



Minnesota State Zoological Board.
Zoo-Related Organizations Files.

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

File
July 7, 1977

Mr. Alden M. Hanson
Vice President, Secretary - Treasurer
Munsingwear, Inc.
Box 1369
Minneapolis, Minnesota 55440

Dear Al:

It was indeed a pleasure to receive your letter dated July 6th this morning and your good news to help the Minnesota Zoological Garden.

Thank you very much for your corporate commitment of \$1,000 for the years of 1978 and 1979. As you know, this will be matched by an equal amount of matching funds so that your help really goes twice as far.

We still have on our schedule the intent to have you, Mr. Ellenberger, and your president, Mr. Reed, and others from Munsingwear who would like to visit the zoo join us for a tour of the site sometime later this summer or early fall.

We are sincerely appreciative of the help which you, Mr. Reed, and Munsingwear are providing for the new Minnesota Zoo. We know that you, your family and your friends can look forward to many enjoyable and informative days visiting at the new Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:bm

File

CORPORATE AND ADMINISTRATIVE OFFICES OF MUNSINGWEAR, INC.

July 6, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118

Dear Bob:

We have discussed the Minnesota Zoological Garden Foundation program with our President, Mr. Reed, and we wish to inform you that Munsingwear will contribute \$1,000 for the years 1978 and 1979. We will put this into our budget and payment can be made in early 1978.

We realize that this may be only a token amount but our demands for contributions are heavy. We try to participate in all areas of the country where we have sewing plants or warehouses. We wish the Zoo every success in its self-supporting goals. With best personal regards.

Very truly yours,

Alden
Alden M. Hanson
Vice President
Secretary-Treasurer

AMH:ps

7/7/77
AV



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 22, 1977

File m265

Mr. Alden M. Hanson
Vice President, Secretary, Treasurer
Munsingwear, Inc.
Box 1369
Minneapolis, Minnesota 55440

Dear Al:

I greatly appreciated the opportunity to meet with you and Don Ellenberger yesterday and to bring you up to date on some of the recent happenings of the Minnesota Zoological Garden. It was a most useful coincidence that on the prior day you had a chance to hear Beverly Rongren, Director of Interpretive Services of the Minnesota Zoological Garden, speak at the St. Louis Park Rotary Club. Between the two meetings, you should have both a good verbal, as well as ^{an} visual update on the zoo's current status.

This letter and attached material represents our formal written application to Munsingwear, Inc. for consideration of financial support on an undesignated basis for the capital funding needed to complete the Northern Trek. A grant may be distributed over several years and the total amount of the commitment can be used to obtain matching funds available to the project at the present time.

Our major need at this time is for financial support to help in the completion of the Northern Trek outdoor exhibit area. The Northern Trek is a ninety-acre section of the zoo that is intended to give the impression that zoo visitors are traveling across the northern hemisphere of the world and viewing those northern hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The exhibits of the Northern Trek area would include polar bears, reindeer, wolves, seals, arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

Traditionally, zoos in our country have been owned and operated by local societies or municipal park departments. Society-owned facilities have developed gradually as a result of the time, effort, and contributions of their members. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time-consuming in their attempts to accumulate funds for maintaining and expanding zoological gardens.

The development of the Minnesota Zoological Garden, which received its original support from the community leaders who formed the Minnesota Zoological Society in 1961, has followed a different, less traditional course. Following the recommendations of the Citizens League, the

Metropolitan Council, and numerous private citizens, the Minnesota Legislature in 1969 created the Minnesota Zoological Board. This eleven-member, governor-appointed body was given the authority and responsibility to plan, design, construct, and operate the Minnesota Zoological Garden.

In 1971, a master plan for the construction of the Minnesota Zoo was submitted to the Minnesota Legislature; this proposed bill failed to pass by only one vote. In 1973, a revised bill was submitted; at this time, the Minnesota Legislature authorized \$23,025,000 in general obligation bonds to initiate construction of the Minnesota Zoological Garden. In addition, legislation provided \$2,350,000 through a matching funds program to match non-state sources of support. The 500-acre site, originally valued at \$1.5 million and now worth far more, was donated by Dakota County.

Construction started on Phase I of the Northern Trek project in the fall of 1974 and is completed. Phase II construction began in September, 1976, and will be completed by the fall of 1977. Construction on Phase III is scheduled to begin in August, 1977, with completion dependent on cash flow. (See page 42 of the attached proposal.)

Funds received from the original state bonding, plus gifts, grants, and donations, matching funds, and interest accrued, have been allocated to initial construction -- including site development, Internal Services facilities, the Main Building complex, Minnesota Exhibit, aquarium exhibits, animals and equipment, and design and management -- and Phases I and II of the Northern Trek. An additional \$4,288,693 is needed to insure the completion of the entire Northern Trek exhibit area. The Minnesota Zoological Garden Foundation has as its first objective the development of \$2.6 million by December, 1978, which will be applied towards the construction of Phase III: Step I or Step II of the Northern Trek, following a decision on construction priorities by the Minnesota Zoological Board.

Funding for Phase III is expected from a variety of sources: gifts, grants, and donations, special fund-raising projects, accrued interest, and an as yet undetermined amount designated as surplus funds from the retainage of initial construction.

The Minnesota Zoological Garden Foundation, which began operations in February, 1976, is the primary fund-raising source for the Minnesota Zoological Garden. To date, the Foundation has received commitments of approximately \$8000,000 for construction of the Northern Trek. Grant applications of approximately \$1.5 million are currently in process. Attached to this grant application is a listing of all funds (Attachment D) currently received or pledged to the Minnesota Zoological Garden Foundation on behalf of the Minnesota Zoological Garden.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the state of Minnesota are scheduled to be repaid. The annual operating expenses, repayment of the state indebtedness, and portions of future construction will be covered by user fees, admissions, and concessions. The Minnesota Zoological Garden, as a state

Mr. Alden M. Hanson
June 22, 1977

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agency, receives its interim funding from the state of Minnesota. Detailed operating statements for the Minnesota Zoo are included within this grant application.

We believe it is important to recognize the relative drawing power of the Minnesota Zoo is comparison to the cultural, sports, and artistic attractions of this region. Enclosed with this application is our latest market study projection of annual attendance, completed by Midwest Research, Inc., out of Kansas City, through their North Star Division in Minneapolis. We believe that the report has used reasonable approaches to secure their attendance projections. These figures have been compared to the reported attendance of area attractions. The projected annual attendance at the Minnesota Zoological Garden will exceed the combined totals of several of the other major cultural attractions.

In order to meet the needs of all potential visitors, twelve free days will be scheduled each year at the zoo, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples will include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

With its emphasis on education, the Minnesota Zoo includes comprehensive facilities for educational experiences. Classrooms, a theater, and laboratory facilities are included in the Main Building complex; the Minnesota Zoo is probably the only zoo in the nation to include such extensive laboratory facilities for educational purposes. Graphics and signage have been designed to educate, and closed-circuit television will create additional educational opportunities at exhibit sites and in the classrooms. Zoo visitors may tour the zoo at their leisure or follow an informed guide on a learning excursion.

Visitors to the 500-acre zoological garden in Apple Valley may also have the opportunity to stay and study at a proposed Zoo Study Center. While attending special overnight seminars, Center visitors may attend classroom programs designed especially for their members, view films and closed-circuit television, and participate on group activities and tours on the site. The Zoo Study Center offers out-state visitors and visitors with special needs the opportunity to participate in specially-designed Minnesota Zoo programs.

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Mr. Alden M. Hanson
June 22, 1977

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The Minnesota Zoological Board has provided great foresight and capable management is securing top people for its operating staff. Currently, the zoo staff numbers approximately 70 people; when the zoo opens in 1978, over 150 people will be involved in its day-to-day operations, programs, and maintenance. Resumes of key staff people are available upon request.

The Minnesota Zoological Garden Foundation needs support now to initiate Phase III of the Northern Trek construction. Each dollar contributed at this time will be matched equally by funds from the state-appropriated matching funds program. A commitment for the future allows us to draw matching funds now which can be directly applied to Phase III construction.

As you can see from this letter as well as the attached material, there is a great deal of information available on the new Minnesota Zoological Garden. We would also like to invite you and anyone else from your company that would be interested to tour the 500-acre site in Apple Valley. With a visual inspection of the progress to date and a chance to meet some of the key department personnel, you will have a more thorough understanding and better appreciation for the tremendous scope of this project.

Some of the first animals for exhibit^{ion} will be arriving in July and many others ^{would} ~~start~~ arriving in subsequent months. The fact that you have visited the San Diego Zoo recently would provide you a good basis of comparison for a visit to the Minnesota Zoo. Perhaps we could arrange this sometime in July or August so that you can get a good understanding of the scope and extent of this project. We would like to have you, Don Ellenberger, and any others from your company including Mr. Reed and Wayne Marquesen if they could join us. Probably you should schedule at least two and one-half hours away from your office to include travel time to the site and a quick tour and view of the facilities. I will contact you next month just to see how this will fit into your schedule.

