



The CHARLESTON REPORT

Business Insights into the Library Market

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Ithaka S+R Library Survey 2016: Key Findings on Library Strategy

Released on April 3, 2017, the following key findings are among many reported by Ithaka S+R based on results of its fall 2016 survey of deans and directors at four-year not-for-profit academic institutions.

- The positions for which respondents anticipate the most growth in the next five years include those related to instruction, instructional design, information literacy, and specialized faculty research support.
- Library leaders continue to report increased spending on e-resources, accompanied by decreased spending on print resources, and expect spending to continue in this direction. A large majority of respondents agreed that libraries must shift their collecting to include new material types.
- Library directors are increasingly recognizing that discovery does not and should not always happen in the library.
- Compared with the previous survey cycle in 2013, fewer library directors perceive that they are a part of their institution's senior academic leadership and that they share the same vision for the library with their direct supervisor.
- Only about 20% of respondents agreed that the budget allocations they receive from their institution demonstrates recognition of the value of the library.

Read the full report at <http://www.sr.ithaka.org/publications/us-library-survey-2016/>.

TCR Reports from the Field: Society for Scholarly Publishing – 39th Annual Meeting, May 31-June 2, 2017, Boston, MA

... Report by Judy Luther, *Informed Strategies*,
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SSP set a record at their 2017 Annual Meeting with more than 1,000+ onsite and remote participants who represent a wide range of experience and perspectives based on their roles with society and commercial publishers, aggregators, vendors, libraries and consulting. This variety contributed to rich conversations that took place following presentations in hallways, the exhibits, receptions, coffee shops and included online questions from those watching the broadcast videos. Both a publisher and a librarian observed that we are all dealing with the same issues leading to the view that there is a symbiotic relationship between librarians and publishers — a statement that resonates with me.

A variety of session formats provided increased occasions for engagement. A speed networking session on the first day facilitated connections, as did half hour breaks and evening receptions in the exhibit hall with almost 60 vendors. A new feature of 12 sponsored sessions provided a good way to learn more about specific products and services in small groups. Six preconference seminars allowed time for deep dives into operational topics and industry issues.

Keynotes Offered a Sobering View of Challenges

The program provided an opportunity to explore key factors disrupting scholarly publishing. The two opening keynotes did not shy away from topics that laid out the challenges facing research and higher education.

Dr. Paula Stephan, an economics scholar at Georgia State University and a research associate at the National Bureau of Economic Research, shared data highlighting the oversupply of PhDs and noted that those who work in industry publish less. She pointed out that public university budgets are being squeezed and revenue from international students is reaching its limits. Broad concerns for research include the lack of funding for basic science which serves as an economic engine and the current grant award system that inadvertently encourages less risky ideas. Of consequence to higher education is a proposed reduction in the indirect rate reducing compensation to universities receiving grants.

The next morning Jeffrey Mervis, a correspondent on science policy for *Science* by AAAS, provided perspective on the feeling that there is a war on science as he noted that NIH had received significant budget increases in prior years [\$2B increase on a \$30B base]. As he described the federal budget process, he suggested that an effective approach is to keep the message positive and look for allies to support the case rather than being incensed by news events.

Back by popular demand is the *Previews Session* of new and noteworthy products organized by David Myers who reviewed a large number of candidates and selected 16 who had five minutes each to present. The advantage for the audience is a quick overview of the breadth, scope and variety of innovation occurring throughout the market.

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TCR Reports from the Field: SSP — from page 1

The *Scholarly Kitchen Chefs* wrapped up the conference with brief comments on the changing roles of publishers, libraries, and research societies, as well as life in a post truth world. The subsequent dialog concluded with an acknowledgment of the desire for more diversity and for those new to the profession to be heard. Though the industry is in a state of change, a common thread throughout the sessions and at the end of the meeting was that where there is threat there is also opportunity.

Concurrent Sessions Revealed Changes

Thirty-six concurrent sessions were organized in six tracks: Technology, Product Strategy, Stakeholder Voices, Research & Scholarship, Practical Skills, Industry Challenges. It was often challenging to choose one session given the quality of the speakers and the popularity of sessions that resulted in standing room only. A common feeling was that there is so much to learn — user oriented methods for product development, applications of technology such as Artificial Intelligence, new models of publishing platforms, an expanded view of research including content formats, aligning content with organizational objectives, variations on business models, company acquisitions restructuring the industry — and the realization that some of these changes will reach a tipping point sooner than later.

Five sessions were live streamed for remote participants:

<https://www.sspnet.org/events/annual-meeting-2017/2017-schedule/>

- 1A – Using data to make better business decisions in scholarly communications
- 2B – Finding our voices: strategies for publisher outreach to the research community
- 3C – Future of content and its containers: assessing the impact on discoverability, user experience and revenue
- 4D – Leveraging technology to better solve the reproducibility crisis

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The Charleston Report is written for publishers, vendors, product developers, merchandisers, and wholesalers who are interested in expanding their library market. Readers will gain insights in effective marketing to libraries, early alerts to library trends, access to library leaders' future plans, library budget projections, library strategic plans, technology directions, and publications needs.

