



# The CHARLESTON REPORT

## *Business Insights into the Library Market*

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### Don't Miss This!

*The Charleston Advisor's* October 2020 issue (v.22, no.2) is now available in print and online at [www.charlestonco.com](http://www.charlestonco.com). Included in the current issue are the following reviews:

- Academic Video Online (AVON) (Alexander Street/ProQuest)
- American Archive of Public Broadcasting (Library of Congress/WGBH Educational Foundation)
- American Sermons (Readex/Newsbank)
- Calgary Herald Newspaper Archive (ProQuest)
- Catholic News Archive (Catholic Resources Research Alliance / CRRA)
- CINAHL Complete (EBSCO Information Services)
- Discography of American Historical Recordings (UC Santa Barbara Library)
- Human Kinetics Library (Bloomsbury Publishing Plc)
- Nineteenth Century Literary Society (Adam Matthew Digital)
- ProQuest Coronavirus Research Database (ProQuest)
- Public Health: Global Origins of Modern Health Policy and Management 1957-1995 (Readex/Newsbank)
- RetroNews (BnF-Partenariats/Bibliothèque nationale de France)
- Unsub (Our Research)

**Don't forget!** Reviews from this issue as well as over 500 updated reviews from past issues are now available and fully searchable in the **ccAdvisor** database, a joint project of **Choice** and *The Charleston Advisor* now offered through EBSCO. Learn more at <https://www.ebsco.com/products/research-databases/ccadvisor>.

## Registration Still Open for the 2020 Charleston Library Conference

*... with thanks to Leah Hinds, Executive Director of the Charleston Conference, <[leah@charlestonlibraryconference.com](mailto:leah@charlestonlibraryconference.com)>*

Registration is still open for the online 2020 Charleston Conference – Issues in Book and Serial Acquisition, November 2-6, 2020. Don't miss out on this premier international conference for librarians, publishers, and vendors.

### Schedule Highlights:

The agenda begins with an Exploration Day on Monday, November 2, designed to give attendees time to explore the online event platform, set their agendas, schedule private meetings, and mark vendor booths to visit.

On Tuesday, November 3, we have a dedicated vendor day, with our virtual Vendor Showcase running all day long, 20-minute Vendor Info Sessions running throughout the day, and Focus Groups scheduled for the late afternoon. Although we encourage voting ahead of time if possible (<https://www.vote.org/absentee-ballot/>), the day is designed to ensure that U.S. attendees have time to come and go to visit the polls for Election Day. Please vote! <https://www.vote.org/>

The main conference goes from Wednesday, November 4, through Friday, November 6, with a keynote presentation each day, along with concurrent sessions, lively discussions, sponsored sessions, social events, virtual tours, and more!

### Opening Keynote: Wednesday, November 4, 11:00 am Eastern — Leading in an Age of Chaos and Change: Building a Community of Grace

Earl Lewis, Director and Founder, University of Michigan Center for Social Solutions. Moderated by Jim O'Donnell, University Librarian, Arizona State University. <https://2020charlestonconference.pathable.co/meetings/virtual/QJhPmKK9PFp4nQPWG>

### Keynote: Thursday, November 5, 11:00 am Eastern — Do Librarians Matter and What Might Matter to Librarians?

John Palfrey, President, John D. and Catherine T. MacArthur Foundation. Moderated by Judy Luther, President, Informed Strategies. <https://2020charlestonconference.pathable.co/meetings/virtual/RyMSEeK6iDwbJcg6d>

### Keynote Panel: Friday, November 6, 10:45 am Eastern — The Long Arm of the Law

Nancy Kirkpatrick, Executive Director and CEO, OhioNET. Pamela Samuelson, Richard M. Sherman Distinguished Professor of Law, Professor, School of Information, Co-Director, Berkeley Center for Law & Technology, University of California, Berkeley. Moderated by Ann Okerson, Senior Advisor, Center for Research Libraries (CRL). <https://2020charlestonconference.pathable.co/meetings/virtual/hRinL54ACgtfbJQhh>

See the full agenda at <https://2020charlestonconference.pathable.co/agenda>.

