



The CHARLESTON REPORT

Business Insights into the Library Market

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Short Takes

Kudos has announced plans to develop and launch a new communications management system for researchers after securing a £2.2m investment in a round led by Mobeus Equity Partners. Launched in 2014, Kudos now serves over 250,000 researchers affiliated with over 10,000 universities and other research institutions in 190 countries. Researchers use Kudos' platform for managing communications around their research, generating trackable links for online and offline promotion; these enable communications to be directly mapped against performance metrics. Kudos thereby provides researchers, and their publishers and institutions, with a rich understanding of which channels and activities are most effective for broadening reach and impact. [Learn more at *www.growkudos.com*](http://www.growkudos.com).

Don't Miss This! Registration Now Open for Fiesole 2019

The Preliminary Program is now available for the 21st Fiesole Retreat, which will be held from April 3-5, 2019, in Fiesole, Italy. This year's theme is "Our Shared Open Future: Building from Tradition." This year's Preconference Session on April 3rd will focus on exciting new technologies and their applications. Our Full-Day Session on April 4th will be devoted to a multi-dimensional discussion of Open Strategies, including the important movements of Open Science, Plan S, and Open Scholarship. Our Final Half-Day Session on April 5th will examine the Academic Monograph and its place in the emerging environment. Be sure to check out the Preliminary Program and all [Registration and Hotel information at *http://www.casalini.it/retreat/retreat_2019.asp*](http://www.casalini.it/retreat/retreat_2019.asp).

2018 Charleston Library Conference: Oh, Wind, if Winter comes, can Spring be far behind?

... Reported by Leah Hinds, Executive Director of the Charleston Conference, Charleston Information Group, LLC, <leah@charlestonlibraryconference.com>

The 2018 Charleston Library Conference was held from Monday, November 5, through Friday, November 9. Preconferences and Seminars were held prior to the conference, on Monday and Tuesday, November 5 and 6. **The Charleston Seminars** are in-depth workshops that are offered either before or after the main Charleston Conference. This year's seminars were Acquisitions Bootcamp, presented in partnership with UNC School of Library and Information Science, and Marketing to Libraries. A total of 8 preconferences were presented over the two days on topics such as the user experience, data curation, vendor-library relationships, OERs, and more.

Our attendance remained strong, with roughly 50% librarians, 23% vendors, 18% publishers, and 9% consultants, students, and others. These statistics were taken from the self-reported "Attendee Type" category on the conference registration form.

The main conference consisted of 7 plenary presentations, 162 concurrent sessions and lively lunches, 18 neapolitan sessions, and 47 poster and virtual poster sessions. Major themes of the meeting included data visualization, analysis and assessment of collections and library users, demand-driven acquisition, the future of print collections, and open access publishing.

The conference was opened by a keynote presentation from Annette Thomas, Chief Executive Officer, Scientific & Academic Research, Clarivate Analytics, titled "The Future of Research Information: Open, Connected, Seamless," in which she discussed the opportunities, challenges, and pitfalls of this golden age of research, and about embracing the original principles that made the web itself such a powerful force.

Other plenary presentations on Wednesday included a short talk from T. Scott Plutchak on the Open Scholarship Initiative, and a panel discussion on "Mining Data for Effective Decision-making" featuring Ann Michael of DeltaThink, Ivy Anderson of the CDL (California Digital Library), and Gwen Evans of OhioLink.

Thursday morning was opened by keynote plenary speaker Ruth Okediji, from Harvard Law School, whose presentation was titled "Navigating Access to Knowledge: Copyright, Fake News, Fair Use, and Libraries." Thursday afternoon featured the Charleston Premiers: Five Minute Previews of the New and Noteworthy. This session features short lightning round style presentations of new companies and products of interest to the Charleston community. Audience voting at the end determined the following winners:

Best Design: The HistoryMakers (<http://www.thehistorymakers.org/>)

Highest Impact: The HistoryMakers

Most Innovative: PageMajik (<https://www.pagemajik.com/>)

On Friday morning, the Long Arm of the Law session was back again for another musical number, including Ann Okerson of CRL, Bill Hannay of Schiff Hardin LLP, and Kenneth Crews of Gipson Hoffman & Pancione, discussing current legal issues affecting libraries and the information industry. The week

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Charleston 2018 Takeaways

... *By Heather Staines, Director Business Development, Hypothesis, <heather.staines@gmail.com>*

