GreyNet International

Mid-Year Business Report 2014

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 relaunch, 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, and distributing grey literature. GreyNet's mission is dedicated to research, publication, open access, and education in the field of grey literature; and this requires now more than ever an infrastructure commensurate to its real potential.

In order to further expand and develop future capabilities for the Grey Literature Network Service, an infrastructure other than that of a sole proprietorship is essential. While TextRelease provided a basis for GreyNet's relaunch, 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. To this end, GreyNet has expanded its current infrastructure to include three new committees alongside the conference program committee. More on this and other developments are found in this Mid-Year Business Report.

Dominic Farace, Director
Amsterdam, September 2014

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Leadership in the field of Grey Literature

Dominic Farace,
Director 1992- …

Jerry Frantzen, B.A.
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, NL
Phone/Fax:	+31 (0) 20 3312420
Email:	info@textrelease.com
Legal Status:	Independent, Sole Proprietorship
Commercial Banking:	Rabobank Amsterdam Account N$^{o.}$ 3135.85.342
Credit Card Recipient:	Visa Card, MasterCard, and American Express
Tax Office (NL):	VAT N$^{o.}$ NL1203.62.867.B01
Registered (NL):	Amsterdam Chamber of Commerce N$^{o.}$ 34188522
Registered (USA):	DUNS N$^{o.}$ 408545049

GreyNet was formerly powered by

MCB/UP GreyNet	1998-2000, Amsterdam Chamber of Commerce No. 33229159
TransAtlantic ^{DF} GreyNet	1992-1998, Amsterdam Chamber of Commerce No. 229159

Partnerships and Agreements

Over the years, TextRelease has signed a number of agreements with other businesses and organizations in the advancement of its work in the field of grey literature. Among these include:

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…
Swets	TGJ Subscription Agent, 2005…
Emerald	Rights to former GreyNet content 1994-2000 via open access, 2009
De Gruyter/Saur	Monograph on Grey Literature, 2010…
GLISC	Steering Committee on Standards in Grey Literature, 2006…

GreyNet Associate Members and Corporate Authors 2014

GreyNet provides two levels of organizational membership - **Associate** as well as **Institutional**.
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-…

GreyNet Institutional Members 2014

Swinburne; Grey Literature Strategies, Australia	Institutional Member from 2013…
Information International Associates, USA	Institutional Member from 2014…

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 further processes the conference registrations, organizes a suited social program, facilitates hotel accommodations, and coordinates and implements a host 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, 1993-1999

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	**Weinberg Report 2000** Amsterdam RAI Congress Center	(NL),	**1993**
GL2	**Grey Exploitations in the 21st Century** Catholic University of America, Washington D.C.	(USA),	**1995**
GL3	**Perspectives on the Design and Transfer of STI** EU Jean Monnet Building, Luxembourg	(LUX),	**1997**
GL4	**New Frontiers in Grey Literature** Kellogg Conference Center, Washington D.C.	(USA),	**1999**

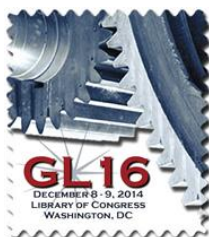## International Conference Series on Grey Literature, 2003-2014

GL5	**Grey Matters in the World of Networked Information**		
	KNAW Congress Center, Amsterdam	(NL),	**2003**
GL6	**Work on Grey in Progress**		
	NYAM Conference Center, New York	(USA),	**2004**
GL7	**Open Access to Grey Resources**		
	INIST-CNRS Congress Centre, Nancy	(FR),	**2005**
GL8	**Harnessing the Power of Grey**		
	UNO Conference Center, New Orleans	(USA),	**2006**

GL9	**Grey Foundations in Information Landscape**		
	Provincial House, Antwerp	(BE),	**2007**
GL10	**Designing the Grey Grid for Information Society**		
	Amsterdam Science Park,	(NL),	**2008**
GL11	**The Grey Mosaic, Piecing It All Together**		
	Library of Congress, Washington D.C.	(USA),	**2009**
GL12	**Transparency in Grey Literature, Grey Tech Approaches …**		
	National Technical Library, Prague	(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	(SR),	**2013**

