

**DALNET Finance Committee  
Wayne State University  
Meeting Minutes  
November 13 , 1998**

Present: Margaret Aurer, UD-M; Gerald Bosler, MCC; Patricia Senn Breivik, WSU, Robert Harris, WSU; Phyllis Jose, OC - L.

The Finance Committee met to consider the cost of DALNET participation based on the type of member: full member, information provider and customer.

Participating members have already made a considerable outlay in terms of financial contributions as well as in terms of staff support. DALNET organizational assets include such intangibles as: DALNET member informational resources, DALNET member staffing support, DALNET system resources, DALNET system staff support. New, incoming members, information providers and customers would have the benefit of these resources and contributions without having made a commensurate contribution, unless assessed in a formula driven cost estimate.

Current DALNET members would like to see some type of a cost mark-up for new participants to help with future entrepreneurial, developmental, and maintenance expenditures. Further, current members are reluctant to absorb appended expenditures in addition to those that have already been allocated on the printed budgets distributed by WSU. The hope is that new participants would assist in paying for their share of DALNET expenditures as well as a supplemental percentage to defray inflationary expenses and to pay for innovative endeavors.

At the same time, DALNET wants to cultivate new members, information providers and customers. The concept of the Information Hub is integral to the DALNET / Ameritech Partnership Agreement. In trying assess new participants for developmental expenses, DALNET may price itself out of the market. While it may be advantageous to add participants to the Information Hub, it may be at the expense of a profit margin.

A specific example is Madonna University which was being cultivated as a new DALNET member. Madonna has since come up on Horizon as a free standing institution. Madonna staff members have explained that philosophical and financial issues were components of the decision not to go with DALNET. Greenfield Village Library and Sacred Heart Seminary Library are now being encouraged to join DALNET. DALNET pricing is a critical issue. Is there a benchmark formula that the committee can suggest that will provide equity?

In making a recommendation a number of needs must be accommodated. They are:

- 1) a need for concrete figures to compare current budget figures against projected budget figures for new participants.
- 2) a need to create reasonable equity between new participants and old participants.
- 3) a need to be flexible in financing for old and new members.
- 4) a need to reconsider whether two categories of members is advantageous.

At the outset there seemed to be consensus that Information Providers will be solicited and considered on a case by case basis. Efforts will be made to obtain grants to attract and subsidize, important Information Providers. Matching funds to get information materials into machine readable format will be considered

Respectfully submitted: J. Bosler