

# GreyNet International

## Business Report, Summer 2016

TextRelease/*GreyNet*  
Grey Literature Network Service

This business report is intended to provide a comprehensive, up to date overview of the workings of TextRelease and the 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.

1

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 this Business Report.

*Dominic Farace, Director*  
Amsterdam, August 2016

*GreyNet*

<b>Contents</b>	<b>Page:</b>
Leadership in the field of Grey Literature	3
Company Information	3
GreyNet Associate Members and Corporate Authors	4
Partnerships and Agreements	5
Other Business Agreements	5
GreyNet International - Infrastructure	6
GreyNet's Sustained mix of Income and Open Sources	6
Products, Services, and Professional Activities	7
International Conference Series on Grey Literature	7
Conference Hosts and Sponsors 1993-2016	9
The Grey Journal, 2005-2016	10
Other Serial and Non-Serial Publications	11
Other GreyNet Publications	11
Social Media and Networking	11
GreyNet's Open Access Resources and Service Providers	12
The GreyGuide is GreyNet's Web Access Portal	13
Pisa Declaration on Policy Development for Grey Literature Resources	13
Conference based Projects on Grey Literature, 1993-2000	14
Conference based Research Projects on Grey Literature, 2003-2016	14
GreyNet Annual Award for Outstanding Achievement in Grey Literature	14
GreyNet Award Recipients, 1999-2016	15
Educational and Training Initiatives in Grey Literature	16
GreyWorks – Summer Workshop Series on Grey Literature	16
GreyForum – Series of Onsite and Online Courses, Seminars, and Workshops	16
GreyNet Statistics	17
Financial Indicators	17
GreyNet's Main Sources of Revenue	18
SWOT Analysis	19
GreyNet Timeline 1992-2016	20

## Leadership in the field of Grey Literature



*Dominic Farace,  
Director 1992- ...*



*Jerry Frantzen,  
Technical Assistant 1996- ...*

Dr. Dominic Farace, Founder/Director 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.

## Company Information

TextRelease	Established April 1, 2003
Address:	Javastraat 194-HS, 1095 CP Amsterdam, Netherlands
Phone/Fax:	+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 N <sup>o</sup> : NL1203.62.867.B01
Registered (NL):	Amsterdam Chamber of Commerce N <sup>o</sup> : 34188522
Registered (USA):	DUNS N <sup>o</sup> : 408545049

### GreyNet was formerly powered by

TransAtlantic <sup>DF</sup> 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 Associate Members and Corporate Authors 2016



Inist



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	Associate Member from 2005 - ...
NYAM, United States	Associate Member from 2005 - ...
NTK, Czech Republic	Associate Member from 2010 - ...
FEDLINK, Library of Congress, United States	Associate Member from 2010 - ...
EBSCO Publishing United States	Associate Member from 2011 - ...
CVTISR, Slovak Republic	Associate Member from 2012 - ...
ISTI-CNR, Italy	Associate Member from 2012 - ...
NIS, Nuclear Information Section, IAEA	Associate Member from 2013 - ...
KISTI, Korea	Associate Member from 2013 - ...
DANS-KNAW, Netherlands	Associate Member from 2014 - ...



German National Library for Science and Technology Institutional Member from 2016 - ...

## 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:



5

WorldWideScience.org	World Wide Science Alliance, 2016 - ...
OpenAIRE	Open Access Infrastructure for Research in Europe, 2015 - ...
ISTI-CNR	GreyGuide Repository and Web Access Portal, 2013 - ...
Dans Data Archive	GreyNet Research Data entry and open access, 2012 - ...
FedGrey Working Group	FEDLINK-GreyNet Memorandum of Understanding, 2011 - ...
ICSTI	GreyNet Partnership, 2009 - ...
Inist-CNRS	OpenGrey [formerly OpenSIGLE] Repository, 2007 - ...
EBSCO/LISTA-FT	License Agreement for The Grey Journal, 2005- ...