# TCR Reports from the Field: ALPSP Virtual Annual Conference, September 16-18, 2020

... Reported by Anthony Watkinson, Principal Consultant, CIBER Research and Honorary Lecturer, University College London, <[anthony.watkinson@btinternet.com](mailto:anthony.watkinson@btinternet.com)>

The Association of Learned and Professional Society Publishers as an organisation may not be known to all readers. The name tells all. It is the *representative* publishing membership organisation based in the UK but recognised internationally. See <https://www.alpssp.org/About-ALPSP>. However the societies are by definition “mission driven” which impacts on the content of its conferences. Since the start of the pandemic and the move to virtual, enrollment from the U.S. in ALPSP courses has dramatically increased. The detailed conference program, including biographies of the speakers and chairs, can be found at <https://www.alpssp.org/2020-ALPSP-Programme>. Alas the video recording, which is promised, will not be openly available. This report provides some relevant links.

## Here are some key points:

1. ALPSP are proud of their **awards for innovation**. This year’s products/services joint winners are: *Jus Mundi* and *WordToEPUB* from the Daisy Consortium. *Open Library of the Humanities* was highly commended. Information plus links are available at <https://www.alpssp.org/news/alpssp-awards-2020-winners-announced-sep-2020>.
2. The **lengthy keynote** was on *Sustainable Development Goals: what do they mean for scholarly publishing and research in the COVID-19 world*. SDGs were explained by Sherri Aldis, the Chief of UN Publications at the United Nations. She assumed that SDGs were known to most but helpfully set out their role for the minority who did not: for the best place of discovery see <https://www.un.org/sustainabledevelopment/sustainable-development-goals/>. This is dated 2018 but post-Covid

is perceived as a roadmap. There are more page views recently.

3. The **program on the second day** covered: **Transparency and trust in scholarly communication: changing access, business models and funding**. The first session asked the question: *What’s the long-term legacy of COVID-19 on trust and transparency*. Simon Winchester of Open Pharma (<https://openpharma.blog/>) argued that the need for transparency about drugs was established and there was no turning back. Marshall Brennan (ACS) from inside the preprint movement (<https://chemrxiv.org/ff/about>) argued for sharing and complementing peer-reviewed journals. Simine Vazine majored on science as self-correction (for relevant publications from her see <https://findanexpert.unimelb.edu.au/profile/852761-simine-vazine>). She liked overlay journals but above all we need thinking outside the box in scholarly communication.
4. **Session 2 on the same day** discussed *a global direction on Open Access and Open Research*. The aim “was to work out the opportunities to move to global open access and open science.” The first speaker was Rebecca Lawrence, CEO of F1000Research, now part of Taylor&Francis. They use a unique model bringing together the characteristics of a preprint server and a journal: (<https://f1000research.com/about>). However developing countries suffer from a poor infrastructure which makes it difficult to move to open science. Robert Kiley of the Wellcome Trust, who heads Open Research and is cOAlition S Coordinator, commented that, in spite of COVID opening up, most research is still behind paywalls. The answer, he says, is Plan S (<https://www.coalition-s.org/>). Open Science is the ultimate goal but you have to get Open Access first. Elizabeth Marincola spoke from Palo Alto on behalf of the African Academy of Sciences (<http://www.aasciences.africa/>) mainly to explain the difficulties African scientists labour under and the lack of government support. From the Middle East, Atwaleed Alkhaja, a librarian in Qatar was in a unique situation for his area — he has funding to pay author publishing charges.
5. **Session 3** followed on *Business models for Open Access in a post COVID world*. Two of the three speakers were book publishers, Vivian Berghahn of Berghahn Book and Simon Ross, CEO of Manchester University Press: both cited the COPIM report as a fair analysis of their problems transiting to open access: <https://copim.pubpub.org/pub/wp3-report-revenue-models-for-oa-monographs-2020/release/2>. The odd person out was Sara Rouhi of PLOS but the common ground was the diversification of business models. <https://plos.org/resources/community-action-publishing/>

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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](mailto:rlenzini@charlestonco.com)>, Editorial Offices, 6180 East Warren Avenue, Denver, CO 80222. TEL: 303-282-9706, FAX: 303-282-9743, (c) Copyright 2020, The Charleston Co. All rights reserved. ISSN 1091-1863.

