



GeoScienceWorld

---

ANNUAL REPORT

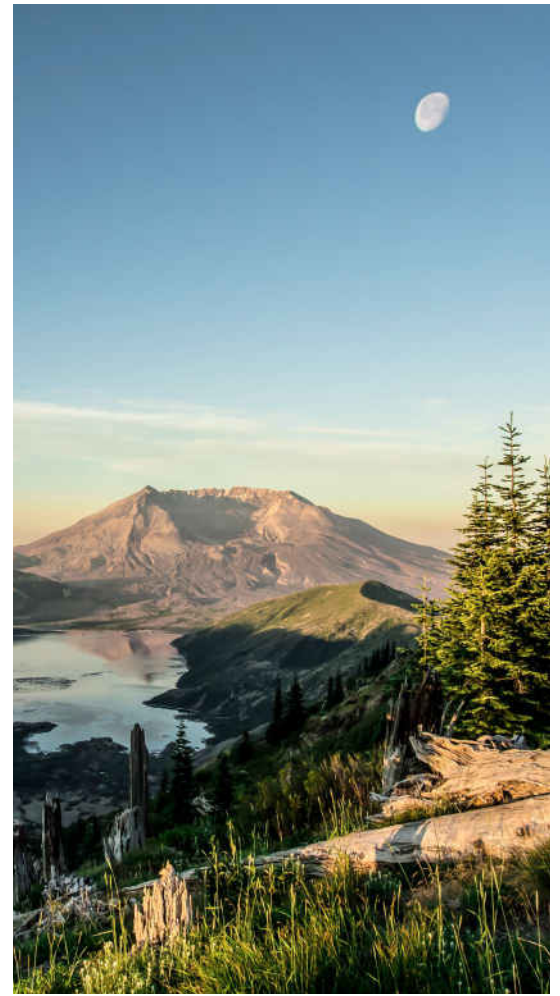
*Fiscal Year 2016-2017*

# OUR MISSION

GeoScienceWorld (GSW) constantly seeks innovative and astute ways to fulfill its mission to advance and promote Earth science content for researchers and their societies. A nonprofit collaborative established to aid in the dissemination of research, GSW provides essential, expertly curated comprehensive geoscience content and resources for scholars and professionals around the globe.

Looking forward, we will continue to uplift the science by identifying emerging trends in digital services, seeking innovative methods for sharing knowledge among our expanding global audience, and by conveying uniform and more competitive advantages to independent societies. By adding high-quality scholarship, improving and refining the interactive capabilities of our platform, and developing tools to improve resource discovery and use, GSW supports the work of future generations of geoscientists.

With a focus on growth and sustainability as vehicles for giving our partners the greatest opportunities for advancement of their scientific missions, we are responding proactively to changes in the digital scholarly publishing environment, embracing emerging models, including Open Access, while being mindful of our commitment to sustainable society publishing. Furthermore, we manage the business and its relationships with a consistent awareness of the nonprofit values that distinguish GeoScienceWorld from others in the field.



*“GeoScienceWorld provides small research institutions like mine with cost-effective access to a world-class library of geoscience literature — much more than we could ever afford to subscribe to otherwise. Their journal list is a “Who’s Who” of scholarly society publishing in our field and is actively growing. GSW has a strong track record of innovation and responsiveness to user input. Features like their geographic search interface, indexing of figures and tables, and use of mobile vouchers provide new modes of discovery. And the quality and reliability of the GeoRef bibliographic database underpins it all. I can’t imagine a serious research program in the earth or environmental sciences being without GSW.”*