## Other Business Agreements

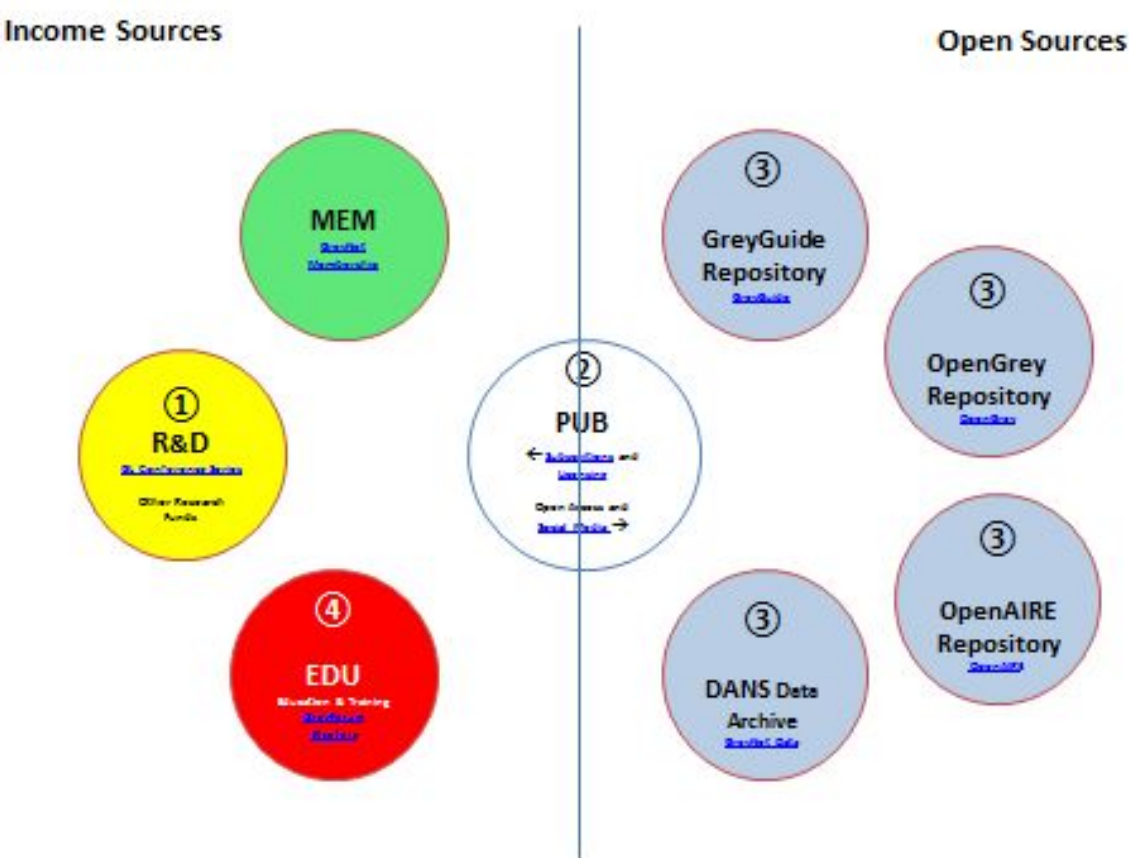
CSA/PAIS Int.	A&I Service for 'The Grey Journal', 2006 - ...
MLA International	A&I Service for 'The Grey Journal', 2006 - ...
LISA Index	A&I Service for 'The Grey Journal', 2006 - ...
SCOPUS/Elsevier	A&I Service for 'The Grey Journal', 2009 - ...
Thomson Reuters	A&I Service for 'The Grey Journal', 2009 - ...
Thomson Reuters	A&I Service for the GL Conference Proceedings, 2009 - ...
Curran's Scopus Compendex	A&I Service for the GL Conference Proceedings, 2004 - ...
Cabell's Directories	TGJ Journal Listing, 2013 - ...
EBSCO	TGJ Subscription Agent, 2005 - ...
Emerald	Rights to former GreyNet content 1994-2000 via open access, 2009
De Gruyter/Saur	Monograph on Grey Literature, 2010

# GreyNet International - Infrastructure

<b>Research and Development</b>  Program Committee and Chair ①  <i>International Conference Series on Grey Literature</i>	<b>Publishing and Communication</b>  Community Management Committee and Chair ②  <i>Serials, Non-Serials, and Social Media</i>
<b>Open Access</b>  Resource Policy Committee and Chair ③  <i>Repositories and Web-based Resources</i>	<b>Education and Training</b>  LIS Committee and Chair ④  <i>Library and Information Science</i>

In providing an infrastructure commensurate to its mission and core activities, GreyNet welcomed three new committees in 2014. These convened alongside the existing Program Committee and together they advance GreyNet’s fourfold mission dedicated to research, publication, open access, and education in the field of grey literature

