on the OpenSIGLE Repository</td>
</tr>
<tr>
<td>2011</td>
<td>Bonnie C. Carroll and June Crowe, Information International Associates, Inc. USA</td>
<td>Awards presented for their work on scientific data in grey literature and NGOs.</td>
</tr>
</tbody>
</table>
2012  Petra Pejšová, National Technical Library, Prague, Czech Republic
   Award presented for her research and management skills in the field of grey literature

2013  Marcus Vaska, Knowledge Resource Service; University of Calgary, Canada
   Award presented for his extended research in raising awareness of grey literature.

2014  Kiyoshi Ikeda, Intellectual Resources Department, Japan Atomic Energy Agency, JAEA
   Award for his work in collecting, organizing, and disseminating data and information on nuclear accidents and in particular the Fukushima Daiichi Nuclear Power Station Accident.

2015  Marnix van Berchum, Data Archiving and Networked Services, DANS-KNAW, Netherlands
   Award presented for the technical support as service provider for GreyNet’s research data issuing from the International Conference Series on Grey Literature.

2015  Stefania Biagioni, Institute of Information Science and Technologies, ISTI-CNR, Italy
   Award presented for the development and maintenance of the GreyGuide Repository and Web Access Portal for GreyNet’s Collections and Resources.

   Award presented in recognition for sustained support enabling research and development in the field of grey literature.

2017  Dobrica Savić, Nuclear Information Section; International Atomic Energy Agency, Austria
   Award for his leading role in drafting, promoting, and assessing the ‘Pisa Declaration on Policy Development for Grey Literature Resources’.

2018  Tomas A. Lipinski, University of Wisconsin - Milwaukee; School of Information Studies, USA
   Award for his corpus of publications dealing with legal issues and information rights in the field of grey literature.

---

**GreyNet Honorary Member Register**

The international Grey Literature Network Service celebrated last year its Twenty-fifth Anniversary and understands that this milestone was reached in great part through the financial and content contributions of its associate, institutional, and individual members. In recent years, a number of GreyNet Members have retired; however, they continue to share interest in the field of grey literature and remain in contact with GreyNet’s range of information services and activities. As an organization, GreyNet chooses to honor these information professionals and seeks to offer a token of lasting thanks for their sustained support.

- Roberta Shaffer • Herbert Gruttemeier • Keith Jeffery
- June Crowe • Janie Kaplan • Rosvita Vaska
Educational and Training Initiatives in Grey Literature

Course modules and training are available not only to instructors and students at Schools and Colleges of Library and Information Science, but also to professionals and practitioners working to serve their knowledge based communities. Through the years, GreyNet has taken an active role in curriculum development and instruction. Such initiatives include:

**Workshops and Seminars**

Introduction to Grey Literature, Supply and Demand Side Grey, Strategies and Future Trends, etc.

**Distance Education Program 2007-2009**

Undergraduate Accredited Course on Grey Literature via the University of New Orleans, USA

**Guest Lecture Series 2004-2008**

Lectures on Grey Literature for Masters Students at the University of Amsterdam, Netherlands

**Presentations at Conference, Meetings, and Other Events**

Invited Papers and Presentations on topics related to Grey Literature

---

**GreyWorks - Summer Workshop Series on Grey Literature**

**ISSN 2211-1425**

- **Benchmarks and Forecasts on Grey Literature**, Washington DC, USA  
  May 5, 2009
- **Benchmarks and Forecasts on Grey Literature**, Amsterdam, NL  
  July 2, 2009
- **Transparency Governs the Grey Landscape**, Washington DC, USA  
  Aug.10,2010
- **Ten Strategies for Grey Literature**, Amsterdam, NL  
  Sept.9, 2011
- **Strategic Mapping of Grey Literature**, The Hague, NL  
  Aug.31,2012
- **Grey Boot Camp: Exposure to the Grey Landscape**, Washington DC, USA  
  July 25,2013
- **Leveraging Grey Literature: A Training in Resource Assessment**, DC, USA  
  Aug.11,2015
- **Leveraging Grey Resources: A Training Module**, Amsterdam, NL  
  Sept.21,2016
- **Data Papers: An Open Access Tool for Citizen Science**, Amsterdam, NL  
  Aug.16, 2018

---

**GreyForum - Onsite and Online Seminars and Workshops**

*"Where grey literature provides common ground for information professionals"*

**ISSN 2213-5735**

- **Grey Literature and Information Ethics**, St. Hilda’s College, Oxford, UK  
  Jan.31, 2013
- **Grey Literature and Information Rights**, KNVI Conference, NL  
  Nov.14,2013
- **Grey Literature and Policy Development**, CNR Pisa, Italy  
  April 7, 2014
- **Grey Literature and Digital Preservation**, Pinto Huist, Amsterdam, NL  
  Nov.30,2015
- **Wikipedia for Grey Resources**, Library of Congress, Washington DC, USA  
  May 2, 2016
- **Data Papers, Trusted Tool in Research & Data Sharing**, University of Florida, USA  
  Mar.20, 2018
- **Open Data for Research and Enhanced Publication**, CNR, Pisa, Italy  
  May.25, 2018
- **Data Papers, The Why and How**, NTK Prague, Czech Republic *(Forthcoming)*  
  Oct. 23, 2018
**Financial Indicators**

