1992 25 YEARS 2017

GreyNet International Business Report

TextRelease / Grey Literature Network Service

This business report is intended to provide a comprehensive, up to date overview of the workings of TextRelease and the International Grey Literature Network Service. TextRelease is an independent program and conference bureau specializing in the field of grey literature and networked information. GreyNet, Grey Literature Network Service, was founded in 1992 and re-launched in 2003 under the leadership and direction of TextRelease. Since its re-launch, it has developed into an international network capable of serving various sectors of government, academics, business and industry as well as subject based communities producing, processing, distributing, and preserving grey literature. GreyNet's mission is dedicated to research, publication, open access, education, and public awareness to grey literature, which requires now more than ever an infrastructure commensurate to its real potential.

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

GreyNet

www.textrelease.com   Grey Literature Network Service   www.greynet.org

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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 N^o. NL1203.62.867.B01
Registered (NL):	Amsterdam Chamber of Commerce N°. 34188522
Registered (USA):	DUNS N°. 408545049

GreyNet was formerly powered by

TransAtlantic^{DF} GreyNet   1992-1998, Amsterdam Chamber of Commerce No. 229159

MCB/UP GreyNet   1998-2000, Amsterdam Chamber of Commerce No. 33229159

Notice GreyNet is provided by TextRelease (DUNS Number 408545049), which is a private company based in Amsterdam. TextRelease is a sole proprietorship owned and operated by Dominic Farace. TextRelease has no agents or other signatories.

GreyNet Associate Members and Corporate Authors 2016

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 - …

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 - …
ISTI-CNR	GreyGuide Repository and Web Access Portal, 2013 - …
Dans Data Archive	GreyNet Research Data entry and open access, 2012 - …
FedGrey Working Group	FEDLINK-GreyNet Memorandum of Understanding, 2011 - …
ICSTI	GreyNet Partnership, 2009 - …
Inist-CNRS	OpenGrey [formerly OpenSIGLE] Repository, 2007 - …
EBSCO/LISTA-FT	License Agreement for The Grey Journal, 2005- ...

Other Business Agreements

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

GreyNet International - Infrastructure

Research and Development	Publishing and Communication
Research and Development Program Committee and Chair ① *International Conference Series on Grey Literature*	**Publishing and Communication** Community Management Committee and Chair ② *Serials, Non-Serials, and Social Media*
Open Access Resource Policy Committee and Chair ③ *Repositories and Web-based Resources*	**Education and Training** LIS Committee and Chair ④ *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, education, and public awareness to grey literature

GreyNet's Sustained mix of Income and Open Sources

TextRelease   **Products, Services, and Professional Activities**
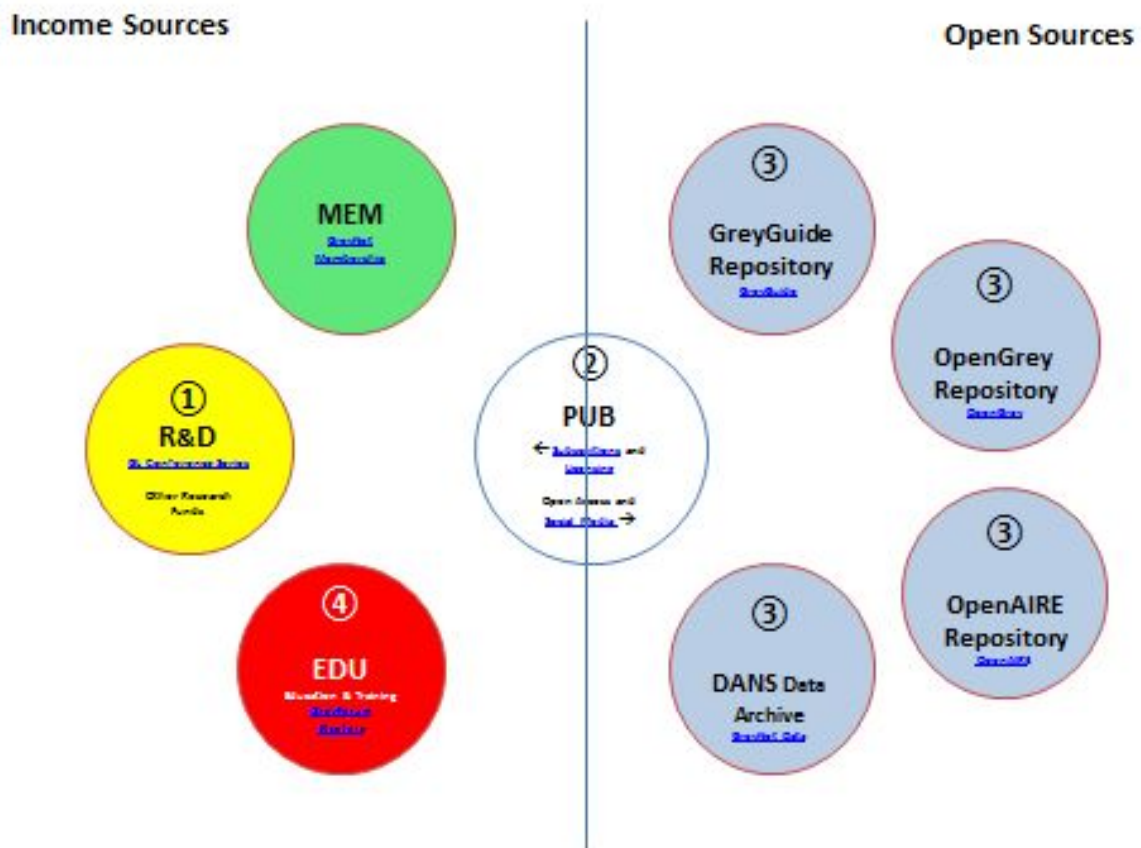
As Program and Conference Bureau, the main activities of TextRelease include the identification and negotiation with potential conference hosts for the annual conference venues and the identification and acquisition of conference sponsors and advertisers. The formation of Program Committees and Chairpersons 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, provides recommended hotels, coordinates and implements a number of web based and other promotional activities in order to raise conference participation. TextRelease is further responsible for the design, compilation, editing, and publication of conference materials and documents issuing from the Conference Series. Foremost among these are the conference site, newsletters, program books, and conference proceedings.