## GreyNet’s Sustained mix of Income and Open Sources

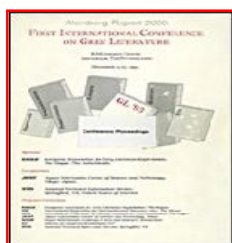




As Program and Conference Bureau, the main activities of TextRelease include the identification and negotiation with potential conference hosts for the annual conference venues and the identification and acquisition of conference sponsors and advertisers. The formation of Program Committees and Chairpersons 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 further processes the conference registrations, organizes a suited social program, provides recommended hotels, coordinates and implements a number of web based and other promotional activities in order to raise conference participation. 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, 1993-2016

The GL Conference Series began as a biannual event in the early '90s, however with its relaunch in 2003, the conference series became 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.



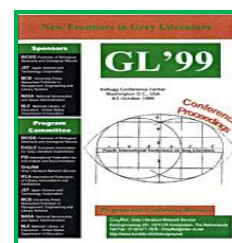
**GL'93**



**GL'95**



**GL'97**



**GL'99**

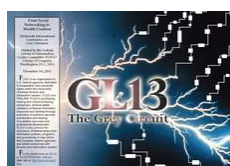
GL1	<b>Weinberg Report 2000</b> Amsterdam RAI Congress Center, 13-15 December	(NL)	<b>1993</b>
GL2	<b>Grey Exploitations in the 21<sup>st</sup> Century</b> Catholic University of America, Washington D.C., 2-3 November	(USA)	<b>1995</b>
GL3	<b>Perspectives on the Design and Transfer of STI</b> EU Jean Monnet Building, Luxembourg, 13-14 November	(LUX),	<b>1997</b>
GL4	<b>New Frontiers in Grey Literature</b> Kellogg Conference Center, Washington D.C., 4-5 October	(USA)	<b>1999</b>



- 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**  
Library of Congress, Washington D.C., 14-15 December (USA) 2009
- 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**  
KNAW Congress Center, Amsterdam, 1-2 December (NL) 2015
- GL18 **Leveraging Diversity in Grey Literature**  
The New York Academy of Medicine, Forthcoming, 28-29 November (USA) 2016

**GL19 The Nineteenth International Conference on Grey Literature**  
Call for Tenders Now Open! All inquiries [conference@textrelease.com](mailto:conference@textrelease.com) 2017



## GL Conference Hosts 1993-2016

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

## GL Conference Sponsors 1993-2016

<b>British Library</b>	<b>United Kingdom</b>
<b>BIOSIS</b>	<b>United States</b>
<b>City of Amsterdam</b>	<b>Netherlands</b>
<b>City of Nancy</b>	<b>France</b>
<b>CRL</b>	<b>United States</b>
<b>DANS-KNAW</b>	<b>Netherlands</b>
<b>DTIC</b>	<b>United States</b>
<b>EAGLE</b>	<b>Luxembourg</b>
<b>EBSCO Publishing</b>	<b>United States</b>
<b>Elsevier</b>	<b>Netherlands</b>
<b>Endeavor Information Services</b>	<b>United States</b>
<b>EU Bookshop</b>	<b>Luxembourg</b>
<b>EU Cordis</b>	<b>Luxembourg</b>
<b>GESIS</b>	<b>Germany</b>
<b>ICSTI</b>	<b>France</b>
<b>Ila, Inc.</b>	<b>United States</b>
<b>ISTI-CNR</b>	<b>Italy</b>
<b>JST</b>	<b>Japan</b>
<b>KISTI</b>	<b>Korea</b>
<b>LLC</b>	<b>United States</b>
<b>NIS/IAEA</b>	<b>Austria</b>
<b>NTIS</b>	<b>United States</b>
<b>NLE</b>	<b>United States</b>
<b>NLM</b>	<b>United States</b>
<b>OSTI-DOE</b>	<b>United States</b>
<b>Springer Verlag</b>	<b>Germany</b>
<b>Swets</b>	<b>Netherlands</b>
<b>Swinburne University of Technology</b>	<b>Australia</b>
<b>Thomson Reuters</b>	<b>United States</b>
<b>University of Ljubljana</b>	<b>Slovenia</b>



