

**DALNET Finance Committee  
Agenda  
December 14, 1999  
University of Detroit Mercy  
McNichols Campus**

1. Call to order
2. Approval of Minutes of November 15, 1999 and November 29, 1999
3. New Member Proposals - Update
  - a. Marygrove College Library
  - b. Rochester College Library
  - c. Michigan Psychoanalytic Institute Library
  - d. Archdioceses of Detroit High School Libraries
4. Information Providers - Update
  - a. Health Services Meeting
  - b. Calendar of Health Events: Follow-up, Process and Cost, / How and Who
  - c. Breakfast Meetings for January
5. NetPublisher Clarification - Update
6. Connect Z 39.50 - Update and Review
7. Ameritech Interactive Media Services (AIMS) - Study Process
8. New Business
9. Old Business
10. Adjournment - Next Meeting

**DALNET Finance Committee Minutes  
December 14, 1999  
University of Detroit Mercy  
McNichols Campus**

Present: M. Auer, UDM; J. Bosler, MCC; N. Bulgarelli, B H; B. Harris, WSU;  
B. Holley, WSU; P. Jose, OCL.  
Guest: L. Bugg

**1 -2 Call to Order. Approval of Minutes**

The meeting was called to order at 2:00 p.m. The Minutes of November 15, 1999 and November 29, 1999 were approved by consensus.

**3. New Member Proposals - Update**

a. Marygrove College Library

L. Bugg will apprise F. White of the time lines involved before a fiscal year price increase will occur to the DALNET proposal made to Marygrove College. A tentative date for follow-up discussion with Marygrove is February 2, 2000.

b. Rochester College Library

The DALNET marketing team made a Im@gine presentation at Rochester College which was well received. A financial proposal has been made by DALNET. The attendees liked the webpac front page configuration and search options. The Rochester College staff must still perform a cost comparison against a self standing software implementation. The costs for an integrated online system will be rolled into the cost of a new library building which is in the planning stage. The DALNET marketing effort with Rochester College is on track and progressing.

c. Michigan Psychoanalytic Institute Library

A financial proposal has been made to the Michigan Psychoanalytic Institute. Communication has continued. However, the cost may prohibit membership.

d. Archdioceses of Detroit High School Libraries

Some Archdioceses of Detroit High Schools are interested in joining DALNET. A survey has been conducted and a follow-up to non-respondents will be done. A DALNET demonstration for all of these schools is planned. UDM will host and confirm the date of March 10, 2000.

Pricing , borrowing and lending policies will have to be considered for the high school libraries. Ideally, the high school libraries would come into DALNET as one group.

e. Greenfield Village

The Finance Committee requested a follow-up contact to be made to Greenfield Village to see where they are in their decision making process.

Note: The Collection Access Committee will take up the issue of borrowing privileges, onsite and Interlibrary loan to high school libraries. The Collection Access Committee will also advise the Board and the Finance Committee regarding the implementation of Z39.50 technology and connections with non DALNET libraries for reciprocal borrowing. Can the Collection Access Committee arrange a grant similar to the one undertaken by OWLS to allow open access to the collections of participating libraries?

#### **4. Information Providers - Update**

##### **a. Health Services Meeting**

A meeting of the Health Services Group will be scheduled as a follow up to their Fall breakfast. Closer ties will be attempted with Oakland County health groups. Effective methods to disseminate and market to health groups will be studied.

The second part of the Ameritech grant was approved. DALNET can now proceed to create informational databases based on the feedback and cooperation that they generated as a result of their health breakfast marketing initiative. This change in the grant will encourage the local touch in creating an information hub in Southeastern Michigan.

An additional issue was considered which is: Who is Dee Callaway's back up for marketing and negotiation. New groups are being created which require attention on many fronts from discussions with prospective members to the new databases and special projects of information providers. Scott Muir was suggested at a good alternate.

##### **b. Calendar of Events**

It was suggested that the Calendar of Events project be joined and done in tandem with the Healthy Oakland marketing project. DALNET should keep an eye on grant funding for the calendar of events project and develop a list of support people and groups / organizations.

##### **c. Breakfast Meetings**

Breakfast marketing meetings for potential information providers will be scheduled in January/February to Business/ Economic groups and to Cultural / Humanities / Historical groups in the Southeastern Michigan regional community. Contact people to help out with these efforts are: Jon Cawthorne, DPL; Marva Greenwood Small, DPL; Sally Lawler, WSU; David Murphy, Walsh; Dee Callaway, WSU.

In looking at databases for DALNET to offer, the Detroit Public Library's TIPS database was suggested. It would be an advantage to offer the TIPS database on the World Wide Web. However, it was noted that the discussion of TIPS would be better begun at the business community breakfast in January or February. A contact might be made with the new Assistant Director for Main Library, Jon Cawthorne, to check on whether they wish to offer TIPS within the DALNET system;.