Mr. Alden M. Hanson
June 22, 1977

Page 5

Thanks again, Al, for your expression of personal interest in the new Minnesota Zoo and your representing us in our request for support from Munsingwear, Inc. We believe that this is a project that will have many benefits for the families of our community and many persons who will think of the metropolitan area as a good place to live and to visit.

Sincerely.

Robert S. Voigt
Executive Director

RSV:bm
Enclosures

REQUEST FOR A GRANT IN AID

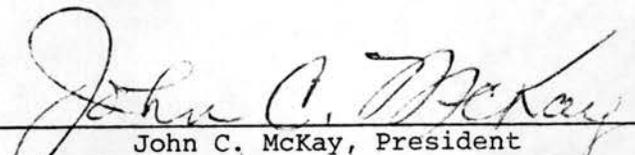
Submitted: June 22, 1977

to

MUNSINGWEAR, INC.
Box 1369
Minneapolis, Minnesota 55440

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579



John C. McKay, President
Minnesota Zoological Garden Foundation



Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

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- ATTACHMENT B Attendance Comparisons of Major Metropolitan Area Cultural Attractions
- ATTACHMENT C Projected Attendance for the Days of the Year for the Minnesota Zoological Garden's First Year of Operation
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Mr. Lawrence G. Steiner
June 22, 1977

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I really appreciate your personal interest, Larry, in taking a further look at our request. I know that undoubtedly you, your company and your foundation get many similar requests each year from other projects and organizations within our community. We believe that the Minnesota Zoo is a facility that will be available to everyone in our area regardless of age, family, or any economic or social category. It is a project that is designed to reach all people with benefits that are directly educational, recreational, and include many concepts in the field of conservation and research as well.

Thanks again for your consideration of our grant application.

Sincerely,

Robert S. Voigt
Executive Director

REQUEST FOR A GRANT IN AID

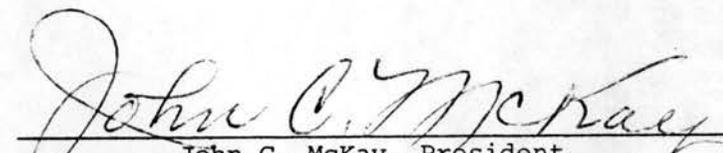
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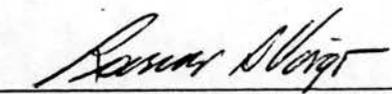
AMERICAN LINEN SUPPLY CO.
47 South Ninth Street
Minneapolis, Minnesota 55402

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
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John C. McKay, President
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Robert S. Voigt, Executive Director
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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 23, 1977

Mr. Vance D. DeLong
Executive Vice President and Secretary
Bank Shares Incorporated
777 Marquette Avenue
P. O. Box 1467
Minneapolis, Minnesota 55480

*File
M26F*

Dear Vance:

I have enjoyed the opportunity to visit with you on several occasions recently and to tell you more about the Minnesota Zoo. I am glad that you and Mr. Edward Stotesbery were able to join us recently for a luncheon at which we presented general information about the zoo and its various concepts and goals. We are looking forward to your visit to the 500-acre site in Apple Valley sometime soon in order to get a firsthand view of how all of these projects and ideas are fitting together.

Our major need at this time is for financial support to help in the completion of the Northern Trek outdoor exhibit area. The Northern Trek is a ninety-acre section of the zoo that is intended to give the impression that zoo visitors are traveling across the northern hemisphere of the world and viewing those northern hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The exhibits of the Northern Trek area would include polar bears, reindeer, wolves, seals, arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

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As you can see from this letter as well as the attached material, there is a great deal of information available on the new Minnesota Zoological Garden. We would also like to invite you and anyone else from your company that would be interested to tour the 500-acre site in Apple Valley. With a visual inspection of the progress to date and a chance to meet some of the key department personnel, you will have a more thorough understanding and better appreciation for the tremendous scope of this project.

Although this grant application is not for a specific amount or for a designated project, we will be glad to visit with you about your potential level of support and certainly a commitment which could be designated over several years. Any commitment that we receive at this time will be matched by an equal amount of matching funds so that your assistance actually goes twice as far.

There may even be areas that your marketing department would be interested in considering from the standpoint of developing special projects or benefits to your customers through some association with the Minnesota Zoological Garden. These are only thoughts at this time and certainly need a great deal of exploration before any suggestions or judgements could be made.

Thanks again Vance for your continued interest and consideration of our request. We are looking forward to your touring the site and learning more about the total zoo project.

Sincerely,

Robert S. Voigt
Executive Director

REQUEST FOR A GRANT IN AID

Submitted: June 23, 1977

to

BANK SHARES, INCORPORATED
777 Marquette Avenue
P. O. Box 1467
Minneapolis, Minnesota 55480

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 23, 1977

*File
MZF*

Mr. Donald Weesner
2296 West Lake of the Isles Parkway
Minneapolis, Minnesota 55405

Dear Mr. Weesner:

We are delighted that you have talked with John Tilton and have asked him for additional information about the new Minnesota Zoological Garden. I am pleased to respond to your request and have attached to this letter a great deal of supporting information on the total zoo project.

Many accomplishments have been recorded since your early association with the volunteer site selection task force that worked as part of the zoo advisory committee for the Metro Council. As a result of this committee's effort, we are now today in the final stages of completing what will be one of the truly great zoos in the world.

Based upon the original master plan and estimates for building the initial project as conceived, the state of Minnesota has provided about 60 percent of the funds needed to meet that goal. In order to provide all of the facilities that were recommended, the additional 40 percent is in the process of being secured from individual gifts and also from grants and donations from local businesses and foundations.

The information that is presented in this letter as well as that which appears in greater detail in the supporting documents should provide most of the specific information that you probably would want to have. However, if there is additional detail on specific exhibits, educational programs or construction funding needs, I hope that you would give me a call so that we can talk about the work in process and we can also supply the specific answers to your questions.

Our major need at this time is for financial support to help in the completion of the Northern Trek outdoor exhibit area. The Northern Trek is a ninety-acre section of the zoo that is intended to give the impression that zoo visitors are traveling across the northern hemisphere of the world and viewing those northern hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The exhibits of the Northern Trek area would include polar bears, reindeer, wolves, seals, arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

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processes have been time-consuming in their attempts to accumulate funds for maintaining and expanding zoological gardens.

The development of the Minnesota Zoological Garden, which received its original support from the community leaders who formed the Minnesota Zoological Society in 1961, has followed a different, less traditional course. Following the recommendations of the Citizens League, the Metropolitan Council, and numerous private citizens, the Minnesota Legislature in 1969 created the Minnesota Zoological Board. This eleven-member, governor-appointed body was given the authority and responsibility to plan, design, construct, and operate the Minnesota Zoological Garden.

In 1971, a master plan for the construction of the Minnesota Zoo was submitted to the Minnesota Legislature; this proposed bill failed to pass by only one vote. In 1973, a revised bill was submitted; at this time, the Minnesota Legislature authorized \$23,025,000 in general obligation bonds to initiate construction of the Minnesota Zoological Garden. In addition, legislation provided \$2,350,000 through a matching funds program to match non-state sources of support. The 500-acre site, originally valued at \$1.5 million and now worth far more, was donated by Dakota County.

Construction started on Phase I of the Northern Trek project in the fall of 1974 and is completed. Phase II construction began in September, 1976, and will be completed by the fall of 1977. Construction on Phase III is scheduled to begin in August, 1977, with completion dependent on cash flow. (See page 42 of the attached proposal.)

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Mr. Donald Weesner
June 23, 1977

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As you can see from this letter as well as the attached material, there is a great deal of information available on the new Minnesota Zoological Garden. We would also like to invite you and your family and any of your friends that would be interested to tour the 500-acre site in Apple Valley. With a visual inspection of the progress to date and a chance to meet some of the key department personnel, you will have a more thorough understanding and better appreciation for the tremendous scope of this project.

Perhaps one of the best ways to get a complete appreciation for the project and its scope would be to plan a visit to the zoo site in Apple Valley. The zoo is located approximately 30 minutes from downtown Minneapolis. In order to fully view and walk through or see most of the Internal Services area, Main Complex, and a lot of the support areas that are still in the final stages of construction, it would be advisable to plan around one and one-half to two hours at the zoo site. The best time to observe the facility is late afternoon after the contractors have left for the day. If you would like to tour the zoo some afternoon around 3:30 p.m. or 4:00 p.m., please let me know and I would be most happy to take you on a personally conducted tour.