Since its relaunch in 2003, GreyNet has increased and diversified its sources of revenue. Where it initially was dependent almost solely on participant fees issuing from the international conference series, it has since increased revenues issuing from membership fees, sponsorship fees, advertising, the sale of publications, journal licensing, royalties, as well as educational and training activities. In 2018, membership and sponsorship fees accounted for 55% of the revenues, conference and workshops fees accounted for 25%, and publication fees were 15%. Together, these three sources of revenue accounted for 95% of GreyNet's gross income. The remaining 5% of the income was acquired via other administrative services.
As seen in the chart above, revenues issuing directly from conference fees have considerably decreased over the years, while the number of conference participants has not. This can be accounted for by the fact that GreyNet has acquired more organizational members as well as conference sponsors. Their paid membership and sponsorship fees entitles them to participation in the conferences. Another factor that explains the decrease in conference revenues are the reductions now offered to authors, students, and employees of host organizations.

**Gross Revenues Per Annum**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>€40,900</td>
<td>€41,164</td>
<td>€45,803</td>
<td>€40,189</td>
<td>€41,578</td>
<td>€41,690</td>
<td>€38,712</td>
<td>€40,582</td>
<td>€39,066</td>
</tr>
</tbody>
</table>

These figures are based on direct revenues, while other indirect revenues also have to be taken into consideration. For example, a conference host that provides the location, equipment, and catering for the annual event circumvents costs to the Program and Conference Bureau. A sponsor for a social event linked to a conference is yet another example of indirect or non-accounted revenues without which TextRelease/GreyNet would be unable to meet its operating costs.

**Operating Costs**

Direct and indirect costs associated with TextRelease and its Grey Literature Network Service include human resources, office maintenance, travel and lodging (related to site visits, conferences, workshops, committee meetings and other field work), conference materials and publications, as well as special events (annual award dinner, social programs, reception, conference tours, etc.). An overview of such expenditures are provided in the table below.

<table>
<thead>
<tr>
<th>Human Resources</th>
<th>Office Maintenance</th>
<th>Travel and Lodging</th>
<th>Conferencing and Publications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full time Director</td>
<td>Office Supplies &amp; Equipment</td>
<td>Hotels</td>
<td>Pouches</td>
</tr>
<tr>
<td>Freelance Technician</td>
<td>Utilities</td>
<td>Airfare</td>
<td>Badges</td>
</tr>
<tr>
<td>Project Workers</td>
<td>Printing</td>
<td>Trains</td>
<td>Program books</td>
</tr>
<tr>
<td>Accountant</td>
<td>Telecom</td>
<td>Auto rentals</td>
<td>Newsletters</td>
</tr>
<tr>
<td>Notary of the Public</td>
<td>Insurances</td>
<td>Taxis</td>
<td>Proceedings</td>
</tr>
<tr>
<td>Tax Consultant</td>
<td>Taxes</td>
<td>Gas</td>
<td>Journal</td>
</tr>
<tr>
<td>Chamber of Commerce</td>
<td>Public transit</td>
<td>Websites</td>
<td></td>
</tr>
<tr>
<td>Bank and Credit Cards</td>
<td>Meals</td>
<td>Course Materials</td>
<td></td>
</tr>
<tr>
<td>Web services</td>
<td></td>
<td>Promotional items</td>
<td></td>
</tr>
</tbody>
</table>
**GreyNet Statistics (As of December 31, 2018)**

The statistics provided are from a number of sources including Network Solutions Web logs, EBSCO licensed publishing, GreyNet Service Providers, as well as, in-house administrative files.

![World Map]