Grey Literature Lobby, Engines and Requesters for Change

Library of Congress, Washington D.C., 8-9 December (USA),   **2014**
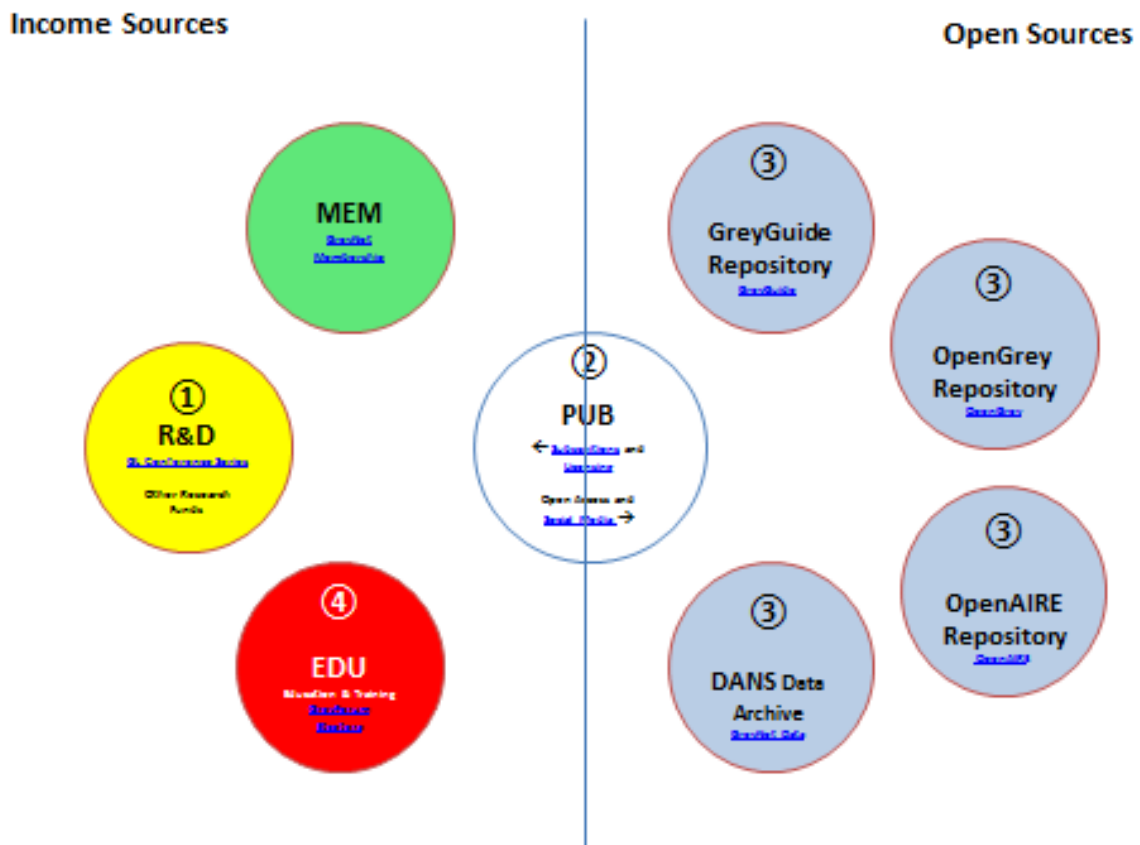
Conference Hosts* and Sponsors 1993-2014