## The Grey Journal, 2005-2016

International Journal on Grey Literature, ISSN 1574-1796

TGJ Volume 12, Special Winter Issue	2016	New Challenges and Opportunities Facing Repositories
TGJ Volume 12, Number 1, Spring	2016	Mining Textual and Non-Textual Data Sources
TGJ Volume 12, Number 2, Summer	2016	Convergence and Change in Grey Literature
TGJ Volume 11, Special Winter Issue	2015	The Value Grey Literature in Repositories
TGJ Volume 11, Number 1, Spring	2015	Raising Awareness to Grey Literature
TGJ Volume 11, Number 2, Summer	2015	Publishing, Licensing, and Open Access
TGJ Volume 11, Number 3, Autumn	2015	Topical and Technical Advances in Grey Literature
TGJ Volume 10, Number 1, Spring	2014	Sustaining Good Practices In Grey Literature
TGJ Volume 10, Number 2, Summer	2014	Research Communities And Data Sharing
TGJ Volume 10, Number 3, Autumn	2014	Weighing up Public Access to Grey Literature
TGJ Volume 9, Number 1, Spring	2013	Adapting New Technologies for Grey Literature
TGJ Volume 9, Number 2, Summer	2013	Tracking Grey Literature Across Disciplines
TGJ Volume 9, Number 3, Autumn	2013	Improving Grey Literature through Innovation
TGJ Volume 8, Number 1, Spring	2012	Social Networking and Grey Literature
TGJ Volume 8, Number 2, Summer	2012	Data Frontiers in Grey Literature
TGJ Volume 8, Number 3, Autumn	2012	Managing Change in Grey Literature
TGJ Volume 7, Number 1, Spring	2011	Transparency in Grey Literature
TGJ Volume 7, Number 2, Summer	2011	System Approaches to Grey Literature
TGJ Volume 7, Number 3, Autumn	2011	Research and Education in Grey Literature
TGJ Volume 6, Number 1, Spring	2010	Government Alliance to Grey Literature
TGJ Volume 6, Number 2, Summer	2010	Shared Strategies for Grey Literature
TGJ Volume 6, Number 3, Autumn	2010	Research on Grey Literature in Europe
TGJ Volume 5, Number 1, Spring	2009	Paperless Initiatives for Grey Literature
TGJ Volume 5, Number 2, Summer	2009	Archaeology and Grey Literature
TGJ Volume 5, Number 3, Autumn	2009	Trusted Grey Sources and Resources
TGJ Volume 4, Number 1, Spring	2008	Praxis and Theory in Grey Literature
TGJ Volume 4, Number 2, Summer	2008	Access to Grey in a Web Environment
TGJ Volume 4, Number 3, Autumn	2008	Making Grey more Visible
TGJ Volume 3, Number 1, Spring	2007	Grey Standards in Transition and Use
TGJ Volume 3, Number 2, Summer	2007	Academic and Scholarly Grey
TGJ Volume 3, Number 3, Autumn	2007	Mapping Grey Resources
TGJ Volume 2, Number 1, Spring	2006	Grey Matters for OAI
TGJ Volume 2, Number 2, Summer	2006	Collections on a Grey Scale
TGJ Volume 2, Number 3, Autumn	2006	Using Grey to Sustain Innovation
TGJ Volume 1, Number 1, Spring	2005	Publish Grey or Perish
TGJ Volume 1, Number 2, Summer	2005	Repositories - Home2Grey
TGJ Volume 1, Number 3, Autumn	2005	Grey Areas in Education

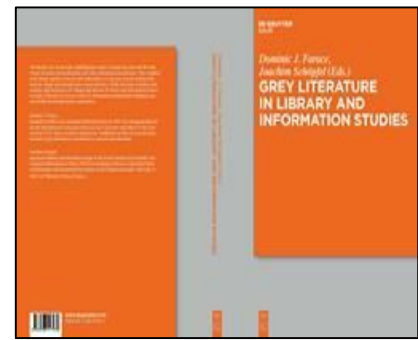
## Other Serial and Non-Serial Publications



**PRQ**



**ELIS**



**De Gruyter | Saur**

Publishing Research Quarterly - Spring Issues on Grey Literature, 2004-2007 - ISSN 1053-8801

Encyclopedia of Library and Information Sciences, 2009 (3rd Ed.) - ISBN 978-0-8493-9712-7

De Gruyter - Grey Literature in Library and Information Studies, 2010 - ISBN 978-3-598-11793-0