John Tilton has certainly been the major community person involved in conceiving, planning, organizing, and contributing leadership towards the construction and operation of the new Minnesota Zoological Garden. If you have specific questions I know that John would be glad to discuss any of these with you. His telephone number is: 938-1943.

Mr. Donald Weesner
June 23, 1977

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If I can be of any help to you in discussing the project or any of its aspects, please feel free to call. I'm looking forward to meeting you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:bm

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 17, 1977

Mr. Thomas M. Beckley
Vice President
Soo Line Railroad
800 Soo Line Building
Minneapolis, Minnesota 55440

Dear Tom:

On behalf of the Minnesota Zoological Garden Foundation, I am pleased to submit this grant application to you for your consideration and for subsequent consideration by the officers and board of Soo Line Railroad Company.

The attached material is the support information that we include with all grant applications whether they be undesignated for general support or designated for specific programs or exhibits. From our visit, I would presume that your interest would be towards the general support to complete the project that is now about 90 percent funded.

Our major need at this time is for financial support to help in the completion of the Northern Trek outdoor exhibit area. The Northern Trek is a ninety-acre section of the zoo that is intended to give the impression that zoo visitors are traveling across the northern hemisphere of the world and viewing those northern hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The exhibits of the Northern Trek area would include polar bears, reindeer, wolves, seals, arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

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Mr. Thomas M. Beckley
June 17, 1977

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A good time to plan a tour of the site is late afternoon. Perhaps we can get this arranged early in July so that you and others can review the project prior to any formal consideration being given to our request. Please give me a few alternate dates that would fit your schedule and I will try to see that Reuel Harmon also joins us for the tour. I know that he would thoroughly enjoy a tour which he could personally conduct for you and Leonard Murray.

Thank you for your expression of personal interest in the new Minnesota Zoological Garden. Your consideration of this request for support is greatly appreciated.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosures

REQUEST FOR A GRANT IN AID

Submitted: June 17, 1977

to

SOO LINE RAILROAD
800 Soo Line Building
Minneapolis, Minnesota 55440

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

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V. ATTACHMENTS

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 14, 1977

Don W. Larson
Manager, Twin City Area Community Relations
Civic Affairs Department
3M Company
3M Center
St. Paul, Minnesota 55101

Dear Don:

We are pleased to hear that you and John Geisler have made arrangements for the St. Paul Convention and Visitors Bureau Board to tour the Minnesota Zoological Garden on Tuesday, June 28, at 3:30 p.m. We are looking forward to all of you joining us for a view of what will be one of the world's greatest zoos.

Enclosed are some brochures and general information on access.

I will make some arrangements for members of the zoo staff to join us so that you and your committee can meet them and learn more about the specific programs and activities of the zoo.

Please call if you have any questions. We're looking forward to all of you coming out to Apple Valley and seeing and learning more about the new Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosures

cc. Donald Bridgwater ✓



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

June 7, 1977

File m26K

Mr. David K. Cummings
Secretary
The Pillsbury Company Foundation
608 Second Avenue South
Minneapolis, Minnesota 55402

Dear Dave:

We are extremely pleased to acknowledge your letter of June 3rd and the Pillsbury Company Foundation's three-year pledge of \$60,000 to the Minnesota Zoological Garden Foundation. That's great!

We are also pleased to acknowledge receipt of your check in the amount of \$20,000 as the first payment of your three-year pledge. Thank you.

Our program is gaining more momentum each day as more people become aware of the zoo and acquainted with its many goals and opportunities. On April 30th, we held probably one of the largest walks ever held in this area when we had our walk for the Beluga whales. More than 10,000 people participated that day and our pledges of support from sponsors total approximately \$200,000. We believe this is a tremendous indication of the great support that the zoo will have from the people of our community.

The main building complex is nearing completion. The zoo staff is now around 70 in number and growing each month. Beginning in July and August, some of the animals that will be arriving include the Beluga whales, musk ox, Siberian tigers, and many others.

We would be pleased to have you and your associates take a tour of the facilities at any time that it meets with your convenience. Please let me know when you have several hours that you could spare to go out and take a tour and meet some of the key staff persons. I know that you would find them a delight to meet and very informative on the entire program.

Thanks again to you for all of your help and to the Pillsbury Company Foundation for your support of the Minnesota Zoological Garden.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

OFFICERS AND DIRECTORS: JOHN C. MCKAY, President South St. Paul; DAVID W. ONAN, II, Vice President Wayzata; G. RICHARD PALEN, Secretary-Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; W. JOHN DRISCOLL St. Paul; ROBERT H. ENGELS Minneapolis; ROBERT FERGUSON Eagan; LARRY FREEMAN St. Louis Park; LOUIS I. GELFAND St. Louis Park; NORMA HANSON Goodridge; REUEL HARMON Inver Grove Heights; E. ROBERT KINNEY Excelsior; KENNETH M. KNOPF Edina; MALCOLM McDONALD St. Paul; REV. ALAN W. MOSS Minneapolis; JOSEPH O'NEILL St. Paul; RICHARD SALET Mankato; MARY ANN SCROGGINS Afton; U.S. SEAL, Ph.D. Bloomington; JOHN TILTON Hopkins; ADOLF TOBLER St. Paul; JEROME WAGNER Anoka; KARLA WILLIAMS New Brighton
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

file MZGR

THE PILLSBURY COMPANY FOUNDATION

608 SECOND AVENUE SOUTH
MINNEAPOLIS, MINNESOTA 55402

DAVID K. CUMMINGS
SECRETARY

June 3, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West St. Paul, MN 55118

Dear Bob:

Enclosed please find The Pillsbury Company Foundation's check in the amount of \$20,000 as the first payment of our pledge of \$60,000 to be paid over a three-year period to the Minnesota Zoological Garden Foundation's capital campaign to complete the Northern Trek of the new Zoo.

The Pillsbury Company Foundation is pleased to be able to assist your capital effort and we look forward to the opening next spring of what I am sure will prove to be one of Minnesota's most important educational and tourist institutions.

We would be pleased if you would respond to the receipt of the enclosed check by return mail. Again, best wishes for a most successful 1977.

Sincerely,

Dave

DKC:lw

Enclosure

6/7/77
v

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

WHALE OF A WALK

7/20

Don, for your info

<u>EXPENSES</u>	<u>DECEMBER</u>	<u>JANUARY</u>	<u>FEBRUARY</u>	<u>MARCH</u>	<u>APRIL</u>	<u>MAY*</u>	<u>TO-DATE*</u>
Salaries	\$500.00	-0-	\$1,000.00	\$1,000.00	\$1,235.90	\$1,032.70	\$4,768.60
Reimbursable Expenses	3.04	32.82	245.51	459.51	93.28	727.95	1,562.11
Office Supplies	10.00	10.00	20.00	113.94	82.04	209.11	445.09
Postage	10.00	10.00	33.04	63.52	268.25	30.62	415.43
Telephone	-0-	-0-	-0-	-0-	142.81	254.69	397.50
Promotion	-0-	18.00	176.65	67.80	440.11	1,415.72	2,118.28
Printing	-0-	-0-	115.50	155.95	247.15	3,530.79	4,049.39
Furniture, equipment	-0-	-0-	-0-	128.50	121.68	756.90	1,007.08
Other	-0-	10.00	10.84	64.26	122.20	776.84	984.14
	<u> </u>						
TOTAL	<u>\$523.04</u>	<u>\$80.82</u>	<u>\$1,601.54</u>	<u>\$2,053.48</u>	<u>\$2,753.42</u>	<u>\$8,735.32</u>	<u>\$15,747.62</u>

Estimated Expenses Through June 30, 1977	\$3,720.00
--	------------

Estimated Shared Proceeds/Bussing Costs	<u>5,686.69</u>
---	-----------------

TOTAL ESTIMATED EXPENSES THROUGH 6/30/77	<u>\$25,154.31</u>
--	--------------------

* Includes expenses through May 24, 1977;
does not include expenses incurred in
May and paid in June.

