GreyNet International Business Report

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 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.

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, December 2016
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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 No. NL1203.62.867.B01
Registered (NL):  
Amsterdam Chamber of Commerce N° 34188522
Registered (USA):  
DUNS N° 408545049

GreyNet was formerly powered by

TransAtlantic 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  
  Associate Member from 2005 - …
- **NYAM**, United States  
  Associate Member from 2005 - …
- **EBSCO Publishing**, United States  
  Associate Member from 2005 - …
- **NTK**, Czech Republic  
  Associate Member from 2010 - …
- **FEDLINK**, Library of Congress, United States  
  Associate Member from 2010 - …
- **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 - …

- **TIB**, 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:

- WorldWideScience.org (World Wide Science Alliance, 2016 - …)
- OpenAIRE (Open Access Infrastructure for Research in Europe, 2015 - …)
- Dans Data Archive (GreyNet Research Data entry and open access, 2012 - …)
- ICSTI (GreyNet Partnership, 2009 - …)
- Inist-CNRS (OpenGrey [formerly OpenSIGLE] Repository, 2007 - …)
- EBSCO/LISTA-FT (License Agreement for The Grey Journal, 2005- …)

Other Business Agreements

- 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)
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, education, and public awareness to grey literature.

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

<table>
<thead>
<tr>
<th>Income Sources</th>
<th>Open Sources</th>
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<tbody>
<tr>
<td><strong>MEM</strong></td>
<td><strong>GreyGuide Repository</strong></td>
</tr>
<tr>
<td>R&amp;D</td>
<td><strong>OpenGreyc Repository</strong></td>
</tr>
<tr>
<td>EDU</td>
<td><strong>OpenAIRE Repository</strong></td>
</tr>
</tbody>
</table>

1. R&D
2. PUB
3. Open Sources
4. EDU
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 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.

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  
KNAW Congress Center, Amsterdam, 1-2 December | (NL) 2015 |
| GL18 | Leveraging Diversity in Grey Literature  
The New York Academy of Medicine, New York, 28-29 November | (USA) 2016 |
| GL19 | Public Awareness and Access to Grey Literature  
National Research Council of Italy, CNR (Forthcoming, 23-24 October) | (IT) 2017 |
### GL Conference Hosts 1993-2016

<table>
<thead>
<tr>
<th>Institution</th>
<th>Country</th>
</tr>
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<tbody>
<tr>
<td>CNR Rome</td>
<td>Italy</td>
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<tr>
<td>CUA Washington D.C.</td>
<td>United States</td>
</tr>
<tr>
<td>CVTI SR Bratislava</td>
<td>Slovak Republic</td>
</tr>
<tr>
<td>EU CEC/DG XIII</td>
<td>Luxembourg</td>
</tr>
<tr>
<td>EWI Brussels</td>
<td>Belgium</td>
</tr>
<tr>
<td>FEDLINK, Library of Congress</td>
<td>United States</td>
</tr>
<tr>
<td>Inist-CNRS, Nancy</td>
<td>France</td>
</tr>
<tr>
<td>MCB University Press</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>NTK Prague</td>
<td>Czech Republic</td>
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<tr>
<td>New York Academy of Medicine</td>
<td>United States</td>
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### GL Conference Sponsors 1993-2016