British Library	United Kingdom
BIOSIS	United States
City of Amsterdam	Netherlands
City of Nancy	France
CNR Rome*	**Italy**
CRL	United States
CUA*	**United States**
CVTISR Bratislava*	**Slovak Republic**
DTIC	United States
EAGLE	Luxembourg
EBSCO Publishing	United States
Elsevier	Netherlands
Endeavor Information Services	United States
EU Bookshop	Luxembourg
EU CEC/DG XIII*	**Luxembourg**
EU Cordis	Luxembourg
EWI Brussels*	**Belgium**
FEDLINK, Library of Congress***	**United States**
GESIS	Germany
ICSTI	France
IIa, Inc.	United States
Inist-CNRS*	**France**
ISTI-CNR	Italy
JST	Japan
KISTI	Korea
LLC	United States
MCB University Press*	**United Kingdom**
NIS/IAEA	Austria
NTIS	United States
NLE	United States
NLM	United States
NTK Prague*	**Czech Republic**
NYAM*	**United States**
OSTI-DOE	United States
Springer Verlag	Germany
Swets	Netherlands
Thomson Reuters	United States
University of Ljubljana	Slovenia

GreyNet International, Towards a New Infrastructure in 2014

Research and Development	Publishing and Communication
GL16 Program Committee ①	**Community Management Committee** ②
Chair Blane Dessy, Library of Congress	*Chair* Joachim Schöpfel, University of Lille
International Conference Series on Grey Literature	*Serials, Non-Serials, and Social Media*
Open Access	**Education and Training**
Resource Policy Committee ③	**LIS Committee** ④
Chair Herbert Gruttemeier, INIST-CNRS	*Chair* Debbie Rabina, Pratt Institute
Repositories and Web-based Resources	*Library and Information Science*

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

GreyNet Corporate Authorship

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 seminars and workshops in this field of information science. This body of textual and non-textual content is then further compiled, edited, and published in a number of serial works.
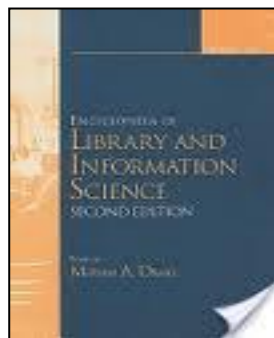
The Grey Journal, 2005-2014

International Journal on Grey Literature, ISSN 1574-1796

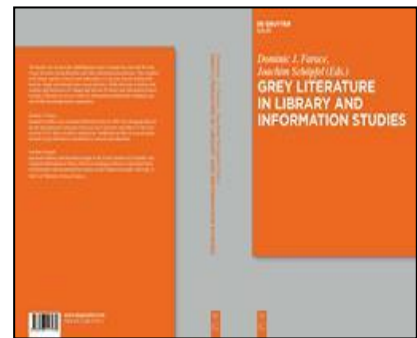|	
TGJ Volume 10, Number 1, Spring 2014	Sustaining Good Practices In Grey Literature
TGJ Volume 10, Number 2, Summer 2014	Research Communities And Data Sharing
TGJ Volume 10, Number 3, Autumn 2014	Weighing up Public Access to Grey Literature
TGJ Volume 9, Number 1, Spring 2013	Adapting New Technologies 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

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 Program Books on Grey Literature, 2003 - 2013	ISSN 1386-2308
Conference Proceedings on Grey Literature, 2004 - 2014	ISSN 1386-2316
GreyNet Quarterly Newsletter, 2009 -2014	ISSN 1877-6035
The GreyWorks Summer Workshop Series, 2009 - 2013	ISSN 2211-1425
The GreyForum Series, Onsite and Online Workshops 2013- 2014	ISSN 2213-5735

Social Media and Networking

LinkedIn	twitter	netvibes

GreyNet LinkedIn Group	http://www.linkedin.com/groups/GreyNet-3718857
GreyNet Social Blogging	https://twitter.com/GreyLitNet
Netvibes Dashboard Publishing	http://www.netvibes.com/greynetinternational GreyNet
Listserv	http://greynet.org/greynethome/listserv.html
Help Desk and Referral Line	http://www.greynet.org/greynethome/helpdesk.html

http://en.wikipedia.org/wiki/Grey Literature Network Service

Wikipedia

GreyNet's Open Access Resources

Over 300 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 relaunch 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 relaunch, 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 will soon be 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 records in the OpenGrey Repository. More on this project can be found on http://www.greynet.org/opengreyrepository/enhancedpublications.html.