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## TCR Reports from the Field: Charleston Conference Annual SSP Preconference, October 6, 2020

... Reported by Heather Staines, Independent Consultant, <[heather.staines@gmail.com](mailto:heather.staines@gmail.com)>

More than 50 people gathered virtually for the Society for Scholarly Publishing's annual Charleston pre-conference, this year entitled: "[Responding to Challenges, Activating Opportunities, and Rethinking the Status Quo.](#)" SSP Executive Director Melanie Dolechek notes, "SSP has been working with the Charleston Conference for a number of years to develop pre-conference programming. It's a wonderful opportunity to tackle topics that involve multiple stakeholders in scholarly communications in an environment where we can collegially share ideas and discuss important issues."

In selecting the theme of this year's offering, the planning committee (Mary Beth Barilla, Steve Fallon, Lisa Janicke Hinchliffe, and myself) considered how librarians and publishers have had to tackle periods of considerable change over the past decades: from the transition from print to digital, to the rise of open access, to ever prevalent funder mandates, and more. Now we face the Covid-19 pandemic, which along with health and safety threats brings supply chain disruption, economic uncertainty, and potentially devastating changes for academic institutions and publishers alike. This session brought together key opinion leaders from the scholarly communication space to consider the impact of the virus on researchers, teaching and learning, the cost of doing business, and more. In response to the recent protests over the deaths of George Floyd, Breonna Taylor and so many more, speakers also considered the increasing calls for antiracism, equity and inclusion in our space.

Lisa Janicke Hinchliffe, Coordinator for Information Literacy Services and Instruction and Professor, University of Illinois

at Urbana-Champaign, kicked off the session, introducing attendees to the concept of a "[buzz session](#)," where a small group of attendees join a breakout room for networking and discussion. The goal of the "buzz session" design is replicating the high-energy conference conversation that might occur with those sitting near you but occurring in the virtual space.

Next up, Roger Schonfeld, Director, Libraries, Scholarly Communication and Museums, Ithaka S+R, presented "[Navigating Instability and Uncertainty.](#)" As part of his work at Ithaka, Roger's team has produced numerous working papers on the impact of Covid-19 on students, online instruction, researchers, as well as the budgets of both libraries and university presses. Roger began by outlining the broad strategic factors at play, including disruption of the educational model, unprecedented recession, travel disruption, tensions between the U.S. and China, political instability, and increasing distrust in institutions and authority. In this context, higher education institutions are being asked to grapple with wide ranging public health issues which have become increasingly politicized.

Roger provided some [details about revenue sources for higher education](#), then explored how the pandemic is threatening those streams. In the research and clinical space, a sharp decline in elective surgeries affected revenue almost immediately. The pausing and reopening of the research enterprise has been enormously disruptive. In instruction, with the in-person model deemed more risky than virtual learning in many places, the impact on the demand for digital course materials has been

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### ALPSP Virtual Annual Conference — from page 2

6. Finally there was a [Round Table](#) bringing together chairs of previous sessions. Roheena Anand of the Royal Society of Chemistry moderated. Her stress was on the *importance of public trust in science*. She urged more communication between scientists and science journalists.
7. The [third day](#) focused on Delivering a more inclusive and diverse scholarly communication ecosystem, and presented moral and business questions beginning with [Session 4 – Diversity and Inclusion in our sector: what do we know, and where do we need to do more?](#) Nancy Roberts (Umbrella Analytics) and Ruth Howells (PA UK) argued for early career publishers: there is usually no transparency in recruitment advertisements — salaries are not disclosed and turn out to be too low. Her statistics were for "book publishing" in general so only partly of use and there was a similar problem in the presentation by Anoushka Dossa (Creative Access) who was discussing all the Creative Industries. Patrick Alexander (Penn State University Press) and Nadine Buckland represented book publishing. Alexander pointed out that in the U.S. none of the traditionally black universities had university presses.

8. [Session 5 Creating diverse and inclusive products, tools and services](#) had a diverse group of speakers. Both Magdalena Skipper, Editor-in-Chief of Nature, and Jennifer Gibson head of open research at ELife were in learning mode — giving feedback from their author communities to the initiatives they were undertaking. Nicola Nugent of the Royal Society of Chemistry outlined RSC's global initiatives (<https://www.rsc.org/news-events/articles/2020/jun/id-joint-societies-statement/>) and on gender discrimination (<https://www.rsc.org/news-events/articles/2018/nov/breaking-the-barriers-launch/>). Accessibility (not much mentioned in this program) was raised in the questions.