MAY, 1977

- Negotiations - Society/MZG/MZGF initiated
- Processing proceeds
- Begin evaluation process
- Problem solving
- Process labels for walker bulk mailing
- Staff change-over preparation
- Office clean-up/sorting
- Whale Walk follow-up
 - banners
 - Lost and found
 - Post-walk commitments

JUNE, 1977

- Processing proceeds
- Probable office change preparation
 - storage of walk materials
- Bulk mailing to walkers
- Bulk mailing to sponsors
- Begin awards work
- Evaluation process continues
- 1978 planning begins
- Staff training
- Steering Committee meetings
- Post-walk follow-up continues
- Return of borrowed equipment

JULY, 1977

- Processing proceeds continues
- Begin work on shared proceeds
- First shared proceeds checks issued
- Office reorganization
- Awards work continues
- MZG -- get together for award winners in August finalized
- Work on 1978 theme initiated
- Work on personnel evaluation/placement initiated
- Multi-media presentation work initiated
- sorting of sponsor sheets/payment stubs
- Walk correspondence

AUGUST, 1977

- Proceeds processing continues
- Office equipment donations sought
- Multi-media presentation work continues
- Work on awards continues
- Work on personnel evaluation/placement continues
- p.r. releases prepared
- Future planning continues
- Walk date discussions initiated
- Walk correspondence

SEPTEMBER, 1977

- Proceeds processing continues
- p.r. releases
- recruitment of strong, aggressive committee chairpeople
- District directors finalized
- New operations committee initiated
- New recruitment methods initiated
- Preparation of bulk rate envelopes
- 1978 theme finalized
- Walk correspondence
- Begin to secure military support
- Multi-media production in final stage
- Develop a press kit and "Speakers Resource" book
- File Walk '77 results with appropriate governmental bodies
- Select '78 Student Walk Directors
- Awards work continues
- Recruitment continues
- Have Walk Date printed in official calendars for schools/churches, etc.
- Begin writing news/radio/television releases
- Walk correspondence

OCTOBER, 1977

- Proceeds processing continues
- Shared proceeds finalized
- Recruitment continues
- Donated materials commitments sought for 1978
- Endorsements work initiated
- First meeting of Walk '78 Executive Directors
- Note any participating group changes
- Rosters of leadership initiated
- Filing/correspondence continues
- Out-state visits initiated
- Meet with police to review '77 results
- Awards finalized for November presentations
- Initiate new recruitment strategies
- Multi-media show finalized

NOVEMBER, 1977

- Awards presentations
- Recruitment continues
- Proceeds processing continues
- Walk Office '78 located
- Walk Day commitments initiated
- Sponsor sheets/registration sheets/posters/buttons initiated
- Establish a regional young adult group to help local districts
- Preparation of MZG "Fact Sheets"
- Set up Special Gifts Committee
- Honorary Chairpeople designated and asked to participate
- Training sessions for districts initiated
- Timeline schedules finalized

DECEMBER, 1977

- Printed matter finalized
- Donated items not committed still sought
- District reviews
- Recruitment continues
- Bus support sought
- Filing/correspondence continues
- '77 results finalized
- '78 permits sought
- Begin to secure dates for school assemblies
- Endorsements sought from uncommitted
- Committee meeting scheduled for Walk season
- Permits sought
- Begin Speakers' Bureau, including training
- Printing completion dates sought
- Develop multiple copies of Walk '78 show
- p.r. releases
- Group letters/walker letters prepared

JANUARY, 1978

- Possible office move
- Processing proceeds continues
- Recruitment of walkers initiated -- low key
- Bulk mailings prepared
- Process proceeds (small amount)
- Finalize young adult committees
- Review walk route
- Continue to recruit and organize community groups to provide Walk Day workers
- Speakers' Workshop
- Check committee progress, update
- District Directors informed of schools, churches, etc., in their localities
- "Work Parties" initiated, beginning with bulk mailings
- Greater concentration on low productivity areas
- Audio-visual equipment lined up
- Channel applicable information to appropriate committees
- Walker recruitment picks up at low key level
- Update committee/workers rosters
- Printing underway
- Assemblies lined up
- Endorsements sought
- Media informed
- Pre-Walk buttons on hand
- District workers training session
- Regional kick-off gatherings
 - dinner or dessert
- Busboards and other special approaches worked out
- Worker newsletter initiated
- Press releases underway
- Periodically send schools ideas on walk promotion
- Maintain and expand out-state contacts

FEBRUARY, 1977

- Process proceeds (down to a trickle)
- Insure all participating groups have a 4-digit number assigned to them
- Basic printing underway
- School presentations moderately well lined up
- Completion of regional kick-off gatherings
- Check use of public marquees to promote event
- Worker training continues
- District reporting forms ready
 - to be filled out during March and April
- Sponsor sheet distribution points secured
- Continue to insure that each committee is on proper timeline
- Walk Day entertainment commitments in hand
 - bands/clowns, etc.
- Find call-forwarding group to handle evening/weekend phone calls
- Newsletter
- Registration of new sharing groups continues
- Walk registration into second gear
- Presentations office calendar in use
- Regional media locations in operation
- Out-state contacts continue
- Promotional materials lined up
- Update rosters
- Toe Trucks arranged
- Photographic arrangements for Walk Day finalized with MZG
- Transportation donors continues
- Walker bulk mailing lined up

MARCH, 1977

- Full-Scale walker recruitment
- Newsletter
- Materials distribution
- Special walk day equipment lined up
- Clean-up crews lined up
- Lunch lined up
- Assemblies in high gear
- Bank arrangements renewed
- "Work Parties" continue
- Rosters updated
- Volunteer training continues
- Walk correspondence/filing/"thank-yous" continue
- Proceeds processing continues
- Press/Media releases
- Walk posters up
- Checkpoint cards to printer
- Post-walk button to manufacturer
- Banners updated/repared
- Billing arrangements finalized
- Check district/committee progress
- Walk bulk mailing out
- Walk Day marquees lined up
- Printing continues
- Walk Day workers secured
 - training dates set
- Phone blitz for weak (or strong) districts
- Resupply sponsor sheet distribution centers

MARCH, 1977 (Continued)

- Announcements in church bulletins
- Sponsorships actively sought
- Walk Day arrangements nearing point of finalization
- "In-House" corporate newsletter coverage
- Insurance coverage set

APRIL, 1977

- Heavy walker/Worker recruitment
- Volunteer walk day training sessions
- Resupply walk distribution points
- Newsletter
- Walk Day arrangements finalized
- Check district/committee progress
- Process proceeds
- Correspondence/filing, etc., continues
- Out-state contacts continue
- Press/media releases
- Radio/television coverage
- "Good Neighbor" Award
- Check Media Center needs
- Special interest groups approached to assist in walk day where needed
- Buses lined up
- MZG Walk Day arrangements finalized
- Check weather forecast five days before -- change plans accordingly
- Police arrangements finalized
- Community notified
- Have sanitation arrangements finalized
- Double check all walk day commitments
- All necessary permits in hand
- Obtain lists of all workers
- Mark the route/equipment lined up for walk day
- Provide for safety of runners
- Batch sponsor sheets on walk day.

MINNESOTA ZOOLOGICAL BOARD
 MINNESOTA ZOOLOGICAL SOCIETY
 MINNESOTA ZOOLOGICAL GARDEN
 FOUNDATION

ZOO WALK
 STEERING COMMITTEE

WALK DIRECTOR

MINNESOTA ZOOLOGICAL
 GARDEN

MINNESOTA ZOOLOGICAL SOCIETY

MINNESOTA ZOOLOGICAL
 GARDEN FOUNDATION

MZG STAFF

VOLUNTEER
 TRAINER

2 VOLUNTEER
 COORDINATORS

CO-CHAIRMAN
 PR & PROMOTION

CO-CHAIRMAN
 ORGANIZATION

CO-CHAIRMAN
 WALK DAY
 ARRANGEMENTS

CO-CHAIRMAN
 FINANCE

() staff
 consultant(s)

1 volunteer
 1 staff
 consultant

2 volunteers
 1 staff
 consultant

1 volunteer
 1 staff
 consultant

Designs
 volunteer
 training

Schedules
 training

Evaluates
 accomplishments

Recruits
 district
 directors,
 trains

Recruits &
 trains speakers

co-coordinates
 speakers'
 calendars

distributes
 materials

recruits
 office, walk
 day, collections,
 & follow-up volunteers

A/V presentation
 A/V equipment
 News releases
 TV & radio
 P.S.A.s
 Newsletters
 House organs
 Copywriting
 Graphic design
 Celebrities
 Honorary Directors
 Civic/Service
 Clubs
 Press relations
 Proclamations

Office mgmt.
 & detail
 Mailings/postage
 Printing/signage
 Records: walkers
 & workers
 Phoning
 Address lists,
 labels
 Registration
 forms
 Sponsor sheets
 Walker tags
 Support needs
 Batching
 Volunteer
 training

Registration
 Assembly
 Check points
 Trouble table
 Medical
 Set-up
 Clean-up
 Communications
 Entertainment
 Permits
 Police/Security
 Route
 Restrooms
 Water wagons
 Busses/Toe Trucks
 Telephones
 Volunteer
 training

Budgeting
 Reports
 Payment of
 expenses
 Collection
 procedure
 Special gifts
 -designated
 -undesignated
 Donated services
 Donated products

DISTRICT
 CHAIRMEN

DISTRICT VOLUNTEERS



File

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 23, 1977

Mr. William H. Baldwin
President and Trustee
Kresge Foundation
2401 West Big Beaver Road
Troy, Michigan, 48084

Dear Mr. Baldwin:

Thank you for your very kind letter of May 19, 1977, in which you expressed beautifully the position of your Foundation regarding our grant application. I can well imagine the deluge of proposals which you receive and the difficult process that you go through in reviewing each application.