International Conference Series on Grey Literature, 1993-2016

The GL Conference Series began as a biannual event in the early '90s, however with its relaunch in 2003, the conference series became an annual event. The GL Conference Series maintains a transatlantic character alternating between Europe and North America. However, participants from recognized organizations worldwide actively sponsor and participate.
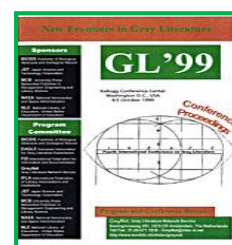
GL'93   **GL'95**   **GL'97**   **GL'99**

GL1 **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** 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

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

GL Conference Sponsors 1993-2016

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

The Grey Journal, 2005-2016

International Journal on Grey Literature, ISSN 1574-1796

TGJ Volume 12, Special Winter Issue	2016	New Challenges and Opportunities Facing Repositories
TGJ Volume 12, Number 1, Spring	2016	Mining Textual and Non-Textual Data Sources
TGJ Volume 12, Number 2, Summer	2016	Convergence and Change in Grey Literature
TGJ Volume 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
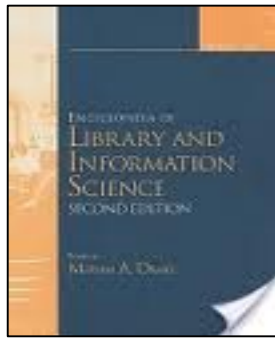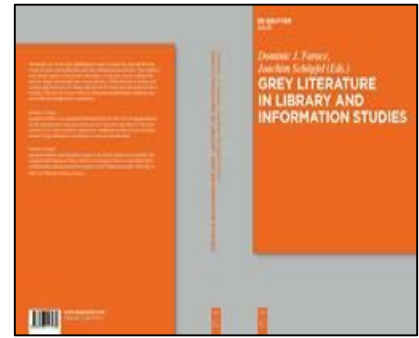
PRQ   **ELIS**   **De Gruyter | Saur**

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

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

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

Other GreyNet Publications

Conference Proceedings on Grey Literature,	2004 - 2016	ISSN 1386-2316
Conference Program Books on Grey Literature,	2003 - 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
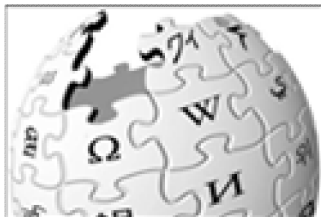
GreyNet LinkedIn Group	http://www.linkedin.com/groups/GreyNet-3718857
GreyNet Twitter Social Blogging	https://twitter.com/GreyLitNet
Netvibes Dashboard Publishing	http://www.netvibes.com/greynetinternational
GreyNet Listserv	http://greynet.org/greynethome/listserv.html
GreyNet International Facebook	https://www.facebook.com/greynetinternational
GreyNet RSS Feeds	http://www.textrelease.com/rss.xml
Wikipedia	http://en.wikipedia.org/wiki/Grey Literature Network Service