The Charleston Conference is my longest running conference, and I never hesitate to talk it up or tell anyone who will listen how much I look forward to it all year. That said, it certainly isn't my easiest conference. I typically run myself ragged — as do so many others I know. There's something about the gathering that inspires us to participate and commit ourselves at nearly unsustainable levels. **My key takeaways focus on the events where I spent the majority of my time.**

Trendlab — Last year, we held the inaugural gathering of a **workshop modeled on the International STM Association's Futurelab** to try to identify key themes that would affect the scholarly communication ecosystem in the next several years. This year, Lisa Hinchliffe of the University of Illinois Urbana-Champaign took the reins and organized a more tightly focused session around topics such as Artificial Intelligence, Privacy, and Content, on which attendees had voted ahead of time. We were asked to look at the speed of the trend, its impacts, and its desirability, during two hours of lively discussion — and attendees still didn't feel that it was long enough. I joined the Content table and facilitated two sessions that included a mix of librarians, publishers, library-publishers, and vendors.

Katina described what she was seeing in the space as a **"Hurricane of Information"** with attendees looking for **"light posts in the storm."** The key Content themes we distilled and which I detailed in the Trendspotting report-back session later in the week, included questions about when articles and chapters became the more generic "content." Was it when

librarians stopped being able to "control" the content, moving from gatekeeper to guide? We spoke of the **importance of digital preservation**, for scholarly content and things we generate every day, like family photos. How does content "want" to be preserved? We talked about **content in the Humanities**, in particular how to enrich and deliver multimedia and data as well as how to best integrate it into new objects. How should such new content types be measured? Also of note, the importance of discovery services which are not designed for data. What is the best way to train users in data literacy? In a field like archeology, how does a reader understand what they are looking at? Another discussion focused on metadata, particularly for non-traditional publishers.

Pre-Conferences — The Society for Scholarly Publishing continued a recent tradition of co-sponsoring a pre-conference session on Tuesday morning. A small band of organizers, including several librarians, settled on a session called **All About the User Experience: Researcher Perspectives on Access, Privacy, and Security in Scholarly Communications**. A group of about forty, with librarians, publishers and vendors, heard from researchers and librarians. Speakers included Lisa Hinchliffe, who set the stage. Researcher participants were Briana McGinnis from the Political Science Department at the College of Charleston and Suparna Qanungo from the College of Nursing at the Medical University of South Carolina. Librarian participants were Harish Maringanti from the

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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 2018, The Charleston Co. All rights reserved. ISSN 1091-1863.

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Wilfrid Swensen Blunt

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August 17

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Question:

What poet described T.S. Eliot's "The Waste Land" as "some of mystical plumbing?"

ANSWER *

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FEATURED POEM

Love Is Best

by Wilfrid Swensen Blunt (1840-1922)

DAYS IN MOST

Ditch all things for Love's sake, show love in deed,
Of Fate ask nothing, rather to your deeds
Refuse it for its niggard ways unless,
And trust to Love to attend you in your needs.
Remember in the clouds of the new years
Only what Love has given. This shall be
Daily your deity, a safeguard from year's tears,
Outwitting change and Time's incantation.

— Knock loudly at Love's door. He is awake.

[Click here for complete poem](#)

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University of Utah and Rich Wegner from MIT Libraries. Jean Shipman of Elsevier moderated the panel.

Discussions were lively and ranged from workflow challenges, tools, education and training, and more. The researchers shared their perspectives and things they most wanted their librarians to know. Librarians talked about how they balance access and privacy for multiple constituencies on campus. Attendees then did deep dives into these issues in small groups. Feedback was extremely positive. **One key takeaway:** Let's try to get more researchers involved in the conference next year. So many of us are here to make their work easier, more efficient, and more widely discoverable. Hearing from them directly was meaningful.

Vendor Showcase — For a second year, I was very impressed with the massive vendor showcase now (mostly) in one room at the Gaillard Center. Being able to look out over the **wide array of publishers and vendors** hints at the complexity surrounding scholarly communications today. With wider aisles, the event is much easier to navigate than in days of yore, but still I failed to allow enough time to get to every table that I wanted to visit. I neglected to take into consideration the time I'd need to spend catching up with former colleagues and with so many great industry friends. I'll be better prepared next year — maybe with a disguise so I can move more quickly and stealthily to get to the swag!