For comments and contributions, contact Rebecca Lenzini, <rlenzini@charlestonco.com>, Editorial Offices, 6180 East Warren Avenue, Denver, CO 80222. TEL: 303-282-9706, FAX: 303-282-9743, (c) Copyright 2017, The Charleston Co. All rights reserved. ISSN 1091-1863.

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- 5E – Who is faster — a pirate or a librarian? Sci-Hub, #icanhazPDF, alternative access methods and lessons for publishers and their customers

Other sessions of interest addressed the following topics:

- 1F – Development of “next gen” platforms that handle born digital research content in a variety of formats that are readable on mobile devices
- 2C – Preprint services growing rapidly — what are the implications for researchers and publishers
- 3F – Web annotations enabling universal discourse around scholarship
- 4F – Artificial intelligence on the rise — a promise finally fulfilled?
- 5A – Not all open content is fully discoverable — what can publishers and aggregators do?
- 6A – Improving access to scholarly resources from anywhere on any device

SSP Mentors the Next Generation

2017 saw the evolution of the six-year-old Travel Grant Awards into a *Fellowship Program* that involves engagement with SSP over the period of a year. Twelve fellows were selected from a pool of 70 applicants. These students and early career professionals included four international fellows whose travel costs were underwritten to attend the Annual Meeting. When asked about their experiences during the Annual Meeting, several observed that there are shared interests and a spirit of collaboration and cooperation across the wide variety of attendees with diverse backgrounds. <https://www.sspnet.org/careers/ssp-fellowship-program/>

This program has been so popular that an official *Mentoring Program* is being piloted this year with individuals of any age and career stage. Applicants are paired as part of an initial cohort for six months (June-November 2017). The program connects members of SSP for professional development, information exchange, networking, personal growth, and career advancement. Professionals at all career levels have an opportunity to develop new relationships, share experiences, and learn from others outside their organizations. <https://www.sspnet.org/careers/mentorship-program/>

Don't Miss This — Registration Open for the 2017 Charleston Conference!

Registration is now open for the **37th Annual Charleston Conference, November 6-10, 2017**, in Historic Downtown Charleston South Carolina. This year's theme is “What's Past is Prologue.” Don't miss this chance to connect with almost 2,000 leaders and colleagues in the publishing and library communities to shape strategy and prepare for the future. Be sure to register soon at <https://www.charlestonlibraryconference.com/conference-registration/>.

Reports from the 19th Fiesole Retreat, April 19-21, 2017, Lille, France

In April of this year, more than 75 thought leaders from across the globe gathered in France at the inspiring LILLIAD Learning Center Innovation on the campus of the Université de Lille Sciences et Technologies for the 19th Fiesole Retreat, dedicated as always to “thinking through the new world order” in scholarly publishing and collections. The Retreat Final Program and slides or full papers from most presentations are now available at http://www.casalini.it/retreat/retreat_2017.html.

Following are just a few excerpts from reports by retreat participants:

- **David Worlock**, “When Fiesole Comes to Lille,” posted May 19, 2017. Full report available at <http://www.davidworlock.com/2017/05/when-fiesole-comes-to-lille/>.

“As soon as I arrive at a Fiesole Retreat I wonder why other conferences do not have this feel. During the days of the Retreat this really does feel like peers explaining to peers how all this new digital stuff is working out in academic life... The opening session was named “*Linked (Open) data — Big Data*” and reminded me at once of why I really enjoy these meetings — whatever the questions raised there is a chance here to develop your own agenda and pursue it in discussion at breaks and lunches with people who are unlikely to share your background and the limitations of your experience. With experts from both the French and German national libraries on the roster we were bound to get differences of approach. What I found rather unexpected was the unanimity around the basic concepts of a data driven research world, and the underlying, central importance of text and data mining in sustaining that world.”

- **Ann Okerson**, Senior Advisor on Electronic Strategies, Center for Research Libraries, “The 19th Fiesole Retreat (Or, Eating My Way Through Chocolate Shops),” *Against the Grain*, June 2017, Back Talk. <aokerson@gmail.com>

“As the opening speaker on the first full day, I was tasked by convener **Laure Delrue** (Head of Collections, LILLIAD) to launch a discussion of collection development present and future by looking at our collection development past. Researching this talk and presenting it as the “*The Six Ages of Library Collection Development — in 25 minutes*” (credit to **Julian Barnes’s History of the world in 10 1/2 Chapters**) was fun! ... Even among the friends who meet in the Fiesole Retreat settings, it’s sometimes hard to remain objective! Some of the more provocative talks were by **Laurent Romary** (INRIA, France), who described the fully centralized repository system being developed for France (we in the U.S. are suspicious of large centralized systems); **Clifford Lynch** (CNI, USA), who highlighted the ways in which U.S. developments in scholarly publishing are evolving differently from European counterparts; and **Anna Lundén** (BIBSAM, Sweden) on the careful, complicated, and perhaps controversial crafting of national “offsetting deals for open access.”