## Other GreyNet Publications

Conference Proceedings on Grey Literature, 2004 - 2016 ISSN 1386-2316

Conference Program Books on Grey Literature, 2003 - 2015 ISSN 1386-2308

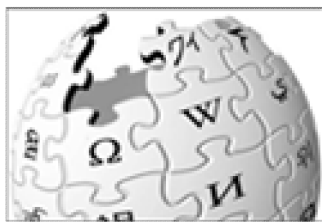
GreyNet Quarterly Newsletter, 2009 - 2016 ISSN 1877-6035

GreyWorks Summer Workshop Series, 2009 - 2015 ISSN 2211-1425

GreyForum Series, Onsite-Online Workshops 2013 - 2016 ISSN 2213-5735

11

## Social Media and Networking



GreyNet **LinkedIn** Group

<http://www.linkedin.com/groups/GreyNet-3718857>

GreyNet **Twitter** Social Blogging

<https://twitter.com/GreyLitNet>

**Netvibes** Dashboard Publishing

<http://www.netvibes.com/greynetinternational>

GreyNet **Listserv**

<http://greynet.org/greynethome/listserv.html>

GreyNet International **Facebook**

<https://www.facebook.com/greynetinternational>

GreyNet **RSS Feeds**

<http://www.textrelease.com/rss.xml>

**Wikipedia**

[http://en.wikipedia.org/wiki/Grey\\_Literature\\_Network\\_Service](http://en.wikipedia.org/wiki/Grey_Literature_Network_Service)

## GreyNet's Open Access Resources and Service Providers



Over 340 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. Since its re-launch in 2003, GreyNet maintains solely Non-Exclusive Rights Agreements with its author

base. In 2005, GreyNet organized together with INIST-CNRS the 7th International Conference on Grey Literature titled "Open Access to Grey Resources" and in the spring of 2006 issued a clarification on the 'Grey Road to Open Access' in which an alternative to the green and gold roads was suggested. 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 (formerly OpenSIGLE). 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. Since its re-launch, GreyNet has also sought to engage open dialogue and exchange with commercial publishers related to both publishing and research. Content originating within GreyNet's author base has been further published via journals, a licensed database, as well as in monograph form.



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.

12



GreyNet has 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. After 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 25 research datasets in the DANS. More on this project at [www.greynet.org/opengreyrepository/enhancedpublications.html](http://www.greynet.org/opengreyrepository/enhancedpublications.html).



The Repository and Guide 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.

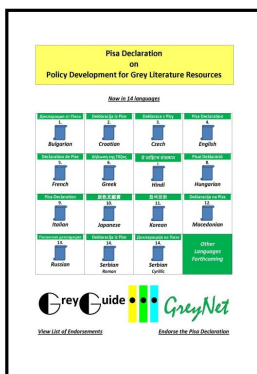
# The GreyGuide is GreyNet's Web Access Portal

## 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. In this way, the GreyGuide 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 online harvested. Now, alongside good practices in the GreyGuide, GreyNet's in-house collections of persons and in the field of grey literature, as well as projects, conference proposals, tables of contents, and other web-based resources in grey literature are now openly accessible via the GreyGuide. To date, the sub-collections include:

- GGP** Good Practices in Grey Literature
- GSI** GreySource Index
- BIO** Who is in Grey Literature
- GLA** Conference Proposals
- GLP** Conference Papers
- TGJ** The Grey Journal: Table of Contents
- RGL** Resources in Grey Literature (*Work in Progress*)

13



## 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 15 point roadmap, which serves as a guide for organizations involved in the production, publication, access and use of grey literature well

into this 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 translated into 19 languages: Armenian, Bulgarian, Croatian, Czech, Dutch, French, German, Greek, Hindi, Hungarian, Italian, Japanese, Korean, Macedonian, Russian, Serbian, 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 has compiled information resources and carried out research projects beneficial to the 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, 2003-2016

**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

**2014** Guide to Good Practices and Resources in Grey Literature – GreyGuide Web Access Portal

**2015** Leveraging Grey Literature – A Cumulative Case Study

**2016** Policy Development for Grey Literature Resources: Assessment of the Pisa Declaration  
(A work in progress)

14

## GreyNet Annual Award for Outstanding Achievement in Grey Literature

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.