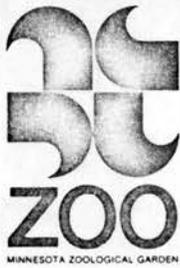
Because we feel so strongly in the zoo and also because we believe that you will find it a project worthy of your future consideration, we are looking forward to an opportunity to visit with you and members of your Board either later this fall or at the very beginning of next year's grant request consideration. The Minnesota Zoo is one that is attracting a great deal of local attention. We are also getting increased responses from businesses, foundations, and individuals locally, so we'll have a longer financial list to share with you at another time.

I've enjoyed visiting with you and Mr. Ford Andrew Anderson about our project. I'm looking forward to meeting you in the near future so that you may become better acquainted with the new Minnesota Zoological Garden.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

File
33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 23, 1977

Mr. William R. Humphrey, Jr.
Vice President and Executive Director
General Mills Foundation
Post Office Box 1113
Minneapolis, Minnesota 55440

Dear Bill:

We are delighted to acknowledge receipt of your letter of May 19th, your General Mills Foundation check in the amount of \$25,000.00, and your continuing interest in the entire Minnesota Zoological Garden project. Thank you.

This grant will be recorded in the name of the General Mills Foundation and as the second installment on your \$150,000, three-year commitment.

Yes, we have been receiving some great publicity during the past month, and much of that has been associated with the Whale Walk project. This program was to encourage people of all ages and interests to help walk for pledges that would be used to purchase the beluga whales. On April 30th, we had more than 10,000 walkers at the zoo site, and their pledges collectively total approximately \$200,000. We believe that this is a tremendous indication of the great interest that people have in the zoo and also an indication of the tremendous support that we will be receiving from the public in general.

All programs seem to be gaining momentum. The zoo staff is approximately 70. Beginning in late July, some of the first animals and exhibits will be brought onto the site in Apple Valley. The foundation is continuing to enlarge its activities and is also gaining more momentum all of the time.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

MARDAG FOUNDATION

File

305 WILDER BUILDING
355 WASHINGTON STREET
ST. PAUL, MINNESOTA 55102
(612) 222-4633

May 18, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West Saint Paul, Minnesota 55118

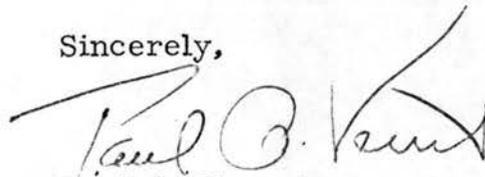
Dear Bob:

Re: Grant #11-77

On May 12, 1977, the Trustees of Mardag Foundation approved a grant of \$40,000 to the Minnesota Zoological Garden Foundation to be used to help finance the construction and capital improvement program of the new Minnesota State Zoological Garden. This grant was approved with the understanding that payment of the grant will be made by the Foundation as follows, namely, \$5,000 of the amount authorized shall be paid in 1977 and the balance shall be paid at the convenience of the Foundation over the next three years with total payment to be completed by the end of 1980.

Enclosed please find two copies of the Agreement of Grantee form related to this grant. Please complete these forms and return the original copy to my office. As soon as the form is returned, steps will be taken to authorize payment in accordance with the terms of the grant.

Sincerely,



Paul A. Verret
Secretary

PAV:mp
Encl.

5/18/77
A



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 19, 1977

Mr. Paul A. Verret
Secretary
Mardag Foundation
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Dear Paul:

We are extremely pleased to acknowledge your letter of May 18th regarding your Grant #11-77 in the amount of \$40,000, which the Trustees of the Mardag Foundation approved to the Minnesota Zoological Garden Foundation.

Your support will be designated to help finance the construction and capital improvements program of the new Minnesota Zoological Garden.

The Agreement of Grantee form has been completed and signed and is enclosed according to your request. Also, according to 2.a. in the section of terms and conditions, we are enclosing a copy of our last year audit, dated June 30, 1976. We will also provide you with a similar financial report upon completion of this year's audit. If at any time you or members of your staff would like to review the financial records of our foundation to show the applicable expenditures in greater detail, we would be pleased to have you call us and to meet with you for reviewing this information.

According to 8., our current tax status is best described by enclosing for your records a xeroxed copy of our Internal Revenue determination.

Thanks again for your most kind support in helping to bring a truly great zoological garden to the people of our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosures



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 25, 1977

File

Mr. Chris Finsness, C.L.U.
Second Vice President
Northwestern National Life Insurance
Company
20 Washington Avenue South
Minneapolis, Minnesota 55440

Dear Mr. Finsness:

We are very pleased to acknowledge your letter of May 24th and your notice that the Public Responsibility Committee of the Board of Directors of Northwestern National Life Insurance Company have approved a grant of \$7,500 to the Minnesota Zoological Garden Foundation.

We are looking forward to your participation in the 3 years of 1978, 1979, and 1980. If there is additional information that you would like to have on the foundation or the programs of the Minnesota Zoological Garden, please feel free to contact me.

Yes, your grant will greatly assist the foundation in achieving its program and goals. Your grant will also bring many hours of pleasure and education to the many visitors who participate in the zoo's program each year. We sincerely thank you for your kind consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. Donald Bridgwater

NORTHWESTERN NATIONAL LIFE INSURANCE COMPANY

CHRIS FINSNESS, C.L.U.
SECOND VICE PRESIDENT, ADVERTISING AND PUBLIC RELATIONS

612 • 372 5621

May 24, 1977

Mr. Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
33 East Wentworth Avenue, Suite 218
West St. Paul, Minnesota 55118

Dear Mr. Voigt:

It is my pleasure to advise you that the Public Responsibility Committee of the Board of Directors of Northwestern National Life Insurance Co. at a meeting on May 18, 1977 approved a grant of \$7,500 to the Minnesota Zoological Garden Foundation payable in three equal installments of \$2,500 each in 1978, 1979 and 1980.

We trust that this grant will assist the Foundation in achieving its program and goals.

Sincerely,



CF:ej

5/25/77
B



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 16, 1977

Lloyd L. Brandt
Vice President
First Bank System, Inc.
1400 First National Bank Building
Minneapolis, Minnesota 55480

File

Dear Lloyd:

Your letter of May 10th, the enclosed check for \$11,229.61, plus \$4,000.00 in Treasury Notes is most gratefully acknowledged. We are sincerely appreciative of all the fine help that you and the First Bank System, Incorporated, are doing to help make the Minnesota Zoo one of the finest educational experiences of its kind in the world.

We were delighted that you and your daughter joined about 10,000 other walkers on April 30th to help provide support for the new Beluga whales. Being that this was our first attempt to bring people out to the zoo and to organize the walk in a relatively short period of time, we too were astounded at the number of participants who came out to join us. We are also very pleased that the support has been so good from the sponsors and believe that future activities of this kind as well as attendance when the zoo opens will be extremely exciting.

Your personal interest and support of the zoo mean a lot to us, Lloyd. I think it is great that you share the same enthusiasm for this project that all of us have who are closely associated with its programs and development.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. Don Bridgwater ✓



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 18, 1977

Fold

Mr. William S. Stutsman
Elementary Principal
Pelican Rapids Public Schools
Pelican Rapids, Minnesota 56572

Dear Mr. Stutsman:

We are delighted at the response that the Viking Elementary School generated towards the new Minnesota Zoo and our Whale Walk project. Thank you for all the work and support which you and your students have generated in our behalf.

We are very grateful to you for your check in the amount of \$153.39, which is your school's contribution towards the purchase of Beluga whales. The plans now are to bring the Belugas to Minnesota sometime late in July. I hope that all of you will be following the various reports in the news media which describe the capturing and transportation involved in bringing the whales to Minnesota.

The pictures showing the carnival and cash receipts from your school project certainly look like everyone had a "whale of a good time." Thanks for giving the Minnesota Zoo such a good bit of publicity in your community.

We hope that all of you will plan on visiting the Minnesota Zoo after it opens next spring. At that time, you will be able to see the exhibit which your gifts have helped make possible.

Again, our thanks to each and every one of you for your enthusiasm and support of the new Minnesota Zoo and your individual contributions which helped make the Beluga whale exhibit possible.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

bcc. Don Bridgwater ✓
Bob Ferguson



FIRST BANK SYSTEM, INC.

1400 FIRST NATIONAL BANK BLDG., MINNEAPOLIS, MINNESOTA 55480, (612) 370-5176

LLOYD L. BRANDT
Vice President

May 10, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
W. St. Paul, MN 55118

Bob ---

--- the enclosed check for \$11,229.61 plus \$4,000 in Treasury Notes completes the first one-fourth payment of our grant of \$100,000 for the new zoo. In January we sent you \$9,770.39 as an advance against our first year payment.

