

PAFET

Partners Affiliated for Exploring Technology

PAFET OPERATING COMMITTEE MEETING Raleigh, NC March 19-20, 1996

HOTEL

Raleigh Marriott Crabtree Valley
4500 Marriott Drive
Raleigh, NC 27612
(919) 781-7000 or (800-228-9290 Reservations)
fax: (919) 571-7445

MEETING ROOMS

TBA - Please check monitors at the hotel

COCKTAILS/DINNER

Angus Barn
9401 Glenwood Avenue
(Highway 70 @ Airport Road)
919-781-2444

ATTIRE

Business Casual is appropriate for meetings and dinner.

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ATTENDEES:

A. H. Belo Corp.

Jim Galli, *Director, Business Development, The Dallas Morning News*

Doug Tracy, *Communications Services Manager, The Dallas Morning News*

Central Newspapers, Inc.

Howard Finberg, *Senior Editor - Information Technology, Phoenix Newspapers, Inc.*

Myrta Pulliam, *Director of Electronic News & Information, Indianapolis Newspapers, Inc.*

Cowles Media Co.

Martha Duckert, *Planning & Process Leader, Minneapolis Star Tribune*

Bob Schafer, *Publisher, Minneapolis Star Tribune Online*

Freedom Communications, Inc.

Tom Porter, *Publisher, Kinston Free Press*

McClatchy Newspapers, Inc.

Chris Hendricks, *Manager of Technology*

Pulitzer Publishing Co.

David Lipman, *Chairman/Pulitzer 2000*

Jeff Edwards, *Vice President*

PAFET

Marla McDonald, *Executive Director*

Guests

George Schlukbier, *Vice President & Editor, News and Observer*

James Calloway, *General Manager, News and Observer*

Susanna Cantor, *Business Manager, News and Observer*

Kim Garretson, *Director, Business Development, NOVO*

Kelly Rodrigues, *CEO, NOVO*

Dennis Boyles, *Editorial Director, NOVO*

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AGENDA

Tuesday, March 19th (Crabtree Marriott)

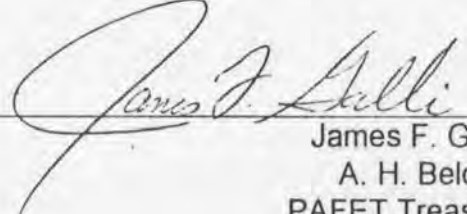
8:30 AM -10:00 AM	Recruitment Project	(Martha/Jim)
10:00 AM - 10:30 AM	BREAK	
10:30 AM -12:00 PM	NIE Project	(David/Chris)
12:00 PM -1:00 PM	Lunch	
1:00 PM -2:30 PM	Consumer Market Survey	(Chris)
2:30 PM - 3:00 PM	BREAK	
3:00 PM -5:00 PM	Novo Presentation	(Kim Garretson)
6:30 PM	Cocktails and Dinner at Angus Barn	

Wednesday, March 20th (NandO)

9:00 AM - 10:00 AM	Member Company Updates / New Business	(all)
10:00 AM - 12:00 PM	NandO Presentation/Tour	

1996 PAFET Financial Summary

	Amount To Date	Annual Budget	Difference	Variance Notes
Member Contributions	\$300,000.00	\$1,050,000.00	(\$616,273.51)	
Information Sharing:				
<i>PAFET Meetings</i>	\$1,715.34	\$25,000.00	\$23,284.66	
<i>Workshops/Seminars</i>	\$2,385.00	\$60,000.00	\$57,615.00	(\$1590 Freedom Kelsey Conference fee pending reimbursement)
<i>Technology/Market Tracking</i>	\$932.00	\$122,700.00	\$121,768.00	
Research/Dev. Projects				
<i>Consumer Market Study</i>	\$0.00	\$100,000.00	\$100,000.00	
<i>Recruitment</i>	\$63,487.32	\$250,000.00	\$186,512.68	
<i>Youth Marketing</i>	\$2,244.55	\$100,000.00	\$97,755.45	
<i>R&D Project Research</i>	\$0.00	\$300,000.00	\$300,000.00	
Collective Influence				
<i>NCN</i>	\$0.00	\$14,400.00	\$14,400.00	
<i>Investment Committee</i>	\$13,877.08	\$154,000.00	\$140,122.92	
Administrative				
<i>Staff</i>	\$10,372.29	\$157,725.00	\$147,352.71	
<i>Travel/Entertainment</i>	\$7,057.85	\$26,100.00	\$19,042.15	
<i>Office Expenses</i>	\$1,362.10	\$12,757.00	\$11,394.90	
TOTAL	\$103,433.53	\$1,322,682.00	\$1,219,248.47	
Interest Income	\$556.12			
Bank Charges	\$0.00			
1995 Balance Forward	\$236,603.90			
Net Partnership Balance	\$433,726.49			
Bank Balances:				
Hanover Money Mkt Fund:	\$324,159.17			
Operating Account	\$109,567.32			
Proof	\$433,726.49			



 James F. Galli
 A. H. Belo
 PAFET Treasurer

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Recruitment Project Update (Martha Duckert)

Highlights of the last few weeks:

A couple of weeks ago, we met with Resumix and learned that the internet interface they'd been working on since fall was nearing completion and they asked us to look at it to see how well it would work for us. (They didn't offer it originally when we contacted them in the fall because we were targeting an April launch and they knew it wouldn't be ready by then.)

An evaluation by the design team indicated that it had sufficient features that it no longer made sense to pursue having ISSC build a duplication of what already existed, but that it made more sense to see how we could have the Resumix online components adapted to our needs. The initial 30-day letter of intent with ISSC was due to expire within a day, so we let that happen.

We are now working with Resumix to define the features the internet interface still needs and how that may be developed. We have a verbal agreement with Resumix that Pafet will be the exclusive beta tester of the internet product. We will seek bids from Internet Service providers to host the site - we asked ISSC to bid it, but they declined.

We had a meeting in Dallas, March 4-5, with marketing reps from the Pafet companies to exchange marketing ideas and incorporate them into our plans.

We have a couple of demo disks available: 1) a demo of the current Resumix online product, 2) a demo of the Pafet concept product.

Next Steps

We still have more to do to complete the work necessary to put together a business agreement. We need to complete the reconciliation of features vs. what's available and develop a plan for filling in the holes, complete reference checks, finalize Resumix license terms, get bids from Internet Service providers, have legal review, finalize marketing plans, finalize internal system support needs.

We are continuing to try to move quickly, yet carefully - there's a lot of detail to get in sync. We hope we are only a few weeks away from completing this phase - the end of March is our goal.