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<tr>
<th>Institution</th>
<th>Country</th>
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<tbody>
<tr>
<td>British Library</td>
<td>United Kingdom</td>
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<tr>
<td>BIOSIS</td>
<td>United States</td>
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<tr>
<td>City of Amsterdam</td>
<td>Netherlands</td>
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<tr>
<td>City of Nancy</td>
<td>France</td>
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<tr>
<td>CRL</td>
<td>United States</td>
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<tr>
<td>DANS-KNAW</td>
<td>Netherlands</td>
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<tr>
<td>DTIC</td>
<td>United States</td>
</tr>
<tr>
<td>EAGLE</td>
<td>Luxembourg</td>
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<tr>
<td>EBSCO Publishing</td>
<td>United States</td>
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<tr>
<td>Elsevier</td>
<td>Netherlands</td>
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<tr>
<td>Endeavor Information Services</td>
<td>United States</td>
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<tr>
<td>EU Bookshop</td>
<td>Luxembourg</td>
</tr>
<tr>
<td>EU Cordis</td>
<td>Luxembourg</td>
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<tr>
<td>GESIS</td>
<td>Germany</td>
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<tr>
<td>ICSTI</td>
<td>France</td>
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<tr>
<td>Ila, Inc.</td>
<td>United States</td>
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<tr>
<td>ISTI-CNR</td>
<td>Italy</td>
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<tr>
<td>JST</td>
<td>Japan</td>
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<tr>
<td>KISTI</td>
<td>Korea</td>
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<tr>
<td>LLC</td>
<td>United States</td>
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<tr>
<td>NIS/IAEA</td>
<td>Austria</td>
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<tr>
<td>NTIS</td>
<td>United States</td>
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<tr>
<td>NLE</td>
<td>United States</td>
</tr>
<tr>
<td>NLM</td>
<td>United States</td>
</tr>
<tr>
<td>OSTI-DOE</td>
<td>United States</td>
</tr>
<tr>
<td>Springer Verlag</td>
<td>Germany</td>
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<tr>
<td>Swets</td>
<td>Netherlands</td>
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<tr>
<td>Swinburne University of Technology</td>
<td>Australia</td>
</tr>
<tr>
<td>Thomson Reuters</td>
<td>United States</td>
</tr>
<tr>
<td>TIB Hannover</td>
<td>Germany</td>
</tr>
<tr>
<td>University of Ljubljana</td>
<td>Slovenia</td>
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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 12, Number 3, Autumn 2016 Data Fuels and Validates 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


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 - 2016 - ISSN 1386-2308
GreyNet Quarterly Newsletter, 2009 - 2016 - ISSN 1877-6035
GreyWorks Summer Workshop Series, 2009 - 2016 - ISSN 2211-1425
GreyForum Series, Onsite-Online Workshops 2013 - 2016 - ISSN 2213-5735

Social Media and Networking

GreyNet LinkedIn Group http://www.linkedin.com/groups/GreyNet-3718857
GreyNet Twitter Social Blogging https://twitter.com/GreyLitNet
GreyNet Listserv http://greynet.org/greynet/home/listserv.html
GreyNet International Facebook https://www.facebook.com/greynetinternational
GreyNet RSS Feeds http://www.textrelease.com/rss.xml
GreyNet's Open Access Resources and Service Providers

Over 360 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 (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.

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 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.

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.

WorldWideScience.org is a global science gateway comprised of national and international scientific databases and portals among which now include the GreyGuide, OpenAIRE, and OpenGrey. WorldWideScience.org accelerates scientific discovery and progress by providing one-stop searching of databases from around the world (Architecture: What is under the Hood). Multilingual WorldWideScience.org provides real-time searching and translation of globally-dispersed multilingual scientific literature.
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, these 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)*

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 endorsed by 140 information professionals from renowned organizations worldwide and has now been translated into 20 languages: Armenian, 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 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
2015 Leveraging Grey Literature – A Cumulative Case Study
2016 Policy Development for Grey Literature Resources: Assessment of the Pisa Declaration

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.
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 Gentili-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  
Awarded 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  

Award presented in recognition for sustained support enabling research and development in the field of grey literature
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 Meetings and Events**
Invited Papers and Presentations on topics related to Grey Literature

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**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, Netherlands - July 2, 2009
- **Transparency Governs the Grey Landscape**, Washington DC, USA - Aug.10, 2010
- **Ten Strategies for Grey Literature**, Amsterdam, Netherlands - Sept.9, 2011
- **Leveraging Grey Resources: A Training Module …** Amsterdam, NL - Sept.21, 2016

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

*“Where grey literature provides common ground for information professionals”*

**ISSN 2213-5735**

- **Grey Literature and Policy Development**, CNR Pisa, Italy - April 7, 2014
- **Grey Literature and Digital Preservation**, Pinto Huis, Amsterdam, NL - Nov.30, 2015
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.