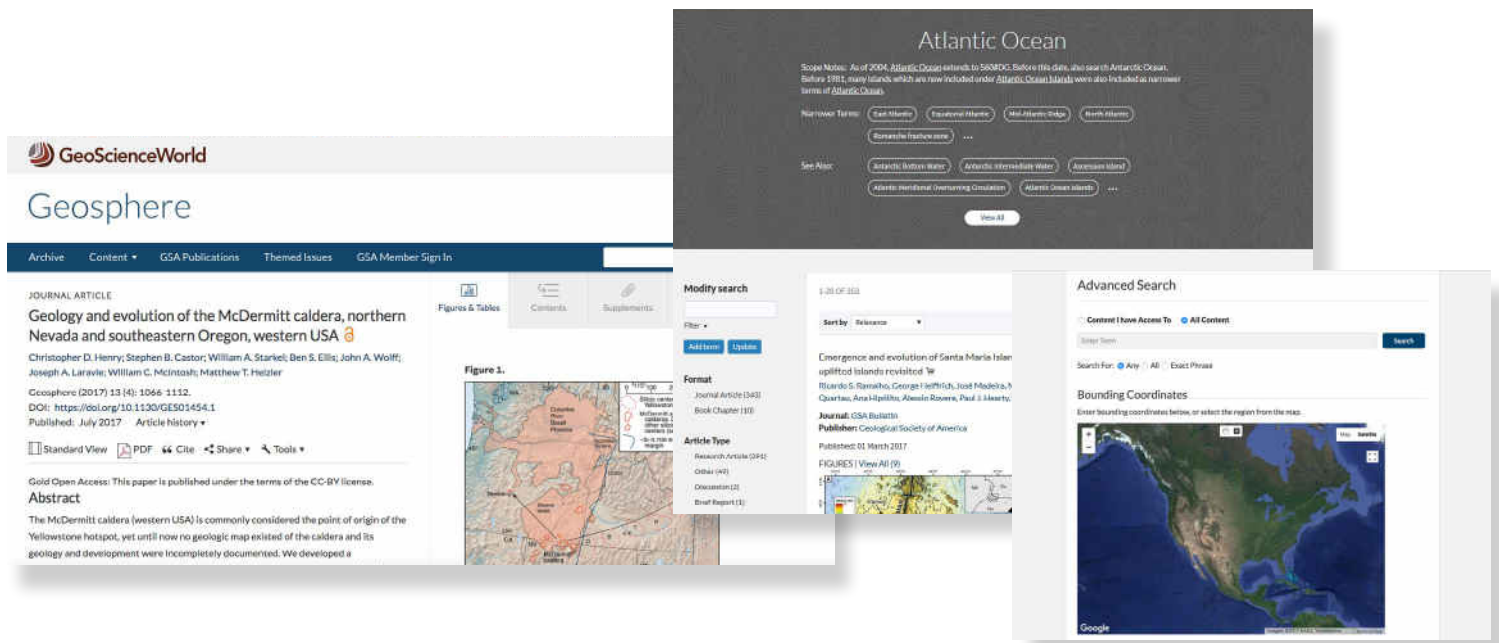
Shaun Hardy, Librarian Department of Terrestrial Magnetism, Carnegie Institution of Washington

# OUR GLOBAL REACH

GeoScienceWorld aims to provide an always-improving value proposition for authors, researchers, institutions, and societies by expanding our products and services, and growing our worldwide customer base. Despite global financial challenges to library budgets and the oil and gas industry, GSW continues to increase the distribution of its research content. With very high renewal rates (96.4%) and effective sales programs, this fiscal year we signed new licenses for journals with 14 customers in nine countries for a new total of 1,079 customers in 45 countries. Notably, our journals site showed a 29.3% increase usage, with over 10 million articles downloaded and pages viewed. GSW eBook Collections had 77 new package sales this year and now has 61 customers in 10 countries.