The [Final Session](#) and an [additional Round Table](#) dealt with the issue of diversity and inclusiveness within publishing. These are important topics which will continue into the future. The official ALPSP Conference Site (<https://www.alpsp.org/Conference>) issued a thank you to everyone who took part in the 2020 ALPSP Virtual Conference and reminds us all to "Save the date" for next year's conference which is already set for September 15-17, 2021.

### Charleston Conference SSP Preconference — from page 3

significant. Enrollment declines at both community colleges and private institutions, particularly among international students, are already noticeable, and the largest impacts have been inequitably distributed.

**Libraries will be seeing cuts**, the depth of which many are not yet aware. Print will almost certainly see a continuing reduction in usage as well as purchases, with a growing reliance on digital collections like HathiTrust. On the resource provider side, Roger observed that university presses and humanist societies face steep revenue losses, while ebook revenues have skyrocketed. STM societies have not yet seen a comparable sales reduction.

Looking ahead, **library budgets are, in Roger's terminology, "tapped out."** Further forced cuts could lead to unbundling of big deals and put pressure on achieving shared priorities such as preservation. Publishers may look to increase efficiencies to achieve cost reduction and continue to seek revenue sources outside the library. A dramatic rise in the need for peer reviewers may result in a redesign of the editorial process, as preprints solve for speed but can reduce trustworthiness. The traditional role of the library may be reassessed.

Lisa and Roger presented the following question for the **"buzz session"** that followed: How will the shifting emphasis on digital affect ongoing print collections? How will campus spaces designed for collaboration transform to enable digital learning? Will this crisis have a long-term impact on work culture, including the acceptance of remote work? How will the U.S.-China split affect long term research collaboration and talent transfer?

Next up was a **panel discussion**, moderated by yours truly, on the impact of the pandemic on participants from a number of stakeholder segments. **Katja Brose**, Science Program officer at the Chan Zuckerberg Initiative, spoke about the impact of the pandemic on researchers. Many labs were shut down for some period of time and if they have reopened, have restrictions on operations that have impacted productivity. In addition, many researchers are feeling very overloaded, by the challenges of managing their teams and around balancing work and family life as well as the overall mental load of managing life and work in challenging times. Researchers report an increase in requests to review (for papers and grants) and this further strains the peer review system. She noted the disproportionate impact on those already challenged within the existing system (e.g., women, primary caregivers, early career researchers, postdocs, and underrepresented groups). On the other hand, the pandemic has also had some positive disruptive effects. CZI works with two preprint servers bioRxiv and MedRxiv that have seen a surge of submissions. There is more openness to virtual

meetings and talks, opening up new possibilities for broader engagement, new ways of interacting and collaborating.

Lori Carlin, Chief Commercial Officer and Senior Consultant, Delta Think Inc, spoke eloquently about the need for empathy for customers who are struggling to pivot and the increasing impact on open access. With travel disruptions, she misses the **"thinking space"** that travel afforded her. The pandemic has, though, given us opportunities for rethinking how we build relationships in a virtual world.

Marilyn Anne "Mimi" McDonald Hendricks, Executive Licensing Manager, Springer Nature noted the difficulties for employees, now working from home, negotiating life/work demands in the same space as childcare. Communities of color feel the need to **"power through"** in light of recent protests and pandemic restraints. The libraries she and her team work with have had to defend budgets, and there is uncertainty around the future.

David Sampson, who joined NEJM Group Research and Publishing as Managing Director only recently, talked about having to **acclimate to a new role virtually**. NEJM saw their submissions skyrocket, and staff worked tirelessly to produce extra issues to accommodate the growing research. And fortunately, NEJM had the resources to manage the surge in Covid submissions. He does hope that some of the new workflows will be maintained after the pandemic is over. With clinical trials slowing down or stopping and in person conferences out of the question, revenue streams for the association have been affected.

After **the question period**, attendees broke for forty minutes into small discussions again to reflect on the panel's input and add their own experiences. Upon reconvening, we heard from group spokespeople about key discussion points in their rooms.

At the **conclusion of the formal program**, a Zoom-based happy hour convened as an opportunity for informal discussion and networking.



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