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 information and publishing bureau specializing in the field of grey literature and networked information. GreyNet 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 accommodate further growth, enhance its existing resources, and rise to challenges required for innovation, GreyNet powered by TextRelease seeks to outsource the International Conference Series on Grey Literature. GreyNet will continue as corporate author to the serial publications published by TextRelease such as the GL Conference Proceedings, the Program Books, and The Grey Journal. Likewise, all partnerships, licensed agreements, collaborations with service providers, and contracts undertaken by TextRelease on behalf of GreyNet will remain in effect. The work by GreyNet’s Resource Policy Committee, Social Media Publishing Committee, and Education and Training Committee will likewise remain ongoing. GreyNet will further maintain representation on the Conference Program Committee.

This year’s edition of GreyNet’s Business Report incorporates alongside Uniform Resource Locators (URLs) a number of persistent identifiers (PIDs), namely ORCiD, ROR ID, DOI, OpenDOAR, and Crossref Funder ID. This will enable the reader to easily navigate to primary sources and resources linked to a given text. More on these and other developments are found in this wiki-like edition of the Business Report 2021.

Dominic Farace, Director
December 2021
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Leadership in the field Grey Literature

**Dominic Farace,**  
*Director 1992 - ...*

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

Dr. Dominic Farace is the Founder/Director of GreyNet International, Grey Literature Network Service, since 1992. In the above capacity, he is author, journal editor, guest lecturer, 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. NL001525626B80

**Registered (NL):**  
Amsterdam Chamber of Commerce No. 34188522

**Registered (USA):**  
DUNS No. 408545049

**GreyNet International**  
ISNI, International Standard Name Identifier 0000 0001 1508 0451

**GreyNet International**  
ROR ID, Research Organization Registry

**GreyNet was formerly powered by**

- **TransAtlantic**  

- **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 2021

TIB Hannover Germany
Associate Member 2017 - …

EBSCO Publishing, United States
Associate Member 2005 - …

ISTI-CNR, Italy
Crossref Funder ID
Associate Member 2012 - …

CVTISR, Slovak Republic
Associate Member 2012 - …

University of Florida, United States
Crossref Funder ID
Associate Member 2018 - …

KISTI, South Korea
Crossref Funder ID
Associate Member 2013 - …

NTK, Czech Republic
Associate Member 2010 - …

Nuclear Information Section, IAEA
Crossref Funder ID
Associate Member 2013 - …

NLM
National Library of Medicine
United States
https://www.nlm.nih.gov/
Associate Member 2021 - …
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 publications.

**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:

- **TIB AV-Portal**
  - German National Library for Science and Technology, 2018 - …
- **WorldWideScience.org**
  - World Wide Science Alliance, 2016 - …
- **OpenAIRE**
  - Open Access Infrastructure for Research in Europe, 2015 - …
- **ISTI-CNRI**
- **DANS Data Archive**
  - GreyNet Research Data entry and open access, 2012 - …
- **FedGrey Working Group, LoC**
  - FEDLINK-GreyNet Memorandum of Understanding, 2011 - …
- **ICSTI**
  - GreyNet Partnership, 2009 - …
- **Inist-CNRS**
- **EBSCO / LISTA-FT**
  - License Agreement for The Grey Journal, 2005- …

**Other Publishing Agreements**

- **CSA/PAIS Int.**
- **LISA Index**
- **SCOPUS / Elsevier**
In providing an infrastructure commensurate to its mission and core activities, GreyNet is supported by four working committees. The four chairpersons form the GreyNet’s Joint Chair, which meets annually. 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.
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**  
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 (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 (Italy) 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

GL2020  Applications of Grey Literature for Science and Society (Italy) 2020
National Research Council of Italy, 19 November

OBA Forum Amsterdam, Netherlands, Forthcoming 6-7 December (NL) 2021
### GL Conference Hosts 1993-2021

<table>
<thead>
<tr>
<th>Host</th>
<th>Country</th>
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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>CVTISR Bratislava</td>
<td>Slovak Republic</td>
</tr>
<tr>
<td>EU CEC/DG XII</td>
<td>Luxembourg</td>
</tr>
<tr>
<td>EWI Brussels</td>
<td>Belgium</td>
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<tr>
<td>FEDLINK, Library of Congress</td>
<td>United States</td>
</tr>
<tr>
<td>German National Library for Science and Technology</td>
<td>Germany</td>
</tr>
<tr>
<td>Inist-CNRS, Nancy</td>
<td>France</td>
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<tr>
<td>MCB University Press</td>
<td>United Kingdom</td>
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<tr>
<td>NTK, National Library of Technology</td>
<td>Czech Republic</td>
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<tr>
<td>NYAM, New York Academy of Medicine</td>
<td>United States</td>
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### GL Conference Sponsors 1993-2021

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Country</th>
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<tbody>
<tr>
<td>ACM Digital Library</td>
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<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>Deanet Media Company</td>
<td>Italy</td>
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<tr>
<td>DTIC</td>
<td>United States</td>
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<tr>
<td>EAGLE</td>
<td>Luxembourg</td>
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<tr>
<td>EBSCO Publishing</td>
<td>United States</td>
</tr>
<tr>
<td>EIPASS</td>
<td>European Informatics Passport</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>
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<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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<td>ISTI-CNRS</td>
<td>Italy</td>
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<td>JST</td>
<td>Japan</td>
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<td>KISTI</td>
<td>Korea</td>
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<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>
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<tr>
<td>NLM</td>
<td>United States</td>
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<tr>
<td>OSTI-DOE</td>
<td>United States</td>
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<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>
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<tr>
<td>Thomson Reuters</td>
<td>United States</td>
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<tr>
<td>TIB Hannover</td>
<td>Germany</td>
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<tr>
<td>University of Florida; George A. Smathers Libraries</td>
<td>United States</td>
</tr>
<tr>
<td>University of Ljubljana</td>
<td>Slovenia</td>
</tr>
<tr>
<td>UWM, University of Wisconsin, Madison</td>
<td>United States</td>
</tr>
<tr>
<td>Wiley</td>
<td>Italy</td>
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GreyNet’s Position on the information landscape is Redefined