# INVESTING IN GROWTH

## NEW PLATFORM LAUNCH



In fall 2017, GeoScienceWorld will migrate all content to the Silverchair Information Systems (SIS) platform, providing users with a fully integrated, comprehensive and consolidated discovery, reading and research experience across all GSW products and services, including journals, eBooks and GeoRef. Working collaboratively with SIS, GSW is evaluating and developing innovative tools and services specifically designed for use by geoscientists. Benefits and features of the new site include:

- Innovative split screen display — allows users to scroll the journal article and the article figures simultaneously
- Faceted searching — added facets for journal, article type, and GeoRef keywords
- Map view search results using OpenGeoSci — search results appear right on the map for geographic reference
- Figure abstract view in search results — thumbnails appear in search results so users can scan for relevant content
- Re-conceptualized treatment of *GeoRef Thesaurus* keywords allows for better surfacing of related content
- Fully responsive website — adapts to the device of the user

## JOURNALS COLLECTIONS

GSW's journals collection provides access to 46 top-tier journals from 28 global publishing societies. This amounts to 157,000+ articles and abstracts integrated with almost four million resources in the American Geosciences Institute's GeoRef database.

Our Millennium Collection of articles published in years 2000 and forward comprises many of the most widely respected peer-reviewed journals across the Earth sciences. Each year, our "evergreen" collection welcomes new titles and archives, which are carefully selected for their fit within the collection and the quality of their sci-

entific contributions. The overwhelming majority (89%) of the journals in the Millennium Collection are ranked in Thomson Reuters Web of Science™. The average impact factor of our ranked journals (2016) is 2.00, a 19% increase from 1.68 in 2009.

Our Journals Archive Collection (1890–1999), freely available to customers, continues to grow and provide high value. In 2016, 55.7% of subscriber usage (and 49.4% of total usage) was of articles published from 1890-2011.

# eBOOK COLLECTIONS

The GSW eBook Collections provide sophisticated integration of high value, full-text content with the convenience of downloadable chapters from 10 trusted publishers. eBooks will be cross-searchable and interlinked with the GSW Journals Collections and GeoRef database on the new platform. Launched in mid-2014, today, the program includes 1,972 titles reflecting the addition of the Geological Society of America's Special Papers and Memoirs series. The eBooks Collections have generated more than \$2 million from sales over the life of the program.

*“An excellent collection . . . an easy-to-use resource for faculty and students. Highly recommended for academic libraries.”*

Bonnie J.M. Swoger, Sciences and Technology Librarian at SUNY Geneseo, for Library Journal



*“GeoScienceWorld has grown from a single source of journals from major geoscience societies with a GeoRef search interface to a full-fledged geoscience resource of journals and e-books from both large and small geoscience societies. GeoRef knits the parts together so that users can focus their searches on geoscience information. Other databases of scientific literature do not have both the same breadth and focus.”*

Michael M Noga, MIT Libraries

# SOCIETY SERVICES PROGRAM

GSW's Society Services program was envisioned as a shared infrastructure and resourcing initiative to help societies take advantage of technological and other opportunities with greater scale and efficiency than is commonly available to individual societies. The program aims to provide societies the flexibility, confidence, and independence to prioritize their core scientific and member-focused activities.

Beginning in 2015, GSW began a pilot for helping societies reduce independent hosting expenses by consolidating their publications websites into a single, version of record site. This year saw the expansion of the program with sites launched on behalf of the Geological Society of America, the Seismological Society of America, SEPM Society for Sedimentary Geology, and the Society of Economic Geology.

Co-engagement provides a number of advantages to participating societies including:

- Cost savings from shared infrastructure
- Greater buying power: economies of scale for a broad spectrum of services (examples include technology, conversion, technology, content conversion, sales, marketing, and consulting)
- Opportunities to meet in small groups with colleagues and experts to collaboratively explore solutions tailored to society needs Use of GSW's technical support, strategic, and project management resources
- Platform updates and access to competitive, new digital market approaches
- Improved discovery, search engine optimization, traffic, and dissemination of research through a single site used by geoscientists worldwide
- Use of GSW's technical support, strategic, and project management resources