Guide to Good Practices and Resources in Grey Literature

The Guide to Good Practice in Grey Literature offers information professionals, practitioners and students common ground for good practice in grey literature. The GreyGuide is an online forum and repository of good practice in the field of grey literature. The GreyGuide seeks to capture proposed as well as published practices dealing with the supply and demand sides of grey literature. This is a collaborative project involving GreyNet International and ISTI-CNR Pisa, Italy.

GreyGuide Repository and Web Access Portal

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 are as yet only accessible either via its website or allied conference site will now migrate to the GreyGuide Repository. In this way, the GreyGuide will function as GreyNet's web access portal. This will allow for combined search, browse, and retrieval capability - where standardized metadata and full-text can be online harvested. Soon, alongside good practices in the GreyGuide, GreyNet's in-house collections on persons and organizations in the field of grey literature, as well as projects and conference proposals will become accessible via the GreyGuide in 2014:

GreySource Index	GSI	http://www.greynet.org/greysourceindex.html
Conference Proposals	GL16	http://www.textrelease.com/gl16program.html
WHOIS in Grey Literature	BIO	http://www.textrelease.com/whois2014.html
Int. Directory of Organizations	IDGL	http://www.greynet.org/internationaldirectory.html
GreyForum Series	GFS	http://www.greynet.org/greyforumseries.html

The Pisa Declaration on Policy Development for Grey Literature Resources

In April of this year, information professionals from Europe's finest 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 for Grey Literature – 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. GreyNet's own commitment to the Pisa Declaration is led by the Research Policy Committee recently established to further coordinate GreyNet's collections in the OpenGrey Repository, the DANS Data Archive, and the recently launched GreyGuide Repository. You too can provide a significant contribution to this initiative by endorsing the Pisa Declaration, which will be ratified at the Library of Congress this December during a special session of the Sixteenth International Conference on Grey Literature. http://greyguide.isti.cnr.it//pisadecla/iscrivi.php

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, 2003-2014

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 – Web access portal

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 in the field of grey literature.

GreyNet Award Recipients 1999-2014

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   Christiane Stock, INIST-CNRS, France
        Award presented for her work and publication on the OpenSIGLE Repository

2010   Joachim Schöpfel, University of Lille, France
        Award presented for his extensive research and publications on grey literature

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

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. Examples of such initiatives include:

Workshops and Seminars
Introduction to Grey Literature, Supply and Demand Side Grey, Strategies and Future Trends

Distance Education Program 2007-2009
Undergraduate Accredited Course on Grey Literature via the University of New Orleans

Guest Lecture Series
Lectures on Grey Literature for Masters Students at the University of Amsterdam

Presentations at Meetings and Events
Invited Papers and Presentations on topics related to Grey Literature

Summer Workshop Series on Grey Literature

Benchmarks and Forecasts on Grey Literature, Amsterdam, Netherlands	**2009**
Transparency Governs the Grey Landscape, Washington DC, USA	**2010**
Ten Strategies for Grey Literature, Amsterdam, Netherlands	**2011**
Strategic Mapping of Grey Literature, The Hague, Netherlands	**2012**
Grey Boot Camp: Exposure to the Grey Landscape …, Washington DC, USA	**2013**

Onsite and Online Courses, Seminars, and Workshops

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

GreyForum 1.1
Grey Literature and Information Ethics, St. Hilda's College, Oxford, UK   **January 31, 2013**

GreyForum 2.1
Grey Literature and Information Rights, KNVI Conference, NL   **November 14, 2013**

GreyForum 3.1
Grey Literature and Policy Development, CNR Pisa, Italy   **April 7, 2014**