## GreyNet Award Recipients 1999 - 2016

- 1999** Julia Gelfand, University of California Irvine, USA  
Awarded for her work as journal editor on grey literature
- 2000** Daniela Luzi, National Research Centre, Italy  
Awarded for her methodological approaches to grey literature
- 2004** Bertrum MacDonald, Dalhousie University, Canada  
Awarded for his study on the marine science community and grey literature
- 2005** Keith Jeffrey, CCLRC U.K. and Anne Asserson, University of Bergen, Norway  
Awarded for their work on CRIS systems for grey literature
- 2006** Marcus Banks, New York University School of Medicine, USA  
Awarded for his work on open access to grey literature
- 2007** Todd A. Chavez [et al.], University of South Florida, USA  
Awarded for his research on the Karst community and grey literature
- 2008** Anne Gentil-Beccot, CERN, Switzerland  
Awarded for her research on the physics community and grey literature
- 2009** Debbie Rabina, Pratt Institute's School of Information and Library Science, USA  
Awarded for her research on copyright licenses and legal deposit of grey literature
- 2010** Joachim Schöpfel, University of Lille, France  
Award presented for his extensive research and publications on grey literature
- 2010** Christiane Stock, Inist-CNRS, France  
Award presented for her work and publication on the OpenSIGLE Repository
- 2011** Bonnie C. Carroll and June Crowe, Information International Associates, Inc. USA  
Awards presented for their work on scientific data in grey literature and NGOs
- 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*
- 2016** Blane K. Dessy, Library of Congress, Washington DC, USA  
*Award to be presented in New York on November 27, 2016*

## 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. In recent 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 Meetings and Events

Invited Papers and Presentations on topics related to Grey Literature



### GreyWorks - Summer Workshop Series on Grey Literature ISSN 2211-1425

<b>Benchmarks and Forecasts on Grey Literature</b> , Washington DC, USA	May 5, 2009
<b>Benchmarks and Forecasts on Grey Literature</b> , Amsterdam, Netherlands	July 2, 2009
<b>Transparency Governs the Grey Landscape</b> , Washington DC, USA	Aug.10,2010
<b>Ten Strategies for Grey Literature</b> , Amsterdam, Netherlands	Sept.9, 2011
<b>Strategic Mapping of Grey Literature</b> , The Hague, Netherlands	Aug.31,2012
<b>Grey Boot Camp: Exposure to the Grey Landscape</b> , Washington DC, USA	July 25,2013
<b>Leveraging GL: A Training in Intelligent Resource Assessment</b> , DC USA	Aug.11,2015



### GreyForum - Onsite and Online Seminars and Workshops *"Where grey literature provides common ground for information professionals"* ISSN 2213-5735

<b>Grey Literature and Information Ethics</b> , St. Hilda's College, Oxford, UK	Jan. 31, 013
<b>Grey Literature and Information Rights</b> , KNVI Conference, NL	Nov.14,2013
<b>Grey Literature and Policy Development</b> , CNR Pisa, Italy	April 7, 2014
<b>Grey Literature and Digital Preservation</b> , Pinto Huis, Amsterdam, NL	Nov.30,2015
<b>Wikipedia for Grey Resources</b> , Library of Congress, Washington DC, USA	May 2, 2016