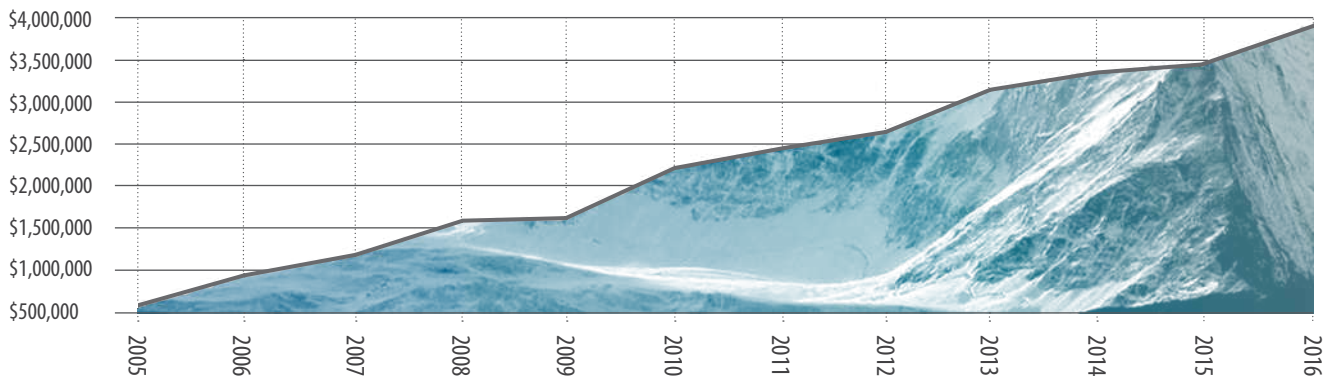
# SUPPORTING RESEARCH

GeoScienceWorld works synergistically with our publishing societies to support the creation and dissemination of scholarly Earth science research, always striving to maximize the value and utility of our platform for a global community of researchers and libraries. By returning a high proportion of our income to our content partners, we help protect the viability and independence of society publishing programs while constantly exploring and incorporating valuable economic, technological, and strategic benefits of collaboration. To date GSW has returned \$26.5 million (journal + ebook royalties) to societies to advance their publishing, research, and educational programs.

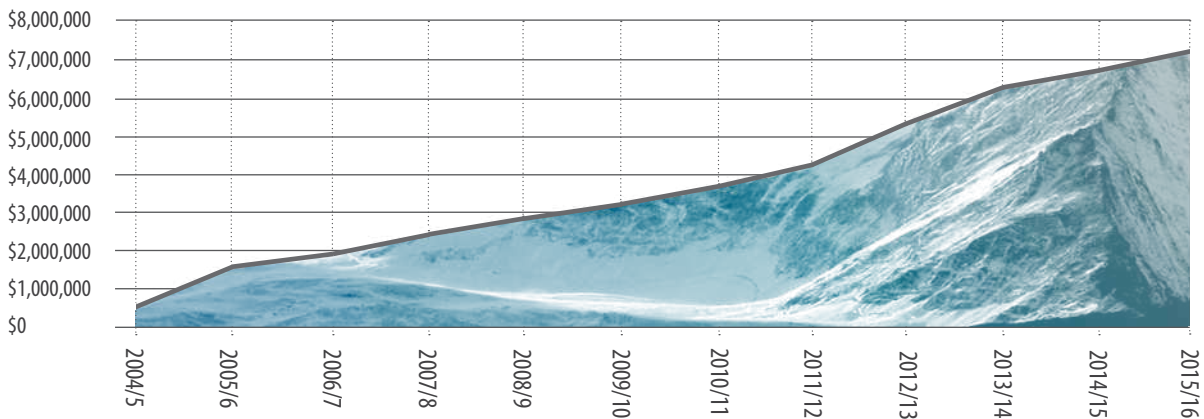
The average publisher consideration per journal in 2016 was \$78,353.