GreyForum 4.1
Managing Change in Grey Literature, GL16 Conference, Washington DC, USA **December 9, 2014**
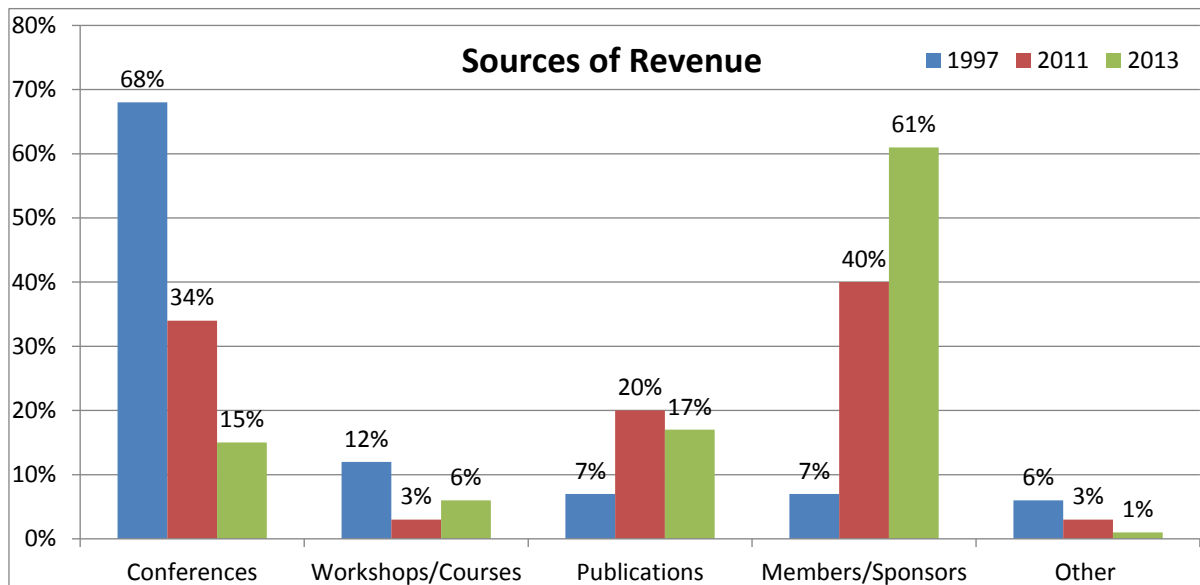
GreyNet Statistics

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

11	GreyNet Organizational Members
35	Countries with GreyNet affiliate contacts
175	Organizational contacts worldwide
350	Contributing authors/researchers
1400	GreyNet Distribution List and Newsletter recipients
175	GreyNet Listserv subscribers
530	GreyNet LinkedIn members
425	Twitter Followers
2700	Email correspondence in 2013
120	Conference Participants 2013 (*70 present; 50 in absentia*)
15	Conference Sponsors in 2013
300	Full-text metadata records in the OpenGrey Repository
20	Data records in the DANS Archive
90	Entries in the GreySource Index
44765	Page views to GreyNet's website in 2013
14790	Page views to the TextRelease conference site in 2013
1385	TGJ full-text downloads from the LISTA-FT database 2013

Financial Indicators

Since 2003, TextRelease via GreyNet has increased and diversified its sources of revenue. Where it initially was dependent almost solely on participant fees to the international conference series, TextRelease has since increased revenues issuing from membership fees, sponsorship fees, advertising, the sale of publications, journal licensing, royalties, as well as educational and training initiatives. In 2012, membership and sponsorship fees represented over 45% of the revenues, conference fees just over 30%, and publication fees just short of 20%. Together, these three sources of revenue account for nearly 95% of the gross income.

GreyNet's Main Sources of Revenue

Sources of Revenue

Legend: 1997 | 2011 | 2013

Category	1997	2011	2013
Conferences	68%	34%	15%
Workshops/Courses	12%	3%	6%
Publications	7%	20%	17%
Members/Sponsors	7%	40%	61%
Other	6%	3%	1%

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. And, 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 €42.385

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

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 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.).