## GreyNet Statistics

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

*As of August 2016*

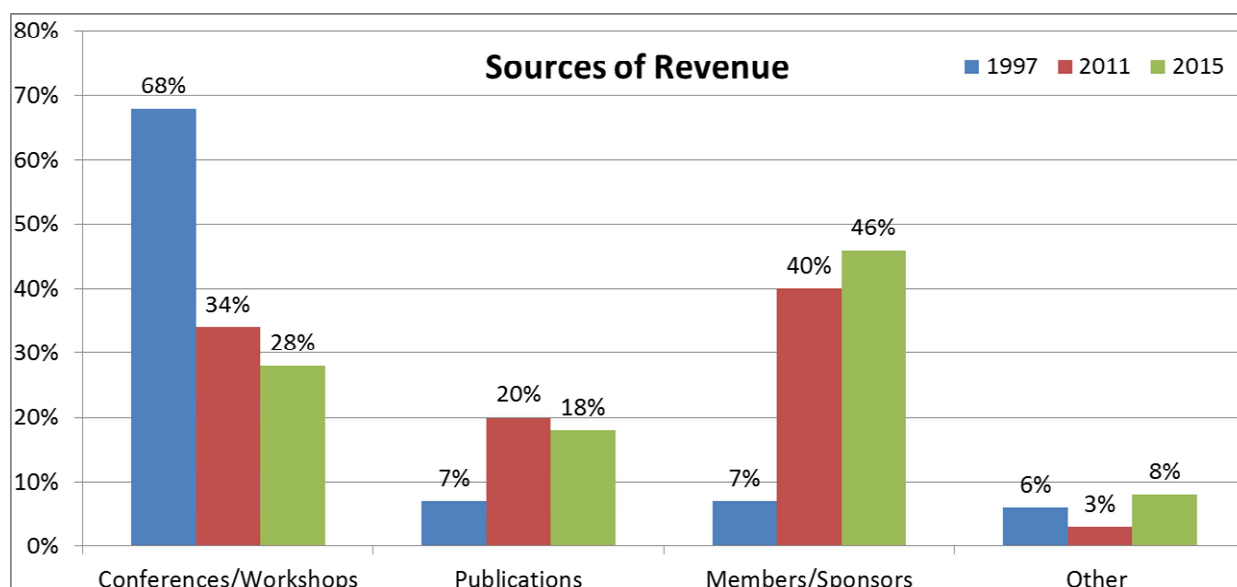


<b>10</b>	<b>GreyNet Associate Members and Corporate Authors</b>
<b>35</b>	<b>Countries with GreyNet affiliate contacts</b>
<b>175</b>	<b>Organizational contacts worldwide</b>
<b>350</b>	<b>Contributing authors/researchers</b>
<b>925</b>	<b>GreyNet Distribution List (e.g. Newsletter recipients)</b>
<b>175</b>	<b>GreyNet Listserv subscribers</b>
<b>680</b>	<b>GreyNet LinkedIn members</b>
<b>1208</b>	<b>GreyNet Twitter Followers</b>
<b>83</b>	<b>Facebook Friends</b>
<b>3372</b>	<b>Email correspondence in 2015</b>
<b>344</b>	<b>Full-text metadata records in the OpenGrey Repository</b>
<b>25</b>	<b>Research Datasets in the DANS Archive</b>
<b>270</b>	<b>Metadata records in the GreyGuide Repository</b>
<b>50441</b>	<b>Page views to GreyNet's website in 2015</b>
<b>18062</b>	<b>Page views to the TextRelease conference site in 2015</b>
<b>1749</b>	<b>TGJ full-text article downloads from the EBSCO LISTA-FT database in 2015</b>

## 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 2015, membership and sponsorship fees accounted for 46% of the revenues, conference and workshops fees accounted for 28%, and publication fees were 18%. Together, these three sources of revenue accounted for 92% of GreyNet's gross income. The remaining 8% of the income was acquired via textual editing and administrative services.

## GreyNet's Main Sources of Revenue



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.

18

## Gross Revenues averaged over the last 3 years € 41,152

2008	2009	2010	2011	2012	2013	2014	2015
€43,713	€46,304	€40,900	€41,164	€45,803	40,189	41,578	41,690

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.

Human Resources	Office Maintenance	Travel and Lodging	Conferencing and Publications
Full time Director	Office space	Hotels	Pouches
Freelance Technician	Utilities	Airfare	Badges
Accountant	Print/Publishing	Trains	Program books
Project Workers	Telecom	Auto rentals	Newsletters
Notary	Insurances	Taxis	Proceedings
Tax Consultant	Taxes	Gas	Journal
	Chamber of Commerce	Public transit	Websites
	Bank	Meals	Course Materials
	Credit cards		Promotional items
	Web services		
	Office supplies		

## 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, A near 25 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 1992-2016

*"A Near Quarter Century of Service to the International Grey Literature Community"*