GSW had an excellent financial year with 5.2% growth in journals revenue and 3.9% growth in product revenue. Over the past five years, GSW has seen a 74% increase in revenue from \$4.26 million in 2011-2012 to \$7.42 million in 2015-2016, with a Compound Annual Growth Rate of 11.73%. Royalty payments to journals publishers for 2016 exceeded \$3.6 million, an 18.7% increase over the prior year. eBook publishers received \$279,001 for this fiscal year and have received over \$1.0 million since the start of the program.

### GROWTH OF ROYALTY AND RETAINER POOL



### INCOME BY FISCAL YEAR



*“The Geological Society of London greatly values GeoScienceWorld as a key partner in the dissemination of our content and sees our collaboration as playing an essential part in GSL’s mission. GSW enables a level of innovation beyond the reach of the individual publisher and helps participants to compete more effectively in a fast evolving business environment.”*

Neal Marriott, Director of Publishing, Library and Information Services, Geological Society of London

# STRATEGIC PLANNING

Since 2014, GSW has advanced a series of critical business initiatives and made significant progress toward completing the operating plan projects approved in the Strategic Plan, 2014-17. The goals and priorities of that plan included the following:

## RESEARCH FOCUS

Continue to develop GSW's online research services and content. Promote content access and use while also protecting the ability of the organization to provide sustainable services for the long term.

## REVENUE DIVERSIFICATION

Adapt to changing business circumstances. Diversify models and practices with the aim of providing financial options and resilience to the organization.

## BUILD CUSTOMER AND USER KNOWLEDGE

Develop relationships with customers and users with a focus on understanding the priorities of diverse stakeholders in the geoscience research community.

## NEW PRODUCT AND SERVICE FOCUS

Identify, evaluate, and selectively pursue new product and service opportunities.

## EXPAND FORMATS

Provide access to quality research materials of multiple formats and types using multiple business models, as appropriate to the content and audience.

## VALUE RETENTION

Recognize the value to a small but complex operation, of retaining a high quality, self-directed staff with specialized skills. Ensure that organizational practices and culture are competitive with the greater digital publishing market in order to retain high performers and attract new expertise when needed.

## MAINTAIN OPERATIONAL SUSTAINABILITY

Operate as a not-for-profit, mission driven organization, recognizing the essential role that financial and operational health have in ensuring sustainability.

The Strategic Plan 2017-2020 will be approved in October 2017.





## THANKS TO OUR COMMUNITY

---

GeoScienceWorld is grateful to the people and organizations on the following pages for helping to make our vision possible.

