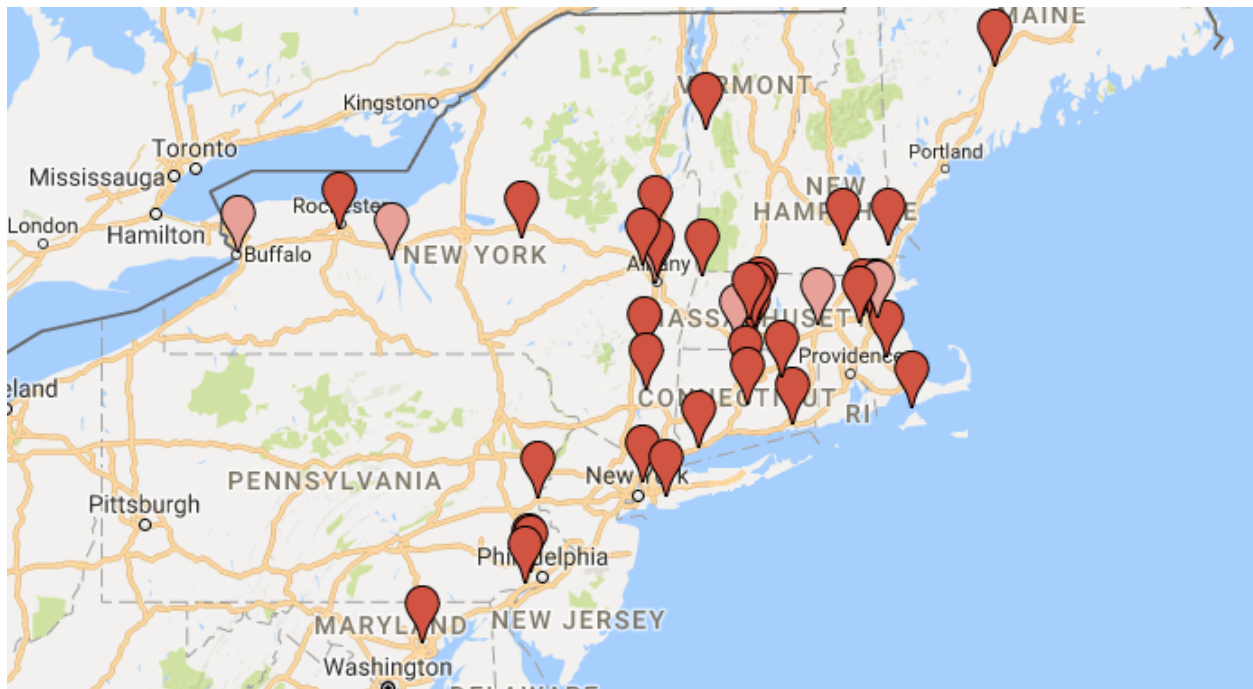


An Introduction to the Eastern Academic Scholars' Trust (EAST)

What is EAST?

The Eastern Academic Scholars' Trust (EAST) is a shared print retention partnership of college and research libraries, primarily in the eastern regions of the U.S. The mission of EAST is to provide scholars, faculty, and students with access to the scholarly record of print monographs and serials through multi-library collaborative arrangements that ensure materials are retained in adequate number to be readily available for scholarly work. As of the summer of 2016, 40 EAST Retention Partners have agreed to retain over 6 million holdings, representing over 4.3 million titles through at least June 30, 2031.



EAST currently has members in New England, New York, Pennsylvania and Maryland. Having completed the initial organizational development and implementation, EAST is now ready to expand and accept new members.

EAST supports two membership types:

- The majority of EAST members are Retention Partners who contribute financial support to EAST, participate in collection analysis, and commit to retain agreed upon titles in their local collections and make these titles available to other EAST members.
- A few EAST members are Supporting Partners who contribute financial support to EAST and participate in governance and other programmatic activities but do not retain print materials.

What has EAST achieved?

