



NJVid Sustainability Workgroup
Meeting at ACCC – June 12, 2008 – 11 AM
MINUTES

Present: Judy Jeng, Pat Kubaska, Sandie Miller, Tom Nemeth, David Pinto, Sheri Prupis, Grant Wilinski

Note: David Pinto was a guest attendee at the meeting representing VALE and informed the group about the VALE sustainability model that NJVid is considering emulating.

Discussion of the VALE model:

David discussed the VALE sustainability model – A primary factor in sustaining a resource such as NJVid is first figuring out what needs to be sustained. Upon achieving an itemization of sustainable components for the resource, the individual components can be budgeted and a yearly estimate of costs can be computed to determine the annual costs of running NJVid. Within these costs, a large component will include funding staff salaries, since salaries tend to be the costliest of all line items.

The annual fee for VALE members is 3.9% of their previous year's database fee. The benefit of this pricing strategy is that members can calculate their dues ahead of time. This money provides for a reserve fund in addition to a pass through. David recommended keeping at least 2 ½ years worth of fiscal resources in a reserve fund.

An important framework that we should adopt when considering how to sustain NJVid is not to ask how we will raise funds to support it, but to figure out what we will need to spend money on, again emphasizing the need to budget out the sustainability costs of NJVid – VALE is not a 5013c entity, meaning it has to pay federal income taxes. It has 53 member institutions. NJVid will have to determine its status.

Discussion of NJEDge.Net:

NJEDge is the technology consortium for New Jersey's educational institutions. The institutions predominantly support higher education. Of approximately 56 members, only six are K-12 institutions. The fee they are charged is based on President's calculations – Sheri further discussed total fee-based revenue plus a pass-through service charge – Mention of the NJEDge conference and Shibboleth authentication application – Critical part of Shibboleth is enabling it to query an institution's local patron database and recognize and authorize the institution's users on the back-end – NJEDge is in the process of hiring an applications programmer to program this functionality in Shibboleth. They are also hiring a systems programmer to oversee the computer boxes that run all of the NJVid applications. Systems

programmer will eventually be promoted to full time employee at NJEDge – NJEDge plans to duplicate Rutgers' Fedora digital object storage repository.

Other Discussion:

A question was raised about why Shibboleth cannot perform authentication & authorization of patrons based on their IP address. Answer: because institutions desire ability for patrons to access NJVid material from home using their home IPs.

Another key component to sustaining NJVid is to differentiate it from perceived competitors such as College Anywhere.

Atlantic County and West Orange libraries both might have interest in using NJVid.

Question raised: Will it be necessary to budget in the salary of a digital collections manager in charge of overseeing materials on NJVid?

Observation raised: Maybe since NJVid will be providing the Shibboleth service and other technology enabling federated access to other resources (e.g. NJDH), this can be used as a selling point for adopting NJVid at one's institution – In light of this example selling point, the group thought it wise to make a list of such selling points and put it on the NJVid Web site for marketing purposes. It is important to make the most of the current opportunity prior to upcoming initial collection launch of locally-owned content.

Another benefit of using NJVid is that it can serve as a pathway for discovering resources held by other institutions.

Since the discussion organically veered toward that of marketing ideas, the group thought it would be prudent for the NJVid Outreach & Marketing workgroup to meet soon to flesh out and realize these ideas.

Actions:

- *Budget out the individual sustainability costs of NJVid.*
- *Work to anticipate the questions that the WPU School of Business will ask us before actually approaching them for advice/assistance.*
- *Explore non-profit resources with demonstrable sustainability models (e.g. MERLOT <http://www.merlot.org/>)*
- *Tom will work on assembling the Outreach & Marketing workgroup, which is currently without a chairperson. In the meantime, Tom will work on drafting selling points.*

Meeting adjourned at approximately 2:30 PM.