# PARTICIPATING PUBLISHERS



AASP- The Palynological Society



American Association of Petroleum Geologists



Association of Environmental & Engineering Geologists



Cambridge University Press



Canadian Institute of Mining, Metallurgy & Petroleum



Canadian Society of Petroleum Geologists



Clay Minerals Society



Cushman Foundation for Foraminiferal Research



Environmental & Engineering Geophysical Society



European Association of Geochemistry



E. Schweizerbart'sche Verlagsbuchhandlung Science Publishers



Geological Society of America



The Geological Society of London



Geological Society of South Africa



Micropaleontology Project



Mineralogical Association of Canada



Mineralogical Society of America



Mineralogical Society of Great Britain and Ireland



NRC Research Press



Paleontological Society



Seismological Society of America



SEPM Society for Sedimentary Geology



Società Geologica Italiana



Society of Economic Geologists



Society of Exploration Geophysicists



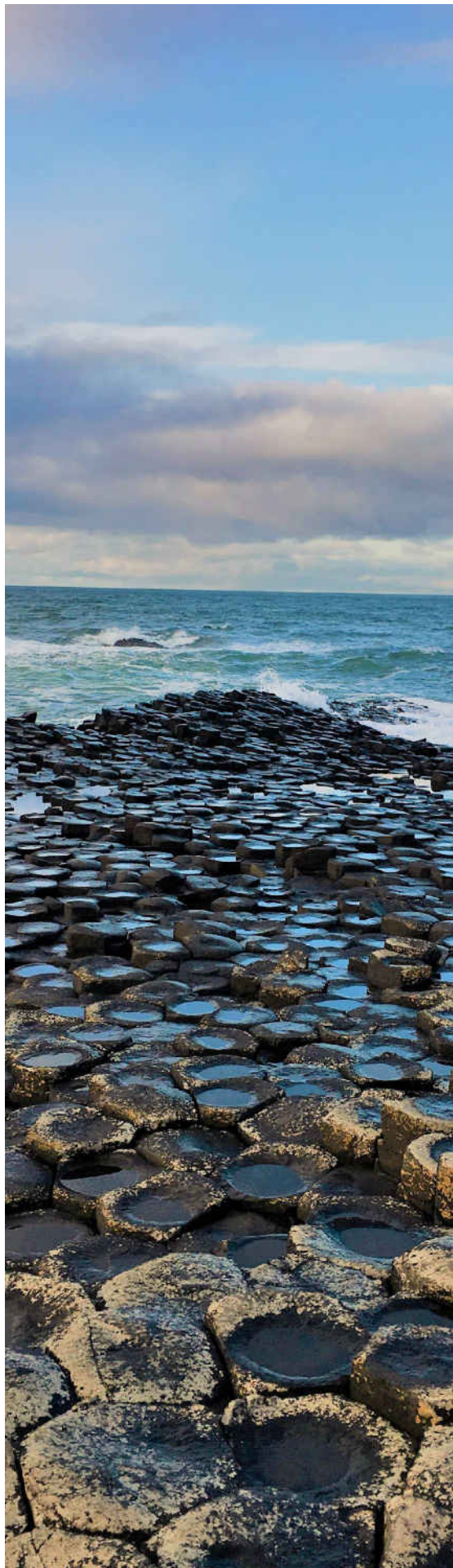
Société Géologique de France



Soil Science Society of America



University of Wyoming





# CUSTOMERS

More than 1,070 academic, government, corporate, and other institutions in 45 countries subscribe to GeoScience-World's eJournals platform. A sample of current subscribers includes:

## ACADEMIC SUBSCRIBERS

Botswana International University of Science & Technology	Universitat de Barcelona
College of William & Mary	University of Bergen
Colorado School of Mines	University of California Berkeley
Harvard University	University of Chicago
Istanbul Technical University	University of Liverpool
King Abdullah University of Science & Technology	University of Michigan
Massachusetts Institute of Technology	University of Texas Austin
New Mexico Institute of Mining & Technology	University of the West Indies
Tartu University	Vassar College
Universidad de Chile	Yale University

## NON-ACADEMIC SUBSCRIBERS

Aramco Services	Natural Resources Canada
British Geological Survey	Pakistan Petroleum
CSIRO	Repsol Oil & Gas Canada, Inc.
California Geological Survey	Shell International Exploration & Production
Devon Canada Corporation	The Technical Library
Geological Survey of Sweden	Turkish Petroleum Company
Institute of Geological and Nuclear Sciences	US Army Corp of Engineers
KDMIPE	Unimin
Kosmos Energy	United States Geological Survey
Max Planck Gesellschaft	

## INTERNATIONAL CONSORTIA

BCI Canada	JUSTICE Japan
CAPES Brazil	MINCYT Argentina
CAUL Australia	NSTL China
CAUL Canada	OCUL Canada
COPPUL Canada	KESLI South Korea
IRel Ireland	MALMAD Israel



# BOARD OF DIRECTORS

## **Gretchen Gillis - Chair**

Geological Consultant  
Aramco Services Company

## **Michael Noga - Vice Chair**

Collections Strategist/Earth & Planetary Sciences  
and Mathematics Librarian  
MIT Libraries

## **Eugene Rankey - Treasurer**

Hubert H. and Kathleen M. Hall Professor  
of Geology, Department of Geology  
University of Kansas