Session Topics and General Buzz — I reviewed the online program ahead of time — and again in preparation for gathering these thoughts. I enjoy the ease of using Sched to search for sessions, speakers, and locations. I'm curious to find out how the room distribution based on attendee interest worked out. I know I didn't end up in any standing room only sessions, so that's a good sign. There were a **number of topical clusters around open**, particularly Open Educational Resources (Affordable Textbooks), but also open access, open data, open research, open education, and open source. Attendees with an interest in this trend had lots of choices. **Data was another popular topic:** open data, data preservation, data management, and the use of standards and identifiers in data. I was also excited to find presentations on Makerspaces and Virtual Reality, two areas I'm keen to watch. I also heard much positive feedback on the Fast Pitch Competition.

Takeaways from one Conference Session I was Connected with Personally — **"A Joint Roadmap for Open Science/Scholarly Tools: Collaborating to Support Open Infrastructure"** — This "lively discussion" slot, in a longer session that used to be branded as a Lively Lunch, gave speakers and attendees ample time to talk about a growing interest around **open source tools and infrastructure**. Speakers included Dan Whaley of Hypothesis (who is also my boss), Lisa Hinchliffe of the University of Illinois Urbana-Champaign, Alison McGonagle-



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O'Connell from the Collaborative Knowledge Foundation (Coko), Travis Rich from the Knowledge Futures Group at MIT, and Michael D. Roy from Middlebury College, who joined via Skype (Kudos to the tech folks at the Francis Marion for their attention to detail!).

Together, we spoke about the importance of **common infrastructure**, particularly community owned and guided. Dan provided background about the creation of the Joint Roadmap for Open Science — now Scholarly — Tools, by a group of like-minded non-profit and open source ventures who want to work together to support researchers and research. Also mentioned, Invest in Open, a collection of funders, including SPARC, OPERAS, and Open Research Funders Group, which also supports these goals. We discussed the 2-1/2% initiative, which suggests that libraries invest a percentage of their budget to support commonly used tools and infrastructure. Lisa spoke from the researcher perspective, re-centering us on the users, their practices, needs, preferences, and beliefs. Alison updated us on the efforts of Coko, working with publishers and research institutions to create modular and interoperable tools for publishing books and journals. Travis explained key KFG projects, including PubPub, Underlay, Prior Art Initiative, and the Mellon-funded Ecosystem Map. Given the number of questions and enthusiasm in the room, my takeaway is a definite interest in exploring community-owned infrastructure further, to prevent vendor lock in, but also to harness the great energy that can be contributed back to infrastructure improvement.

Until 2019! — Another successful Charleston in the books. Each year seems more invigorating than the last — and I'm still a relative newbie at around a dozen meetings. The recover time does seem to stretch a bit longer. I love to meet new attendees each year and to see the new businesses that line the busy streets. **There is no shortage of exciting ideas that we can explore.** See you next year!

Charleston Library Conference — from page 1

was capped off by a Closing Session and “Poll-A-Palooza” on Friday afternoon featuring a poll session hosted by Erin Gallagher of Reed College, a closing summary from Stephen Rhind-Tutt of Fairfax House Group, and a preview of things to come in 2019 from Barbara Meyers Ford of Meyers Consulting Services and Anthony Watkinson of CIBER Research.

For more detailed reports on the plenaries and other conference sessions, see the Charleston Conference Blog, written by Donald Hawkins, at <https://www.against-the-grain.com/tag/chsconfblog/>. The full schedule with session titles and descriptions, speaker listing, and sponsor listing is available at <https://2018charlestonconference.sched.com/>. Videos of all plenary sessions and Neapolitan sessions, along with select concurrent and lively discussions, are being uploaded to the conferences YouTube channel at <https://www.youtube.com/user/CharlestonConference>. Subscribe for updates and notifications as new content is made available.

The 2019 Conference will be held November 4-8. We hope to see you there!

Notable and Quotable: Favorite Charleston Quotes

... a sampling of interesting statements noted by Conference Founder Katina Strauch during this year's Charleston Conference

“Data belongs to the person that created it.” • “The reward system is in the hands of the faculty.” • “Short books are done by people with tenure.” • “Short articles/books are like a contemporary encyclopedia.” • “Short books are getting steam in the trade.” • “We need to rethink how we communicate.” • “What’s wrong with being commercial?” • “If we can do something with technology should we do it?” • “Books are coming back.” • “Hybrid models are coming to an end for books and journals.” • “Who owns usage data.” • “Young researchers are more shifted to OA.” • “Copyright law should be an instrument of education.” • “Libraries are the great leveler.” • “Most of the world’s population can’t access the Internet.” • “Affordability is not the strategy of choice anymore.” • “Paper is not going away.” • “How about a flat price per publisher?” • “Community colleges like OER.”

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