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)*
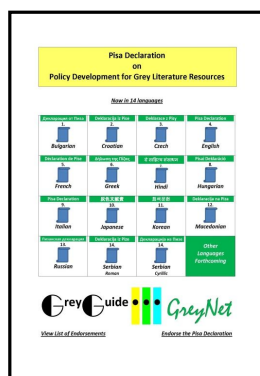
The Pisa Declaration on Policy Development for Grey Literature Resources

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

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

2015 Leveraging Grey Literature – A Cumulative Case Study

2016 Policy Development for Grey Literature Resources: Assessment of the Pisa Declaration

GreyNet Annual Award for Outstanding Achievement in Grey Literature

Since 1999, GreyNet has issued an award in recognition for an author(s) contribution to the field of grey literature. Nominations for the GreyNet Award are based on a number of criteria (1) Results from conference evaluation forms, (2) Publication of the authors' full-text paper in the official Conference Proceedings, (3) Selection and publication of the authors work as a journal article, thus exporting and distributing research results originating in the Conference Series, and (4) Prior history of the author and/or author's organization in the field of grey literature. The recipient may also be an information professional, whose significant contributions over the years has sustained the growth and development of GreyNet International.

GreyNet Award Recipients 1999 - 2016

1999   Julia Gelfand, University of California Irvine, USA
Awarded for her work as journal editor on grey literature

2000   Daniela Luzi, National Research Centre, Italy
Awarded for her methodological approaches to grey literature

2004   Bertrum MacDonald, Dalhousie University, Canada
Awarded for his study on the marine science community and grey literature

2005   Keith Jeffrey, CCLRC U.K. and Anne Asserson, University of Bergen, Norway
Awarded for their work on CRIS systems for grey literature

2006   Marcus Banks, New York University School of Medicine, USA
Awarded for his work on open access to grey literature

2007   Todd A. Chavez [et al.], University of South Florida, USA
Awarded for his research on the Karst community and grey literature

2008   Anne Gentil-Beccot, CERN, Switzerland
Awarded for her research on the physics community and grey literature

2009   Debbie Rabina, Pratt Institute's School of Information and Library Science, USA
Awarded for her research on copyright licenses and legal deposit of grey literature

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

2010   Christiane Stock, Inist-CNRS, France
Award presented for her work and publication on the OpenSIGLE Repository

2011   Bonnie C. Carroll and June Crowe, Information International Associates, Inc. USA
Awards presented for their work on scientific data in grey literature and NGOs

2012   Petra Pejšová, National Technical Library, Prague, Czech Republic
Award presented for her research and management skills in the field of grey literature

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

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

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

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

2016   Blane K. Dessy, Library of Congress, Washington D.C., USA
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

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
Strategic Mapping of Grey Literature, The Hague, Netherlands	Aug.31,2012
Grey Boot Camp: Exposure to the Grey Landscape, Washington DC, USA	July 25,2013
Leveraging Grey Literature: A Training in … Resource Assessment, DC, USA	Aug.11,2015
Leveraging Grey Resources: A Training Module … Amsterdam, NL	Sept.21,2016