The GreyGuide Repository and Portal to Good Practices and Resources in Grey Literature offers information professionals, practitioners and students shared common ground in the field of grey literature. In early 2014, GreyNet (content provider) reached agreement with ISTI-CNR (service provider) to embark on the GreyGuide Project. GreyNet collections and web content that were only accessible either via its website or allied conference site began migration to the GreyGuide Repository and Portal. This allowed for combined search, browse, and retrieval capability across collections - whereby standardized metadata and full-text can be harvested online. Alongside good practices in grey literature, GreyNet’s in-house collections of persons and organizations in the field of grey literature, as well as research projects, conference proposals, conference papers, and other resources in grey literature are now openly accessible via the GreyGuide.

GreyGuide Portal

GreyGuide Repository

997 Records as of September 10, 2021

- **BIO**: Who is in Grey Literature - 240 Metadata records with ORCiDs and ROR IDs
- **GLA**: Conference Abstracts/Proposals - 190 Metadata records
- **GLP**: Conference Papers - 443 Full-text metadata records with DOIs
- **RGL**: Resources in Grey Literature - 124 Multidisciplinary and multiple document types
In 2020 the GreyGuide Repository was registered in OpenDOAR, the Directory of Open Access Repositories.

Starting in 2020, the ROR ID (Research Organization Registry) was entered in the BIO metadata records.

In 2018, GreyNet became a minting service for DOIs (a unique, digital object identifier that is assigned to content, which provides a persistent link to its location on the Internet). The DOI field is included in the GLP and RGL Collections.

GreyNet's Open Access Resources and Service Providers

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 49 published research datasets and 17 accompanying Data Papers in DANS.

The TIB AV-Portal is a web-based platform for quality-tested scientific videos. TIB and GreyNet International have a Media Partnership. Video recordings of GreyNet International events are hosted on the AV-Portal. The GreyNet International logo will be shown on the publisher’s page in the AV-Portal and GreyNet International is acknowledged as publisher in the metadata of each video. Currently there are 77 published video presentations in GreyNet’s collection.

Over 375 full-text 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 with OpenAIRE has been reached with the GreyGuide and OpenGrey, whereby GreyNet’s Collections of Conference Preprints and published Conference Papers are now harvested and accessible in OpenAIRE via its Discovery services, which now accounts for 928 research outcomes.
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.

**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 150 information professionals from renowned organizations worldwide and has now been translated into 22 languages: Armenian, Arabic, Bulgarian, Croatian, Czech, Dutch, French, German, Greek, Hindi, Hungarian, Italian, Japanese, Korean, Macedonian, Russian, Serbian, Slovak, Spanish, Tagalog, Turkish, and Ukrainian.

**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 Bibilographic 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, 2003-2021**

2003-2004 A Review of Four Information Professionals Their Work and Impact on the Field of GL  
2004-2005 Citation Analysis and Grey Literature: Stakeholders in the Grey Circuit  
2004-2005 Grey Literature Survey 2004: Research project tracking developments in the field of GL  
2005-2006 Access to Grey Content: An Analysis of GL based on Citation and Survey Data  
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 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 Pešková, 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 research in the field of grey literature.

2017  Dobrica Savić, Nuclear Information Section; International Atomic Energy Agency, UN
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.

2019  Plato L. Smith, University of Florida, George A. Smathers Libraries, USA
Award for his work dealing with grey literature research data, its reuse, and preservation. As well as for his profound organizational support.

2020  Silvia Giannini, Institute of Information Science and Technologies, ISTI-CNR, Italy
Special recognition for her professional and decisive style of management of the Twenty-Second International Conference on Grey Literature during a year challenged by a pandemic

2021  Carlo Carlesi, Institute of Information Science and Technologies, ISTI-CNR, Italy
Ten years of service to the international grey literature community as technical developer and support of the GreyGuide – GreyNet's web-access Portal and Repository

2021  Jerry Frantzen, GreyNet International, Grey Literature Network Service, Netherlands
Twenty-five years of service to the international grey literature community as technical editor, project assistant, and the overall technical support of of GreyNet International
GreyNet Honorary Member Register

In 2017, the international Grey Literature Network Service celebrated 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, USA ✦ Herbert Gruttemeier, France ✦ Keith Jeffery, United Kingdom
⁕ June Crowe, USA ✦ Leonid Pavlov, Russia ✦ Janie Kaplan, USA ✦ Rosvita Vaska, Canada

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
Leveraging Grey Literature: A Training in Resource Assessment, DC, USA Aug.11,2015
Leveraging Grey Resources: A Training Module, UvA, Amsterdam, NL Sept.21,2016
Data Papers: An Open Access Tool for Citizen Science, OBA, Amsterdam, NL Aug.16, 2018
GreyNet’s Sustained mix of Income and Open Sources

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 2020, membership and sponsorship fees accounted for 75% of the revenues, conference and workshops fees accounted for 10%, and publication fees were 15%. Together, these three sources of revenue accounted for 100% of GreyNet’s gross income.
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. Another factor that explains the decrease in conference revenues are the reductions now offered to authors, students, and employees of host and partner organizations.

**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, publishing costs, etc.

**SWOT Analysis / Call for Tenders**

**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 30 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 both onsite and online, 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.