<table>
<thead>
<tr>
<th>Year End</th>
<th>GreyNet Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>12</td>
</tr>
<tr>
<td>2017</td>
<td>12</td>
</tr>
<tr>
<td>2016</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>GreyNet Organizational Members</td>
</tr>
<tr>
<td>54</td>
<td>Countries with GreyNet contacts</td>
</tr>
<tr>
<td>53</td>
<td>40</td>
</tr>
<tr>
<td>519</td>
<td>Organizational contacts worldwide</td>
</tr>
<tr>
<td>507</td>
<td>280</td>
</tr>
<tr>
<td>406</td>
<td>Contributing Authors/Researchers</td>
</tr>
<tr>
<td>1020</td>
<td>360</td>
</tr>
<tr>
<td>1070</td>
<td>GreyNet Distribution List</td>
</tr>
<tr>
<td>683</td>
<td>690</td>
</tr>
<tr>
<td>684</td>
<td>GreyNet LinkedIn Members</td>
</tr>
<tr>
<td>1240</td>
<td>1285</td>
</tr>
<tr>
<td>1264</td>
<td>GreyNet Twitter Followers</td>
</tr>
<tr>
<td>129</td>
<td>98</td>
</tr>
<tr>
<td>119</td>
<td>GreyNet Facebook Friends</td>
</tr>
<tr>
<td>35</td>
<td>Research Datasets in the DANS Archive</td>
</tr>
<tr>
<td>30</td>
<td>25</td>
</tr>
<tr>
<td>379</td>
<td>Full-text metadata records in OpenGrey Repository</td>
</tr>
<tr>
<td>379</td>
<td>363</td>
</tr>
<tr>
<td>677</td>
<td>Full-text metadata records in GreyGuide Repository</td>
</tr>
<tr>
<td>624</td>
<td>538</td>
</tr>
<tr>
<td>4044</td>
<td>Full-text TGJ article downloads from EBSCO LISTA-FT database</td>
</tr>
<tr>
<td>2457</td>
<td>11160</td>
</tr>
<tr>
<td></td>
<td>Page views to TextRelease.com -- Conference site</td>
</tr>
<tr>
<td>14576</td>
<td>42688</td>
</tr>
<tr>
<td></td>
<td>Page views to GreyNet.org -- Website</td>
</tr>
<tr>
<td>44514</td>
<td>711,719</td>
</tr>
<tr>
<td></td>
<td>Page views to GreyGuide -- GreyNet’s Web Access Repository</td>
</tr>
<tr>
<td>530,452</td>
<td>265,993</td>
</tr>
</tbody>
</table>
SWOT Analysis

Strengths
Leadership role, an established and recognized international information network, GreyNet as Brand Name, Corporate Memory, Partnerships and Agreements, Good Will, Commitment to Open Access, Over twenty-five years expertise in the field of grey literature, Sustained information resources, and a track record of before and after sales delivery and service, Established banking and fiscal control.

Weaknesses
ICT issues such as website functionality including graphic design, online ordering, use/user statistics and their analyses, underdeveloped marketing, sales, and promotional activities. Insufficient reserves for further investment. A sole proprietorship seen as an obstacle to potential membership. Insufficient presence at key national and international conferences where grey literature is either directly or indirectly related to the themes and programs.

Opportunities
Further role in training and education, as well as research and (digital) publication. Ability to upgrade, enhance, and leverage existing products and services. Increased potential for sponsorship. Better access to funding and grants. Streamlining the workflow through outsourcing. Further cooperation with the open access community as well as further cooperation with commercial publishers and licensing agents. More use of available social media and networks.

Threats
Continuity, inability to respond to growth leading to missed opportunities, infrastructure’s command of the ever changing information landscape, an uncertain financial climate.
## GreyNet Timeline 1992-2018

**“Over a Quarter Century of Service to the International Grey Literature Community”**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>GL20 Twentieth International Conference on Grey Literature, Loyola University, New Orleans, USA 3-4 December</td>
<td>Pisa Declaration Translated into 19 languages</td>
<td>GL15 Fifteenth International Conference on Grey Literature in Prague with NTK as Host</td>
<td>GL12 Twelfth International Conference on Grey Literature in Antwerp with EWI as Host; Grey Literature accredited course via UNO</td>
<td>GL9 Ninth International Conference on Grey Literature in Washington D.C. USA</td>
<td>GL’99 Fourth International Conference on Grey Literature in Washington D.C. USA</td>
</tr>
<tr>
<td>2016</td>
<td>GL18 Eighteenth International Conference on Grey Literature at The New York Academy of Medicine, USA 28-29 November</td>
<td>GreyWorks Infrastructure</td>
<td>GL14 Fourteenth International Conference on Grey Literature in Rome, Italy with CNR as Host</td>
<td>GreyNet launched LinkedIn Group</td>
<td>GL’97 Third International Conference on Grey Literature in Luxembourg with the EC as Host</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>GL17 Seventeenth International Conference on Grey Literature in KNAW Amsterdam</td>
<td>RSS Feeds</td>
<td>GL13 Sixteenth International Conference on Grey Literature in Washington D.C., Host FEDLINK/LOC</td>
<td>GreyWork’s12 Summer Workshop Series</td>
<td>GL7 Seventh International Conference on Grey Literature in College Park Maryland, USA</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>OpenAIRE Portal to GreyNet’s Collection of Conference Preprints in OpenGrey</td>
<td>GreyGuide</td>
<td>GreyNet awarded OpenSIGLE</td>
<td>The Grey Journal Award Recipient Dutch National Award</td>
<td>Golden Candle Award</td>
<td></td>
</tr>
<tr>
<td>2000</td>
<td>Twitter</td>
<td>GreyGuide</td>
<td>OA17 Open Access Workshop in Geneva, CH</td>
<td>GreyNet discontinued by MCB University Press</td>
<td>GreyNet established under the auspices of TransAtlantic Collaborations</td>
<td></td>
</tr>
<tr>
<td>1999</td>
<td>GreyGuide</td>
<td>OA17 Open Access Workshop in Geneva, CH</td>
<td>GreyNet awarded OpenSIGLE</td>
<td>GreyNet awarded OpenSIGLE</td>
<td>GreyNet awarded OpenSIGLE</td>
<td></td>
</tr>
</tbody>
</table>