Part of this grant is made in securities because of the tax advantage to us in doing it this way. Because of our relatively high level of charitable contributions and the extent of our income derived from tax exempt securities, we have an ongoing problem in this area.

The leadership in this corporation has a keen interest in the new zoo. From the standpoint of public recreation, education, humane treatment of animals, preservation of species, and just plain fun -- it's got to be one of the most exciting things to happen to Minnesota.

On April 30, my daughter and I had the pleasure of a nice long walk around the zoo area. I was thrilled and astounded at the number of people who participated in the walk. It should give us all new confidence as to what will happen at the gate when the new zoo opens.

To confirm delivery of the enclosed securities, please sign the enclosed copy of this letter and return to:

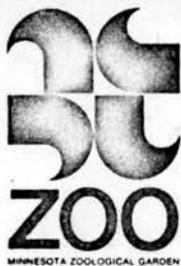
Mr. David Pote
The First National Bank of St. Paul
332 Minnesota St.
St. Paul, MN 55101

Sincerely,

A handwritten signature in cursive script, likely reading "Lloyd L. Brandt", written over a horizontal line.

Enclosures

cc: Donald D. Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 5, 1977

File

Mr. Chris Finsness
Vice President
Public Relations
Northwestern National Life Insurance Company
Box 20
Minneapolis, Minnesota 55440

Dear Mr. Finsness:

On behalf of the Minnesota Zoological Garden, I am pleased to submit this grant application to Northwestern National Life Insurance Company for the consideration of your corporate contributions committee.

We are requesting a commitment of \$30,000 to the Minnesota Zoological Garden Foundation to be used in the Phase III construction of the Northern Trek exhibit area. The Northern Trek is intended to give the impression that zoo visitors are traveling across the Northern Hemisphere of the world and viewing those Northern Hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The Phase III exhibits would include polar bears, reindeer, wolves, seals, and arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

Traditionally, zoos in our country have been owned and operated by local societies or municipal park departments. Society-owned facilities have developed gradually as a result of the time, effort, and contributions of their members. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time-consuming in their attempts to accumulate funds for maintaining and expanding zoological gardens.

The development of the Minnesota Zoological Garden, which received its original support from the community leaders who formed the Minnesota Zoological Society in 1961, has followed a different, less traditional course. Following the recommendations of the Citizens League, the Metropolitan Council, and numerous private citizens, the Minnesota Legislature in 1969 created the Minnesota Zoological Board. This eleven-member, governor-appointed body was given the authority and responsibility to plan, design, construct, and operated the Minnesota Zoological Garden.

In 1971, a master plan for the construction of the Minnesota Zoo was submitted to the Minnesota Legislature; this proposed bill failed to pass by only one vote. In 1973, a revised bill was submitted; at this time, the Minnesota Legislature authorized \$23,025,000 in general

obligation bonds to initiate construction of the Minnesota Zoological Garden. In addition, legislation provided \$2,350,000 through a matching funds program to match non-state sources of support. The 500-acre site, originally valued at \$1.5 million and now worth far more, was donated by Dakota County.

Construction started on Phase I of the Northern Trek project in the fall of 1974 and is completed. Phase II construction began in September, 1976, and will be completed by the fall of 1977. Construction on Phase III is scheduled to begin in August, 1977, with completion dependent on cash flow. (See page 42 of the attached proposal.)

Funds received from the original state bonding, plus gifts, grants, and donations, matching funds, and interest accrued, have been allocated to initial construction -- including site development, Internal Services facilities, the Main Building complex, Minnesota Exhibit, aquarium exhibits, animals and equipment, and design and management -- and Phases I and II of the Northern Trek. An additional \$4,288,693 is needed to insure the completion of the entire Northern Trek exhibit area. The Minnesota Zoological Garden Foundation has as its first objective the development of \$2.6 million by December 31, 1978, which will be applied towards the construction of Phase III: Step I or Step II of the Northern Trek, following a decision on construction priorities by the Minnesota Zoological Board.

Funding for Phase III is expected from a variety of sources: gifts, grants, and donations, special fund-raising projects, accrued interest, and an as yet undetermined amount designated as surplus funds from the retainage of initial construction.

The Minnesota Zoological Garden Foundation, which began operations in February, 1976, is the primary fund-raising source for the Minnesota Zoological Garden. To date, the Foundation has received commitments of approximately \$490,000 for construction of the Northern Trek. Grant applications in excess of \$2,000,000 are currently in process. Attached to this grant application is a listing of all funds (Attachment D) currently received or pledged to the Minnesota Zoological Garden Foundation on behalf of the on behalf of the Minnesota Zoological Garden.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the state of Minnesota are scheduled to be repaid. The annual operating expenses, repayment of the state indebtedness, and portions of future construction will be covered by user fees (auto parking, \$1.00; monorail, \$1.00), admissions, and concessions. The Minnesota Zoological Garden, as a state agency, receives its interim financing for staff and operations from the state of Minnesota. Detailed operating statements for the Minnesota Zoological Garden are included within this grant application.

We believe it is important to recognize the relative drawing power of the Minnesota Zoo in comparison to the cultural, sports, and artistic

attractions of this region. Enclosed with this application is our latest market study projection of annual attendance, completed by Midwest Research, Inc., out of Kansas City, through their North Star Division in Minneapolis. We believe that the report has used reasonable approaches to secure their attendance projections. These figures have been compared to the reported attendance of area attractions. The projected annual attendance at the Minnesota Zoological Garden will exceed the combined totals of several of the other major cultural attractions.

In order to meet the needs of all potential visitors, twelve free days will be scheduled each year at the zoo, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples will include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

WITH ITS EMPHASIS ON EDUCATION, the Minnesota Zoo includes comprehensive facilities for educational experiences. Classrooms, a theater, and laboratory facilities are included in the Main Building complex; the Minnesota Zoo is probably the only zoo in the nation to include such extensive laboratory facilities for educational purposes. Graphics and signage have been designed to educate, and closed-circuit television will create additional educational opportunities at exhibit sites and in the classrooms. Zoo visitors may tour the zoo at their leisure or follow an informed guide on a learning excursion.

Visitors to the 500-acre zoological garden in Apple Valley may also have the opportunity to stay and study at a proposed Zoo Study Center. While attending special overnight seminars, Center visitors may attend classroom programs designed especially for their members, view films and closed-circuit television, and participate in group activities and tours on the site. The Zoo Study Center offers out-state visitors and visitors with special needs the opportunity to participate in specially-designed Minnesota Zoo programs.

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Mr. Chris Finsness
May 5, 1977

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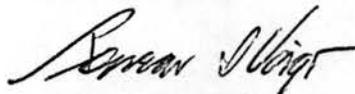
The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff. Currently, the zoo staff numbers approximately 50 people; when the zoo opens in 1978, over 150 people will be involved in its day-to-day operations, programs, and maintenance. The curriculum vitae of Donald Bridgwater, General Director of the Minnesota Zoological Garden, is enclosed with this application. Resumes of other key staff members are available upon request.

The Minnesota Zoological Garden Foundation needs support now to initiate Phase III of the Northern Trek construction. Each dollar contributed at this time will be matched equally by funds from the state-appropriated matching funds program. A commitment for the future allows us to draw matching funds now which can be directly applied to Phase III construction.

Because the scope of this project is so broad, it is nearly impossible to condense all of the project data into a few pages for quick reference. We are willing to supply you with any additional information you should require. Also, we would be delighted to host a tour of the 500-acre construction site for you and your associates at your convenience. With construction nearly completed, there is a great deal to see.

Your consideration of our request is appreciated.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosures

REQUEST FOR A GRANT IN AID

Submitted: May 5, 1977

to

NORTHWESTERN NATIONAL LIFE INSURANCE COMPANY
Box 20
Minneapolis, Minnesota 55440

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

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- ATTACHMENT B Attendance Comparison of Major Metropolitan Area Cultural Attractions
- ATTACHMENT C Projected Attendance for the Days of the Year for the Minnesota Zoological Garden's First Year of Operation
- ATTACHMENT D Gifts, Grants, and Donations to the Minnesota Zoological Garden Foundation on behalf of the Minnesota Zoological Garden
- ATTACHMENT E Curriculum Vitae, Donald Bridgwater, General Director, Minnesota Zoological Garden
- ATTACHMENT F Minnesota Statutes, Chapter 85A
- ATTACHMENT G Brochure, Minnesota Zoological Garden Foundation
- ATTACHMENT H Enclosures from the Minnesota Zoological Garden



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

May 5, 1977

Mr. James L. Buckles
Vice President
Northwestern National Bank
Seventh and Marquette Avenues
Minneapolis, Minnesota 55480

Dear Jim:

Thanks for your inquiry as to the present status of our capital funding program. We believe we have secured good support to date and have many potential dollars of support in the grant applications that are currently being considered by leading local businesses and foundations.