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

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

GreyNet Statistics

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

As of November 2016

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

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
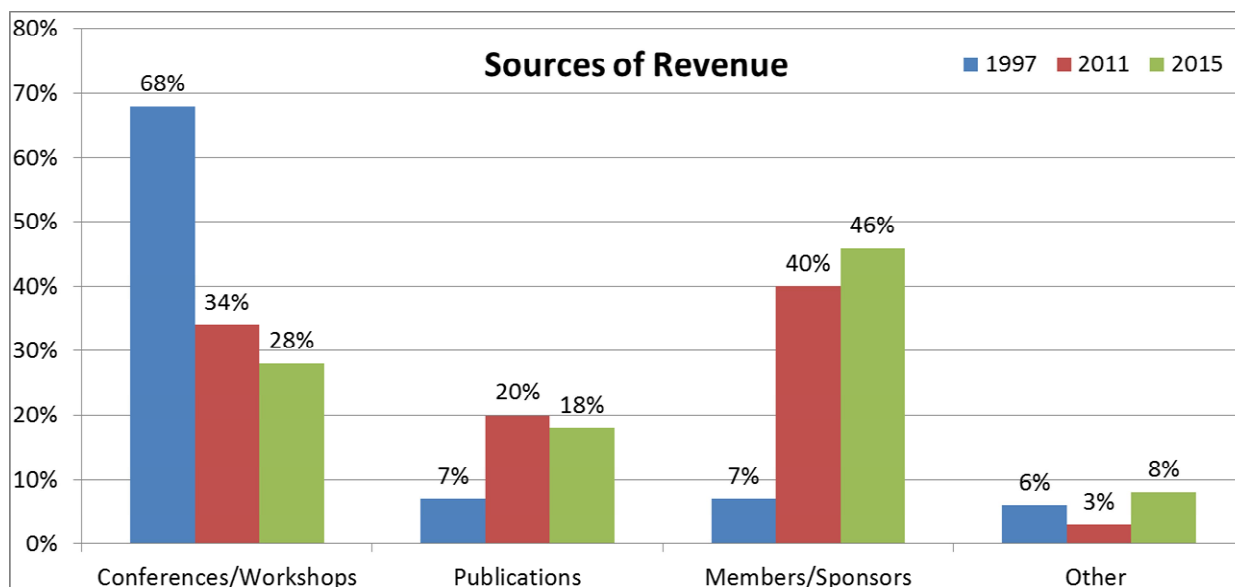
As seen in the chart above, revenues issuing directly from conference fees have considerably decreased over the years, while the number of conference participants has not. This can be accounted for by the fact that GreyNet has acquired more organizational members as well as conference sponsors. Their 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

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

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

Operating Costs

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

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

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"

2016 - 2015	2014 - 2013	2012 - 2011	2010 -2008	2007 - 2000	1999 -1992
2016	**2014**	**2012**	**2010**	**2007**	**1999**
GL18 Eighteenth International Conference on Grey Literature at The New York Academy of Medicine, USA **Pisa Declaration Assessment Study** **5th GreyForum** Wikipedia for Grey Resources at LOC in D.C., USA Agreement with **WorldWide Science Alliance** **GreyWorks'16** Leveraging Grey Resources, Amsterdam, NL	**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 **OpenAIRE** Portal to GreyNet's Collection of Conference Preprints in OpenGrey	**GL14** Fourteenth International Conference on Grey Literature in Rome, Italy with CNR as Host **GreyWorks'12** Summer Workshop Series GreyNet's **Twentieth Anniversary** 1992-2012 GreyNet's **International Directory** of Organizations in Grey Literature GreyNet launches its Collection of research data in **DANS Archive**	**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 Retro.Collections 1993-1999 in OpenSIGLE GreyNet launched **LinkedIn** Group	**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
				2006	**1998**
				GL8 Eighth International Conference on Grey Literature in New Orleans	GreyNet merged with MCB University Press
				2005	**1997**
				GL7 Seventh International Conference on Grey Literature in Nancy, France with INIST Host The Grey Journal, **TGJ launched**	**GL'97** Third International Conference on Grey Literature in Luxembourg with the EC as Host
			2009		**1996**
			GL11 - Eleventh International Conference on Grey Literature, Washington D.C. FEDLINK Host **GreyWorks**'09 relaunch of the Workshop Series Grey Literature; First edition of GreyNet's **Newsletter**		GreyWorks'96 Workshop on Grey Literature in College Park Maryland, USA
2015	**2013**	**2011**		**2004**	**1995**
GL17 Seventeenth International Conference on Grey Literature in the KNAW Amsterdam **Pisa Declaration** Translated into 19 languages **Special Winter** issue of TGJ on Repositories **GreyWorks'15** Leveraging Grey Literature, Washington D.C. **Facebook** **RSS Feeds** **4th GreyForum** Digital Preservation, Amsterdam, NL	**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 **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		**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
			2008	**2003**	**1994**
			GL10 Tenth International Conference on Grey Literature in Amsterdam Science Park; GreyNet 's Collections 2003-2007 via OpenSIGLE; The Grey Journal, TGJ received a Dutch National **Award**	**GL5** Fifth International Conference on Grey Literature in Amsterdam; **GreyNet's relaunch** by TextRelease	First volume of the Conference Proceedings published
					1993
					GL'93 First International Conference on Grey Literature in Amsterdam with EAGLE as Main Sponsor
				2000	**1992**
				GreyNet discontinued by MCB University Press	**GreyNet established** under the auspices of TransAtlanticDF