2015 - 2016	2014 - 2013	2012 - 2011	2010 -2008	2007 - 2000	1999 - 1992
<b>2015</b>	<b>2014</b>	<b>2012</b>	<b>2010</b>	<b>2007</b>	<b>1999</b>
<b>GL17</b> Seventeenth International Conference on Grey Literature in the KNAW Amsterdam  <b>Pisa Declaration</b> Translated into 19 languages  <b>Special Winter</b> issue of TGJ on Repositories  <b>GreyWorks'15</b> <u>Leveraging Grey Literature</u> , Washington D.C.  <b>Facebook</b>  <b>RSS Feeds</b>  <b>4<sup>th</sup> GreyForum</b> <u>Digital Preservation</u> , Amsterdam, NL	<b>GL16</b> Sixteenth International Conference on Grey Literature in Washington D.C., Host FEDLINK/LC  New GreyNet <b>Infrastructure</b>  <b>3<sup>rd</sup> GreyForum</b> <u>Policy Development</u>  <b>Pisa Declaration</b>  <b>Twitter</b> and <b>Netvibes</b>  <b>GreyGuide</b> web access portal  <b>OpenAIRE</b> Portal to GreyNet's Collection of Conference Preprints in OpenGrey	<b>GL14</b> Fourteenth International Conference on Grey Literature in Rome, Italy with CNR as Host  <b>GreyWorks'12</b> Summer Workshop Series  GreyNet's <b>Twentieth Anniversary</b> 1992-2012  GreyNet's <b>International Directory</b> of Organizations in Grey Literature  GreyNet launches its Collection of research data in <b>DANS Archive</b>	<b>GL12</b> Twelfth International Conference on Grey Literature in Prague with NTK as Host  <b>Monograph</b> on Grey Literature published by De Gruyter Saur  <b>GreyWorks'10</b> Summer Workshop Series;  GreyNet's Retro.Collections 1993-1999 in OpenSIGLE  GreyNet launched <b>LinkedIn</b> Group  <b>2009</b> <b>GL11</b> - Eleventh International Conference on Grey Literature, Washington D.C. FEDLINK Host  <b>GreyWorks'09</b> relaunch of the Workshop Series Grey Literature;  First edition of GreyNet's <b>Newsletter</b>	<b>GL9</b> Ninth International Conference on Grey Literature in Antwerp with EWI as Host;  Grey Literature accredited <b>course</b> via UNO  OpenSIGLE – GreyNet Bilateral agreement  <b>2006</b> <b>GL8</b> Eighth International Conference on Grey Literature in New Orleans  <b>2005</b> <b>GL7</b> Seventh International Conference on Grey Literature in Nancy, France with INIST Host  The Grey Journal, <b>TGJ launched</b>  <b>2004</b> <b>GL6</b> Sixth International Conference on Grey Literature in New York with NYAM as Host;  First GreyNet <b>Award Dinner</b>  <b>2003</b> <b>GL5</b> Fifth International Conference on Grey Literature in Amsterdam;  <b>GreyNet's relaunch</b> by TextRelease  <b>2000</b> <b>GreyNet discontinued</b> by MCB University Press	<b>GL'99</b> Fourth International Conference on Grey Literature in Washington D.C. USA  <b>1998</b> GreyNet merged with MCB University Press  <b>1997</b> <b>GL'97</b> Third International Conference on Grey Literature in Luxembourg with the EC as Host  <b>1996</b> GreyWorks'96 Workshop on Grey Literature in College Park Maryland, USA  <b>1995</b> <b>GL'95</b> Second International Conference on Grey Literature in Washington D.C. at Catholic University of America  <b>1994</b> First volume of the Conference Proceedings published  <b>1993</b> <b>GL'93</b> First International Conference on Grey Literature in Amsterdam with EAGLE as Main Sponsor  <b>1992</b> <b>GreyNet established</b> under the auspices TransAtlantic <sup>DF</sup>
<b>2016</b>	<b>2013</b>	<b>2011</b>	<b>2008</b>		
<b>GL18</b> Eighteenth International Conference on Grey Literature at The New York Academy of Medicine, USA  <b>Pisa Declaration Assessment Study</b>  <b>5<sup>th</sup> GreyForum</b> <u>Wikipedia for Grey Resources</u> at LOC in D.C., USA  Agreement with <b>WorldWide Science Alliance</b>  <b>GL19</b> <b>Call for Tenders</b>	<b>GL15</b> Fifteenth International Conference on Grey Literature to be held in Bratislava, SR on 2-3 December  <b>1<sup>st</sup> GreyForum</b> <u>Information Ethics</u> held in Oxford, UK  <b>GreyWorks'13</b> In D.C. Summer Workshop Series  <b>Launch GreyGuide</b> Repository  <b>2<sup>nd</sup> GreyForum</b> <u>Information Rights</u> in Amsterdam, NL	<b>GL13</b> Thirteenth International Conference on Grey Literature in Washington D.C. with FLICC-FEDLINK as Host  <b>GreyWorks'11</b> Summer Workshop Series  <b>OAI7</b> Open Access Workshop in Geneva  <b>OpenGrey</b> platform succeeds OpenSIGLE  Online Password Protected Access to Serial Publications	<b>GL10</b> Tenth International Conference on Grey Literature in Amsterdam Science Park;  GreyNet 's Collections 2003-2007 via OpenSIGLE;  The Grey Journal, TGJ received a Dutch National <b>Award</b>		