The following is a quick summary of accounts:

Present Construction Program	\$33.3 million
Monies Available (in-hand)	<u>\$28.1 million</u>
Needed to Complete the Northern Trek	<u>\$5.2 million</u>

Funds assembled to use for present construction have come from a variety of sources. The initial funding that has made the zoo possible came from the state of Minnesota. This has caused many persons to interpret the situation that the state intends to underwrite the entire project. This is not the case. All other zoological gardens in the United States are owned and operated by a combination of local municipal park departments and zoological societies with great historical and traditional levels of support. We have to build this functional financial base in the years ahead. Through the broadbased level of individual, business, and community support, we could eventually operate independent of state governmental identity. However, we never could have gotten started without it.

Source of Present Funds

State of Minnesota Bonds	\$23,025,000
Gifts, Grants, and Donations to MZG	1,175,000
Matching Bond Funds	1,175,000
Interest on Funds	2,773,763
	<u>\$28,148,763</u>

Major Commitments

Bush Foundation	\$785,000
Special Projects: Horse Shows	79,000
General Mills Foundation	150,000
First Bank System	100,000
Northwestern Bell Telephone	35,000
Deluxe Check Printers Foundation	30,000
Peavey Company	30,000
Edwin W. & Catherine M. Davis Foundation	25,000
Northern Natural Gas Company	20,000
Dellwood Foundation	15,000
Minnesota Gas Company	15,000
Other Corporate/Foundation Grants	52,000
Individual Pledges and Gifts	240,000
	<u>\$1,546,000</u>

As you can see, Jim, we still have a long way to go to secure the funds needed to complete the Northern Trek area of the outdoor exhibits and educational programs. We have approximately \$2,000,000 in grant applications outstanding that may be acted upon soon. We also have approximately \$300,000 more in new proposals that are in the early stages of development.

Our goal is to have the entire construction of this phase completed by opening date of the zoo in the spring of 1978. Commitments now will give us the opportunity to draw the matching funds now and budget the payments around the subsequent cash flow. Once open, the zoo is designed to be completely self-supporting. The operating costs will be covered by applicable funds generated from user fees and admissions.

You may be interested to know that last Saturday, April 30th, more than 11,000 walkers participated in our first community awareness public relations program. This "Whale Walk" was in and around the 500-acre zoo site in Apple Valley. This is the largest turnout for a walk of any kind, ever, in the state of Minnesota...and it was our first effort...and the zoo is still one year away from opening.

Our community is extremely excited over the future opening of the zoo. This resource has tremendous community appeal, both as a recreation area, and most important, as an educational force for our schools and for people of all ages, interests, and abilities.

Because you have visited the project, you know the extent of activities in progress. We would hope to have an opportunity to "show and tell" more about the Minnesota Zoological Garden to other members of your corporate contributions committee, officers, and board members.

Attached is a complete detailed grant application that should provide more information for your review.

Mr. James L. Buckles
May 5, 1977

Page 3

If there are additional questions that I could answer -- or specific information that gives greater detail about the project that you need -- please call.

Thanks for your consideration.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosures

cc: John Morrison
Chester Lind

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

April 18, 1977

Mr. Norman C. Jepsen
Corporate Secretary
Minnesota Gas Company
733 Marquette Avenue
Minneapolis, Minnesota 55402

File

Dear Mr. Jepsen:

Thank you for your letter of April 11th and the information that your Board of Directors has approved a commitment of \$15,000 to the Minnesota Zoological Garden Foundation.

This expression of help for the building of the new Minnesota Zoo in Apple Valley will assist greatly towards accomplishing our immediate goal. Your support actually does double duty at this time because of a matching funds program made possible by the state of Minnesota.

According to your letter, and if it is now convenient to make the first installment, we would be pleased to receive the first of your three annual payments.

Please convey our thanks to all of your Board members. We hope that it will be possible for all of you, individually or as a group, to visit the project in the near future and especially after it opens in 1978.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. Donald Bridgwater ✓



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

April 12, 1977

Mr. Donald W. McCarthy
President and Chief Executive Officer
Northern States Power Company
414 Nicollet Mall
Minneapolis, Minnesota 55401

Dear Mr. McCarthy:

On behalf of the Minnesota Zoological Garden, I am pleased to submit this grant application to the Northern States Power Company for the consideration of your contributions committee.

We are requesting a commitment of \$100,000 to the Minnesota Zoological Garden Foundation to be used in the Phase III construction of the Northern Trek exhibit area. The Northern Trek is intended to give the impression that zoo visitors are traveling across the Northern Hemisphere of the world and viewing those Northern Hemisphere animals in habitats similar to that found in their native area. This would include habitats resembling plains, mountains, tundra, forests, and marshland. The Phase III exhibits would include polar bears, reindeer, wolves, seals, and arctic fox, mountain goats and sheep, grizzly bears, and saiga antelope.

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Garden. In addition, legislation provided \$2,350,000 through a matching funds program to match non-state sources of support. The 500-acre site, originally valued at \$1.5 million and now worth far more, was donated by Dakota County.

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Mr. Donald W. McCarthy
April 12, 1977

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The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff. Currently, the zoo staff numbers approximately 50 people; when the zoo opens in 1978, over 150 people will be involved in its day-to-day operations, programs, and maintenance. The curriculum vitae of Donald Bridgwater, General Director of the Minnesota Zoological Garden, is enclosed with this application. Resumes of other key staff members are available upon request.

The Minnesota Zoological Garden Foundation needs support now to initiate Phase III of the Northern Trek construction. Each dollar contributed at this time will be matched equally by funds from the state-appropriated matching funds program. A commitment for the future allows us to draw matching funds now which can be directly applied to Phase III construction.

Because the scope of this project is so broad, it is nearly impossible to condense all of the project data into a few pages for quick reference. We are willing to supply you with any additional information you should require. Also, should any of your committee members be interested in touring the construction site, we would be delighted to host a tour of the facilities at your convenience.

Your consideration of our request is appreciated.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosures

REQUEST FOR A GRANT IN AID

Submitted: April 12, 1977

to

NORTHERN STATES POWER COMPANY
414 Nicollet Mall
Minneapolis, Minnesota 55401

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

Robert H. Engels, Member, Executive Committee
Minnesota Zoological Garden Foundation

G. Richard Palen, Member, Executive Committee
Minnesota Zoological Garden Foundation

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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218
West Saint Paul, Minnesota 55118 Phone (612) 457-2579

April 13, 1977

Mr. Joseph C. Imberman
Grants Administrator
The Otto Bremer Foundation
Suite 1300
386 North Wabasha Avenue
St. Paul, Minnesota 55102

Dear Mr. Imberman:

On behalf of the Minnesota Zoological Garden, I am pleased to submit this grant application to The Otto Bremer Foundation for the consideration of your Trustees.

We are requesting a commitment of \$40,000 to the Minnesota Zoological Garden Foundation to be used in the construction of the Zoo Study Center, an educational facility to be located on the zoo grounds. This overnight facility will house scheduled groups of visitors participating in intensive educational programs. Visitors may include Boy Scout and Girl Scout troops and Campfire members. Thus, our request falls within the trust instrument of the Bremer Foundation under Section d., "to promote citizenship by aiding such movements as the Boy Scouts, Girl Scouts, and Camp Fire Girls." In addition, the Zoo Study Center will be of benefit to groups from out-state and rural Minnesota which could not readily participate in the zoo's onsite programs without an overnight facility.

The development of the Minnesota Zoological Garden began with the support of the community leaders who formed the Minnesota Zoological Society in 1961. Following the recommendations of the Citizens League, the Metropolitan Council, and numerous private citizens in the 1960's, the Minnesota Legislature in 1969 created the Minnesota Zoological Board. This eleven-member, governor-appointed body was given the authority and responsibility to plan, design, construct, and operate the Minnesota Zoological Garden.

In 1971, a master plan for the construction of the Minnesota Zoo was submitted to the Minnesota Legislature; this proposed bill failed to pass by only one vote. In 1973, a revised bill was submitted; at this time, the Minnesota Legislature authorized \$23,025,000 in general obligation bonds to initiate construction of the Minnesota Zoological Garden. In addition, legislation provided \$2,350,000 through a matching funds program to match non-state source of support. The 500-acre site, originally valued at \$1.5 million and now worth far more, was donated by Dakota County.

Construction of the initial phases of the zoo started in the fall of 1974. Construction of all but Phase III of the Northern Trek is expected to be completed by the fall of 1977. The zoo will open in May, 1978.

Funding received from the original state bonding, plus gifts, grants, and donations, matching funds, and interest accrued, have been allocated to initial zoo construction, which does not include the Zoo Study Center. The Center, however, has been established as a funding priority, and is necessary to totally fulfill the objectives established for the Minnesota Zoological Garden by the Minnesota Zoological Board.