<table>
<thead>
<tr>
<th>Count</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>GreyNet Associate Members and Corporate Authors</td>
</tr>
<tr>
<td>40</td>
<td>Countries with GreyNet affiliate contacts</td>
</tr>
<tr>
<td>280</td>
<td>Organizational contacts worldwide</td>
</tr>
<tr>
<td>350</td>
<td>Contributing authors/researchers</td>
</tr>
<tr>
<td>925</td>
<td>GreyNet Distribution List (e.g. Newsletter recipients)</td>
</tr>
<tr>
<td>175</td>
<td>GreyNet Listserv subscribers</td>
</tr>
<tr>
<td>680</td>
<td>GreyNet LinkedIn members</td>
</tr>
<tr>
<td>1,208</td>
<td>GreyNet Twitter Followers</td>
</tr>
<tr>
<td>83</td>
<td>Facebook Friends</td>
</tr>
<tr>
<td>3,372</td>
<td>Email correspondence in 2015</td>
</tr>
<tr>
<td>360</td>
<td>Full-text metadata records in the OpenGrey Repository</td>
</tr>
<tr>
<td>25</td>
<td>Research Datasets in the DANS Archive</td>
</tr>
<tr>
<td>459</td>
<td>Metadata records in the GreyGuide Repository</td>
</tr>
<tr>
<td>233,756</td>
<td>Page views in the GreyGuide Repository</td>
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<tr>
<td>50,441</td>
<td>Page views to GreyNet’s website in 2015</td>
</tr>
<tr>
<td>18,062</td>
<td>Page views to the TextRelease conference site in 2015</td>
</tr>
<tr>
<td>1,749</td>
<td>TGJ full-text article downloads from the EBSCO LISTA-FT database in 2015</td>
</tr>
</tbody>
</table>

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.

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

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<tbody>
<tr>
<td>€43,713</td>
<td>€46,304</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></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 space</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>Accountant</td>
<td>Print/Publishing</td>
<td>Trains</td>
<td>Program books</td>
</tr>
<tr>
<td>Project Workers</td>
<td>Telecom</td>
<td>Auto rentals</td>
<td>Newsletters</td>
</tr>
<tr>
<td>Notary</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></td>
<td>Chamber of Commerce</td>
<td>Public transit</td>
<td>Websites</td>
</tr>
<tr>
<td></td>
<td>Bank</td>
<td>Meals</td>
<td>Course Materials</td>
</tr>
<tr>
<td></td>
<td>Credit cards</td>
<td></td>
<td>Promotional items</td>
</tr>
<tr>
<td></td>
<td>Web services</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Office Supplies &amp; Equipment</td>
<td></td>
<td></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, 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”

<table>
<thead>
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<tbody>
<tr>
<td>2016</td>
<td>Eighteenth</td>
<td>Fourteenth</td>
<td>Twelfth</td>
<td>Ninth</td>
<td>Fourth</td>
<td>GreyNet</td>
</tr>
<tr>
<td>International Conference on Grey Literature at The New York Academy of Medicine, USA</td>
<td>International Conference on Grey Literature in Washington D.C., Host FEDLINK/LC</td>
<td>International Conference on Grey Literature in Rome, Italy with CNR as Host</td>
<td>International Conference on Grey Literature in Prague with NTK as Host</td>
<td>International Conference on Grey Literature in Washington D.C. USA</td>
<td>Fourteenth International Conference on Grey Literature in Washington D.C. USA</td>
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</tr>
<tr>
<td>2015</td>
<td>GL15</td>
<td>GL13</td>
<td>GL10</td>
<td>GL5</td>
<td>GL7’97</td>
<td>GL7’96</td>
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<tr>
<td>Pisa Declaration Translated into 19 languages</td>
<td>New GreyNet Infrastructure</td>
<td>Summer Workshop Series</td>
<td>Monograph on Grey Literature published by De Gruyter</td>
<td>Saur</td>
<td>GreyNet merged with MCB University Press</td>
<td></td>
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<tr>
<td>2013</td>
<td>GL15</td>
<td>GL13</td>
<td>GL10</td>
<td>GL5</td>
<td>GL7’97</td>
<td>GL7’96</td>
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<tr>
<td>2012</td>
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<td>GL7’96</td>
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<tr>
<td>2011</td>
<td>GL15</td>
<td>GL13</td>
<td>GL10</td>
<td>GL5</td>
<td>GL7’97</td>
<td>GL7’96</td>
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<tr>
<td>2010</td>
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