From June of 2015 through May of 2016, EAST undertook a large-scale collection analysis working with OCLC Sustainable Collection Services® (SCS). Having loaded data extracts from the participating EAST libraries, SCS created the EAST shared print collection of over 16 million holdings. Using an online data visualization and modeling tool from SCS, GreenGlass®, EAST reviewed overlap, uniqueness, and usage of this collective collection and compared its holdings to those of other regional libraries as well as to WorldCat® and HathiTrust holdings.

The result of this analysis was finalization of a retention model in which the EAST Retention Partners agreed to retain over 6 million holdings, representing over 4.3 million titles. These items will be retained at least through June 30, 2031. We hope to increase the number of retained titles through a similar collection analysis for a second cohort of libraries in 2017.

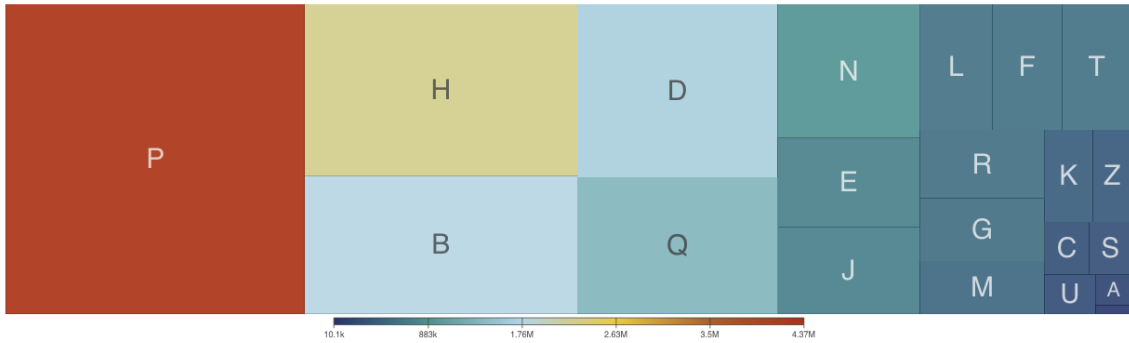
EAST also engaged in a validation sample study in the spring of 2016, sampling 240,000 randomly selected holdings across the 40 Retention Partner libraries. This study determined the likelihood that a given item would be available and useable by another EAST member. The results showed 97% of the sampled items could be accounted for and, of those present, 90% were in average or excellent condition for use.

Policies and procedures are being finalized and incorporated into a [Memorandum of Understanding](#) that members will sign. Important work has also been completed on governance and related operational issues. EAST's early organizational development has been generously funded by grants from both the Andrew W. Mellon and Davis Educational Foundations. This grant funding, in combination with annual membership dues, ensures that EAST can support growth into the future.

Why should my library join EAST?

EAST libraries, both Retention and Supporting Partners, benefit from the work of the project. While each library will value its membership differently, we believe the important benefits are:

- **Collection analysis** – All Retention Partners and interested Supporting Partners participate in a large-scale collection analysis as the first component of their engagement with EAST. EAST works with OCLC Sustainable Collection Services® on the analysis which includes an online decision support and visualization tool, GreenGlass®, that facilitates local and group collection development and management decision making. Using this tool, libraries can identify titles that can be safely deaccessioned, thus freeing up valuable space. GreenGlass allows libraries to view overlap of local collections with WorldCat®, HathiTrust and various comparator groups as well as look at usage of the collections.



A treemap of the EAST collective collection from GreenGlass showing that the fiction class, P, is by far the largest, representing about 26% of the collective collection.

EAST subsidizes this collection analysis through set-asides of both grant funding and membership fees. While the first collection analysis focused exclusively on monographs, EAST is planning to include serials and journals in the future.