## 5. NetPublisher Clarification - Update

The original DALNET Ameritech Agreement called for the NetPublisher module to be provided at a cost of \$47,500 to DALNET. Some time later Ameritech decided not to offer NetPublisher and withdrew this module from consideration. As an alternative, Ameritech provided a method to index and attach images off a MARC record using Horizon. This method was used to create the image databases that UDM offers currently. Ameritech provided this assistance free of charge so that the image database capability could be shown and marketed at the ACRL conference.

DALNET and Ameritech have sought to resolve the costs incurred for continuing use of this technology since April. Communications have crossed but no resolution has occurred. DALNET has argued that it should only pay a one time cost of \$3,000 plus \$1,500 per day for training to install the image databases.

The DALNET Systems Office believes that while some minimal programming was required, it is not enough to warrant a high fee for software development costs. No new software was created nor offered. There is nothing in the partnership agreement about charges for adding new databases. Further, Ameritech has already shown DALNET staff members how to create an image database. Technically, DALNET staff members could continue creating image databases using the Horizon software without assistance.

However, DALNET staff members require a refresher course. UDM would like to begin using this technology as soon as possible. Projects scheduled to commence January 1 are waiting for this issue to be resolved. Some additional training is necessary.

Ameritech claims that the image database capability which they have provided to DALNET should be construed as money generating software for them. In a recent letter they indicate a wish to charge \$3,000 per database. DALNET may wish to put up any number of new image databases. If UDM were being charged they would already owe \$6,000. Assessing costs per database is limiting and will prohibit the active implementation of this technology and the educational benefit it would provide.

Charging \$3,000 to each member using the image database capability is more acceptable. Other generic contractual models were considered. Consideration was given to an agreement to pay for a single access fee with unlimited use. The three major DALNET institutions might be asked to fund the payment at anywhere from \$3,000 to 10,000 each.

The Finance Committee is opposed to the principle proposed by Ameritech that DALNET should have to pay in perpetuity for technology that it is already available through Horizon.

It was noted that the training costs would have to be paid and it was recommended that DALNET should underwrite the cost of training to train the trainers. Up to two people from the three major DALNET institutions and 2 people from DALNET Systems Office are recommended for image database training.

It was recommended that Bob Holley, President of DALNET, should talk to the WSU Legal Department to apprise them of the situation. The DALNET position is that unlimited databases are allowed based on the pricing that is already in place. Ideally, a quick agreement can be reached by January 3, 2000. If the issue can be settled between DALNET and Ameritech, the projects can commence. If there is no agreement, the issue should be referred formally to the WSU Legal Department.

Finance Committee members felt that a conference call or a face to face meeting is in order. Bill Easton should be asked when the best date and time to arrange a conference call / meeting. The principals to be involved in these talks were identified as: Bob Holley, Margaret Auer, Louise Bugg, Bob Harris. Whatever is finally agreed upon may need to be established on a non precedent setting basis.

#### **6. Connect Z39.50 - Update**

The matter of a Z39.50 connection has been referred to the Collection Access Committee for a recommendation. The Committee will report back to the Finance Committee and to the Board in February.

#### **7. Ameritech Interactive Media Services (AIMS)**

Ameritech has given the DALNET Board a presentation on Ameritech Interactive Media Services (AIMS). However, the actual application of this technology to DALNET remains unclear. Primarily, AIMS seems to be an Internet service provider. Some DALNET libraries could sign up for this services through AADS. The advantage is that Ameritech is offering a kickback for multiple users on charges to participating institutions for Internet services. AIMS can offer services which have an affinity to those that DALNET is trying to offer. It is entirely possible that Lana Porter could negotiate better pricing for DALNET members.

However, can DALNET really take advantage of such an offer when it is comprised of individual institutions that wish to retain their own autonomy in such matters? There were questions on whether AIMS would help with web hosting services or web design services which DALNET would like to offer.

It was noted that AIMS was probably intended for dial up access for individuals who could not afford cable access. The Finance Committee agreed by consensus that DALNET could offer AIMS as an option but it was not a priority. While it is recognized that the Steering Committee has some valid considerations, the Finance Committee will recommend a wait and see approach as it continues to monitor the situation.

#### **8. New Business**

As Chair of DALNET, Phyllis Jose has announced that she is stepping away from the Finance Committee. The duties of the Chair as well as the Steering Committee do not allow her to continue on the Finance Committee. The Committee accepted her decision with regret and thanked her for her service on the Committee. She will be missed. The Committee agreed that a replacement member to fill the vacant seat was appropriate. The following Board members were suggested from which to select: Ann Walaskay, Karen Tubolino and Jennifer Moldwin. The Chair will request one of these people to fill the seat on time for the next meeting.

**9. Adjournment - Next Meeting**

The next meeting was scheduled for Thursday, January 20, 2000, 1:30 p.m. at the University of Detroit Mercy McNichols Campus. The meeting was adjourned at 3:25 p.m.

Respectfully submitted,  
J. Bosler, Chair