Human Resources	Office Maintenance	Travel and Lodging	Conference Materials 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
	Insurances	Taxis	Proceedings
	Taxes	Gas	Journal
	Chamber of Commerce	Public transit	Websites
	Bank	Food	
	Credit cards	Promotional gifts	
	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, More than 20 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 analysis, 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 and enhance 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. 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, the current financial climate.

GreyNet Timeline 1992-2014

"Over Twenty Years serving the International Grey Literature Community"

2014 - 2013	2012 - 2011	2010 - 2008	2007 - 2000	1999 - 1992
2014	**2012**	**2010**	**2007**	**1999**
GL16 Sixteenth International Conference on Grey Literature in Washington D.C., Host FEDLINK/LC New GreyNet **Infrastructure** 3rd **GreyForum** Policy Development **Pisa Declaration** **Twitter** and **Netvibes** **GreyGuide** web access portal 4th **GreyForum** Managing Change in Grey Literature	**GL14** Fourteenth International Conference on Grey Literature in Rome, Italy with CNR as Host **GreyWorks'12** Summer Workshop Series GreyNet's **20th Anniversary** 1992-2012 GreyNet's **International Directory** of Organizations in Grey Literature	**GL12** Twelfth International Conference on Grey Literature in Prague with NTK as Host **Monograph** on Grey Literature published by De Gruyter|Saur **GreyWorks**'10 Summer Workshop Series; GreyNet's Retrospective Collections 1993-1999 in OpenSIGLE	**GL9** Ninth International Conference on Grey Literature in Antwerp with EWI as Host; Grey Literature accredited **course** via UNO OpenSIGLE – GreyNet Bilateral agreement	**GL'99** Fourth International Conference on Grey Literature in Washington D.C. USA
				1998
				GreyNet merged with MCB University Press
			2006	**1997**
2013	**2011**		**GL8** Eighth International Conference on Grey Literature in New Orleans	**GL'97** Third International Conference on Grey Literature in Luxembourg with the EC as Host
GL15 Fifteenth International Conference on Grey Literature to be held in Bratislava, SR on 2-3 December 1st **GreyForum** Information Ethics held in Oxford, UK GreyNet launches Collection of research data records in the **DANS Archive** **GreyWorks'13** In D.C. Summer Workshop Series **Launch GreyGuide** Repository 2nd **GreyForum** Information Rights in Amsterdam, NL	**GL13** Thirteenth International Conference on Grey Literature in Washington D.C. with FLICC-FEDLINK as Host **GreyWorks'11** Summer Workshop Series **OAI7** Open Access Workshop in Geneva **OpenGrey** platform succeeds OpenSIGLE Online Password Protected Access to Serial Publications GreyNet launched **LinkedIn** Group	**2009** **GL11** - Eleventh International Conference on Grey Literature in Washington with FLICC-FEDLINK as Host **GreyWorks**'09 relaunch of the Workshop Series Grey Literature; First edition of GreyNet's **Newsletter**	**2005** **GL7** Seventh International Conference on Grey Literature in Nancy, France with INIST Host The Grey Journal, **TGJ launched**	**1996** GreyWorks'96 Workshop on Grey Literature in College Park Maryland, USA
			2004	**1995**
		2008	**GL6** Sixth International Conference on Grey Literature in New York with NYAM as Host; First GreyNet **Award Dinner**	**GL'95** Second International Conference on Grey Literature in Washington D.C. at Catholic University of America
		GL10 Tenth International Conference on Grey Literature in Amsterdam Science Park; GreyNet 's Collections 2003-2007 accessible via OpenSIGLE; The Grey Journal, TGJ received a Dutch National **Award**	**2003**	**1994**
			GL5 Fifth International Conference on Grey Literature in Amsterdam; **GreyNet's relaunch** by TextRelease	First volume of the Conference Proceedings published
				1993
			2000	**GL'93** First International Conference on Grey Literature in Amsterdam with EAGLE as Main Sponsor
			GreyNet discontinued by MCB University Press	**1992**
				GreyNet established under TransAtlantic