

From: Garrett Bernard
To: Dr. George Kaufman
Subject: Labmast

About Labmast

Labmast is an easy-to-use and intuitive online laboratory manual that exists in the *cloud* and runs on any computer or tablet device. The online manual simplifies student laboratory administration and easily integrates into most high school and collegiate lab environments.

Web Address: <http://www.labmast.com>

Transylvania University's Department of Chemistry has developed and produced their own in-house laboratory manual for General Chemistry students which is constantly being vetted and edited to improve the contents to help students better understand the material.

I've been in contact about the possibility of Labmast utilizing the laboratory manual content developed and edited by Transylvania's Chemistry department staff within an online laboratory manual.

Historically, the Chemistry department has sold in-house laboratory manuals to students and used this money to help cover travel and lodging expenses to the annual American Chemical Society national convention for Transylvania students presenting research. Essentially, the income gathered from selling the paper lab manual to Transylvania students was being used to promote chemistry interest and scientific research and I intend to continue help Transylvania's American Chemical Society benefit financially from the time spent by Transylvania's Chemistry staff to develop this material.

To a certain extent, I would like to continue this trend in support of both Transylvania's Chemistry department and their American Chemical Society chapter. There are several different mechanisms to choose from with regard to how the club would gain funding from Labmast, though only one guarantees adequate financial support for the duration of Labmast's existence. There are, however, two prominent options to choose from.

- 1) Labmast secures a donation to Transylvania's American Chemical Society in the sum of \$3,500 annually.
- 2) Transylvania's Chemistry Department is paid a sum of around ten cents per usage by a student per laboratory material (sum negotiable).

Example: If 20,000 students nationwide used a laboratory procedure on Labmast edited by Transylvania faculty, the total sum paid would be

$$20000 * \$0.10 = \$2000.$$

This total would grow if Labmast grows, but there remains no guarantee of the sum collected.

A third option, which would include Transylvania maintaining an ownership stake in Labmast, is not currently an offer on the table. Instead, payment of some type will be rendered in exchange for the lab manual documents edited by Transylvania faculty. I reasonably assume that Transylvania University would prefer a share of this income, and that can be arranged if option (2) is used above. A donation, however, would be given directly to the American Chemical Society chapter.

Note that option (1) would be based on the goodwill of myself to present an annual donation, and option (2) would be a contractual obligation. This is merely for clarification; if it is agreed that a donation would suffice then I would willingly oblige the donation on an annual basis for the extent that Labmast continues to exist.

Sincerely,

Garrett Bernard