## **Anne Davenport - Secretary**

Head of Sales, Marketing and Distribution,  
Geological Society of London

## **Paul Cleverley**

Researcher and Corporate Consultant  
Robert Gordon University

## **Brian Hoal**

Executive Director  
Society of Economic Geologists

## **Matt Hudson**

Publications Manager  
Geological Society of America

## **Christopher Keane**

Director of Communications and Technology  
American Geosciences Institute

## **Rachel Russell**

Managing Editor  
American Mineralogist

# FOUNDING SOCIETIES

The American Association of Petroleum Geologists

The American Geosciences Institute

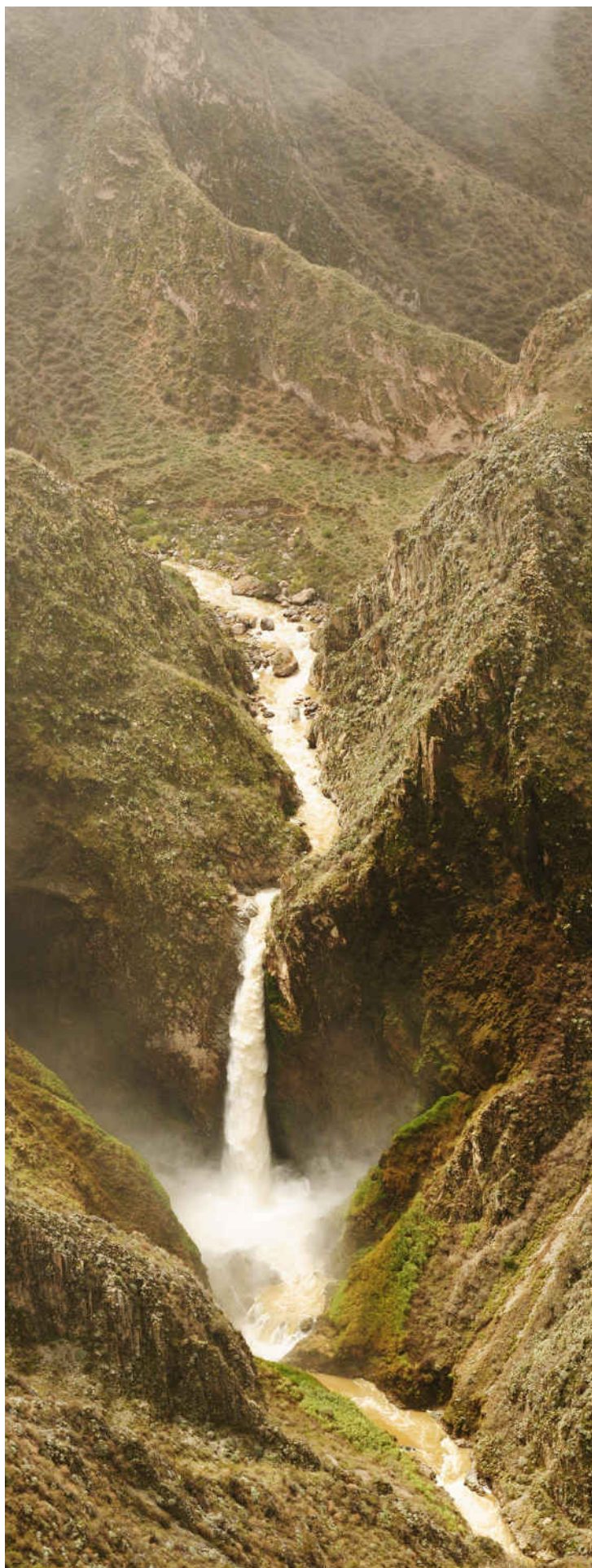
The Geological Society of America

The Geological Society of London

The Mineralogical Society of America

SEPM Society for Sedimentary Geology

The Society of Exploration Geophysicists





# GeoScienceWorld

---

1750 Tysons Boulevard, Suite 1500, McLean, VA 22102

Phone: (800) 341-1851 (U.S. toll free)

or email: [gswinfo@geoscienceworld.org](mailto:gswinfo@geoscienceworld.org)