Ed Note: These and other discussions will continue at the 20th Fiesole Retreat, April 23-25, 2018 in Barcelona, Spain. More details will be available in the fall. For more background on the Retreat Series, including its origins and goals, please enjoy the ATG PodCast on this topic at <https://www.podcastchart.com/podcasts/against-the-grain-the-podcast/episodes/atgthepodcast-024-reflections-on-the-2017-fiesole-collection-development-retreat>.

More Perspectives on Topics from the Lille Retreat

... by **Anthony Watkinson**, Principal Consultant, CIBER Research, <anthony.watkinson@btinternet.com>

“**What is Possible in a Centralised System?**” France has a national policy to enable their researchers to find and get immediate access on a national platform which holds international scholarly outputs — yes in English. This is ISTEEX — see <http://www.istex.fr/istex-excellence-initiative-of-scientific-and-technical-information/> — and it is a really optimistic scheme assuming total support from the big publishers. As part of the opening session convened by **Laure Delrue**, head of Collections at LILLIAD, top French technologist **Laurent Romary** (Inria – team ALMAnaCH) — “*How to Open Up? (Digital) Libraries at the Service of (Digital) Scholars*” — explained how they demand their own software under their control. French researchers are expected to rely on the oddly named GROBID (odd in French too), a bibliographical and citation mining tool of great superiority — <https://grobid.readthedocs.io/en/latest/GROBID.pdf>. There is also HAL, a national preprint archive, which automatically updates preprints as they are published. This was launched as long ago as 2000 and all the big French institutions have bought in to it — <https://hal.archives-ouvertes.fr/index.php?langue=en>.

“**Is Anything New in Library Business Models?**” Every conference has to look at the big picture and this one was no exception. The big presentation came from **Anna Lundén** (Head of Division National Coordination of Libraries, National Library of Sweden, Sweden) — “*Offsetting Deals for Open Access – Swedish Experiences*” — who gave us an uncompromising picture of how one national library acting as an opt-in consortium for the

whole academic sector might move from big deals to open access. Fortunately the details of what was said can be found in her slides at the Retreat Repository. Among the ideas put into practice are that all future agreements with publishers must have an open access component. What was particularly interesting was some thinking on how to get out of phase one (offsetting) to phase two (transformation). In the discussion **Lundén** suggested that the only answer to force “commercial” publishers to lower APCs could be massive cancellations — pulling the plug, in effect. She also considered that librarians should be ashamed at getting into the situation which maintained the Big Deal and consequent publisher profits. Not all were happy with this analysis.

“**Big Beasts Speak.**” One of the great advantages of Fiesole Retreats is the regular attendance of some “big beasts” of those speculating about the future of scholarly communication. **David Worlock’s** offering in his blog has already been cited. **Cliff Lynch** of CNI discussed three current interests, repositories (every country will have different expectations of where you can find an article), privacy (contracts governing library and publisher relations say nothing about personal data) and business models for monographs (again). **Michael Keller** of Stanford concluded. He wants more risk taking among libraries and more collaboration (for example as with his own brainchild CLOCKSS) to avoid too much responsibility in the hands of one institution. This latter point was an indirect challenge to the centralised state run approach of many of the Europeans present.

Libraries on the Move

Northwestern University Libraries and Indiana University Libraries have been awarded nearly \$1 million by IMLS (the U.S. Institute of Museum and Library Services) to enhance Avalon, their jointly developed open source audiovisual repository system, further improving the ability of archival institutions to manage and make accessible large digital collections of video and audio. Avalon was planned, designed, and built with support from prior grants from IMLS and the Andrew W. Mellon Foundation. Northwestern Libraries implemented Avalon two-and-a-half years ago as an AV Repository holding digital collections from fragile media that might otherwise be lost to time. At present, Avalon is fully implemented at five institutions — Northwestern University, Indiana University, University of Virginia, Washington University, University of Alberta, and Calvin College — with a number of other institutions are in various stages of implementation. Read more at <http://www.library.northwestern.edu/about/news/library-news/2017/imls-grant-award.html>.

Coming Soon

The Charleston Advisor's July 2017 (v.19, no.1) issue will be available soon and includes reviews of the following products and platforms.

- Academic OneFile (Gale)
- Cold War Intelligence: The Secret War between the U.S. and the USSR, 1945-1991 (Brill)
- Credo Online Reference Service (Credo Reference)
- Engineering Village (Elsevier)
- Érudit (Consortium Érudit, Université de Montréal)
- GOKb: Global Open Knowledgebase (N.C. State University Libraries)
- Iter: Gateway to the Middle Ages (University of Toronto)
- Learning Express Library (EBSCO)
- SciFinder (American Chemical Society, Chemical Abstracts Services)
- Teen Health and Wellness (Rosen Publishing)
- Trip Database (Trip Database Ltd.)
- World Factbook (U.S. Government Printing Office)

Full text of all *TCA* reviews is available for subscribers and on a PPV basis at IngentaConnect or from our homepage www.charlestonco.com. Be sure to check it out!



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