- **Access** - EAST members can borrow from their partner EAST libraries per the ILL policies of the lending library. EAST members may also choose to be part of the EAST lending network, opening up access to materials they would have previously been charged to borrow.
- **Protection of the scholarly record** - Retention commitments made by EAST libraries already number over 6 million holdings. By joining EAST, your library would be making an important contribution to the mission of protecting the scholarly record and ensuring access for your scholars.
- **Safely withdraw materials locally** – EAST members can withdraw local titles that are committed to retention for EAST with reasonable confidence that the scholarly content will be available for access. The EAST Project Team is providing detailed documentation to ensure that libraries will be able to disclose the retention commitments in their local catalogs and is working with SCS and others at OCLC to ensure disclosure and discovery in other regional and national catalogs.
- **Add your voice** – Members are encouraged to participate in EAST through election to the Executive or Operations Committees, or appointment to one of the Working Groups. Each EAST library designates a Voting Member responsible for approval of major policies.
- **Contribute to creation of a national network of shared print partnerships** – EAST is the largest scale shared print initiative in the country. Discussions are already underway with other existing or developing initiatives with the goal of building a national web of shared print programs to extend well beyond the eastern region. Your participation in EAST would demonstrate a clear commitment to the protection of the print scholarly record for future generations of scholars and learners and provides an opportunity for closer collaboration with peers.

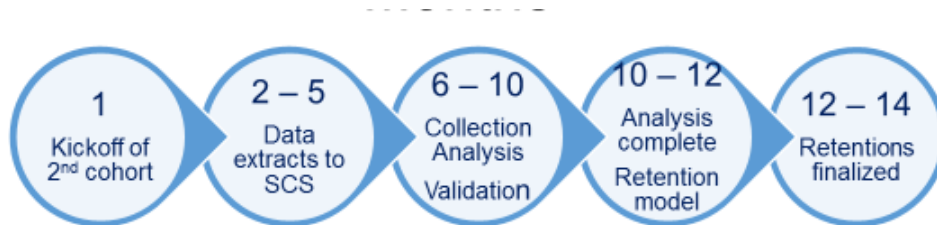
What are the costs of participating in EAST?

From its inception, EAST has focused on developing a sustainable business model that will ensure continued growth and allow it to make major contributions to the goal of protecting the scholarly record. Set-asides from our initial grant funding as well as from annual membership fees paid by the current members have ensured that EAST can support and subsidize a second collection analysis. We estimate that EAST will subsidize approximately 70% of the costs of collection analysis for a second cohort, as was done for the first cohort.

All EAST members commit to paying an annual membership fee, which currently range from \$1,100 to \$6,000 per annum. These membership fees support the staffing of the EAST Project Team and contribute to further expansion of EAST.

What are the expectations for the timeline for the next cohort of EAST libraries?

Once we have a full cohort of new EAST members, we will ask the libraries to sign a commitment letter indicating their intention to participate in EAST and schedule a kickoff meeting for the libraries. At this meeting we expect to review the anticipated project plan and schedule. While the details of this may change depending on the membership of the second cohort, we would expect it to parallel the work done in 2015/16 by the current members:



Estimated timeline and major milestones for EAST cohort 2 by month

At the end of this timeline, we would expect to have the collection analysis work completed, a retention model agreed for the second cohort and retained titles ready to be finalized. These retention commitments will be added to the 6 million+ already being retained for EAST.

Just as EAST is growing, other regional and national shared print initiatives are developing and we expect over the next year to further establish ways in which EAST can collaborate more closely with these projects. Discussions with HathiTrust and ReCAP are underway. As EAST begins to include serials in its retention program, we expect to reach out to WEST, Scholars' Trust and others who have already begun the important work of protecting the serials scholarly record. There is still much to be done and we hope expanding EAST's partnership will allow more of this work to be done efficiently and effectively.

How can I get further information on EAST?

For more information on EAST or to arrange a webinar, contact Susan Stearns at sstearns@blc.org. Further details on EAST are available at <http://www.eastlibraries.org>. We would be glad to arrange a webinar for your institution to discuss potential participation in EAST.