The Minnesota Zoological Garden Foundation, which began operations in February, 1976, is the primary fund-raising source for the Minnesota Zoological Garden. To date, the Foundation has received nearly \$500,000 in receipts and commitments. Grant applications in excess of \$1.7 million are currently in process. Attached to this grant application is a listing of all funds (Attachment D) currently received or pledged to the Minnesota Zoological Garden Foundation on behalf of the Minnesota Zoological Garden.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the state of Minnesota are scheduled to be repaid. The annual operating expenses, repayment of the state indebtedness, and portions of future construction will be covered by user fees (auto parking, \$1.00; monorail, \$1.00), admissions (adults, \$3.50; children 5 to 12, \$1.25; under 5, free), and concessions. The Minnesota Zoological Garden, as a state agency, receives its interim funding for staff and operations from the state of Minnesota. Detailed operating statements for the Minnesota Zoological Garden are included within this grant application.

We believe it is important to recognize the relative drawing power of the Minnesota Zoo in comparison to the cultural, sports, and artistic attractions of this region. Enclosed with this application is our* latest market study projection of annual attendance, completed by Midwest Research, Inc., out of Kansas City, through their North Star Division in Minneapolis. We believe that the report has used reasonable approaches to secure their attendance projections. These figures have been compared to the reported attendance of area attractions. The projected annual attendance at the Minnesota Zoological Garden will exceed the combined totals of several of the other major cultural attractions.

If statistics from other zoos are used for comparison, one-tenth of zoo visitors annually, or approximately 200,000 people, will attend or participate in one of the zoo's many educational programs, demonstrations, or tours.

In order to meet the needs of all potential visitors, twelve free days will be scheduled each year at the zoo, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples will include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

With its emphasis on education, the Minnesota Zoo includes comprehensive facilities for educational experiences. Classrooms, a theater, and laboratory facilities are included in the Main Building complex; the Minnesota Zoo is probably the only zoo in the nation to house such extensive laboratory facilities for educational purposes. Graphics and signage have been designed to educate, and closed-circuit television will create additional educational opportunities at exhibit sites and in the classrooms. Zoo visitors may tour the zoo at their leisure or follow an informed guide on a learning excursion.

Outreach programs will take the Minnesota Zoo's concepts and educational ideas throughout the state. A mobile classroom, or zoomobile, will take small exhibits and programs to schools and groups in metropolitan and out-state communities. Participants in zoomobile programs will be able to view animals in nature-duplicating habitats as well as talk to interpretive naturalists who will lead seminars, demonstrations, and lectures. Supplemental and curriculum materials are currently being developed for use at all grade levels.

Internationally, the Minnesota Zoological Garden has gained recognition for establishing the first and only program existing to identify and inventory all wild animal species in captivity throughout the world. The International Species Inventory System (ISIS), through the use of elaborate computer systems, has already identified many major animal groups. All zoos in the United States and several of the leading zoological parks in foreign countries are members of this self-supporting program. The potential of this program for conserving critically endangered species is as yet unmeasurable.

The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff. Currently, the zoo staff numbers approximately 50 people; when the zoo opens in 1978, over 150 people will be involved in its day-to-day operations, programs, and maintenance. The resumes of Donald Bridgwater, General Director, and Beverly Rongren, Director of Interpretive Services and Education, are enclosed with this application. Resumes of other key staff members are available upon request.

Mr. Joseph C. Imberman
April 13, 1977

Page 4

The Minnesota Zoological Garden, with its excellent facilities and programs, can make a unique contribution to the education of groups participating in Zoo Study Center programs. Groups such as the Boy Scouts, Girl Scouts, and Campfire Girls will not only gain a better understanding of the meaning of citizenship; they will come to understand their roles as stewards of the entire earth.

The Minnesota Zoological Garden Foundation needs support now to initiate construction of the Zoo Study Center. A multi-year commitment would enable us to begin construction in the near future.

Because the scope of this project is so broad, it is nearly impossible to condense all of the project data into a few pages for quick reference. We would be glad to supply you with any additional information you require.

Your consideration of our request is appreciated.

Sincerely,

Robert S. Voigt
Executive Director

REQUEST FOR A GRANT IN AID

Submitted: April 13, 1977

to

THE OTTO BREMER FOUNDATION
Suite 1300
386 North Wabasha Avenue
St. Paul, Minnesota 55102

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

G. Richard Palen, Member, Executive Committee
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

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III. ZOO STUDY CENTER

A. Introduction

The proposed Zoo Study Center, to be located on the grounds of the Minnesota Zoological Garden, is conceived as a facility for housing scheduled groups of visitors overnight while they participate in intensive zoo educational programs. When the center is operational, the Minnesota Zoo will be taking another step in the implementation of the Minnesota Zoological Garden Objective which states, "the educational program shall have a statewide outreach and appeal to all ages and groups."

The Zoo Study Center will make it possible for groups from all parts of the state to visit the zoo and receive a personalized program of high quality. Out-state Minnesota and rural groups, for whom a one-day trip to the zoo site would be difficult, may thus easily participate in the zoo's educational programs.

The facility is designed for use by groups of all ages. The largest number of visitors is anticipated to be from schools throughout Minnesota, but other groups may include Boy Scouts, Girl Scouts, and Campfire members, garden or bird clubs, the elderly, or other special groups. The facility is also designed to house seminar or retreat groups.

The Zoo Study Center will also make possible very special programs designed to enrich and enhance the learning of economically, culturally, emotionally, or physically handicapped persons.

B. Program Concept

The Zoo Study Center program is designed as a full day of zoo experience with the following idealized schedule:

- 1:00 p.m. - check-in and orientation with naturalist
- 2:00 p.m. - personalized small group tours of the zoo by informed guides from the Interpretive Services and Education Department
- 4:45 p.m. - return to Center for dinner break with appropriate relaxation activities
- 7:00 p.m. - evening program activities, including animal demonstrations movie or slide presentations, nature walks.
- 7:00 a.m. - breakfast
- 8:00 a.m. - selected "behind-the-scenes" looks at plant maintenance and animal husbandry procedures
- 10:00 a.m. - monorail train tour of the Northern Trek exhibit area
- 11:15 a.m. - check-out.

Many programs, laboratory and classroom activities, and learning excursions available to Zoo Study Center visitors will be adapted from the general program of the Interpretive Services and Education Department of the Minnesota Zoological Garden. It should be understood that the specific classroom/laboratory activities and tours referred to above are currently in a design and development phase and not available in a completed form at present.

Numerous programs probable for development are itemized in the Interpretive Services and Education Department's Comprehensive Program Plan rough draft, included as an attachment to this proposal.

It is expected that the Center will operate four or five days weekly, with 60 to 70 people attending each session.

A small fee will be charged to each visitor to cover Center expenses.

C. Key Elements

No other zoo in the United States includes a facility such as the proposed Zoo Study Center. The key elements in the study center program which make it innovative and exciting are:

1. the provision of a full eight hours of zoo activity for participants, assuring in-depth exposure to varying phases of zoo activities.
2. the ability to "personalize" these experiences by tailor-making the program components to suit the needs and desires of each group.
3. the addition of program elements from "behind-the-scenes" at the zoo, in particular during the early morning and evening hours when animal activities are at a peak.
4. the facilitation of groups from outstate and rural Minnesota, which could not readily utilize the zoo's onsite programs without the overnight program concept.

D. Facility Design

The Zoo Study Center is designed as a two-story facility with informal areas for attending large or small group sessions, eating, sleeping, and relaxing. Included in the design is a lounge area, dining room, kitchen, sleeping rooms, an office and storage space.

The lounge, located on the second level, has been designed as a light spacious informal space which will function as an auditorium for pre-zoo visit meetings and other programs. The area will include a large fireplace with comfortable, informal seating surrounding it. The area is designed to accommodate up to 140 people for a formal presentation; an exterior deck will extend from the lounge.

The lounge will also contain a small movable speaker platform, projection space, a projection screen, and a chalk and tack board for schedules and notes. Equipment can be minimized due to its availability elsewhere in the zoo.

The dining room, located on the first level, will be used for the service of evening meals and breakfasts. Meals will be served cafeteria-style on compartmented trays. Visitors will be seated at group tables of eight to ten people each.

The air-conditioned kitchen, located to the rear of the dining room, is large enough to serve 140 people but, initially, will be equipped to serve 75. Generally, the menu will be simple, but the facility will be capable of occasionally handling a more elaborate meal for a special group.

Dormitory sleeping space is located on both levels. Accommodations for 65 people are initially planned, with future expansion to 130. Single bunks in dormitory rooms will accommodate groups attending Center programs. The beds will have mattresses but no pillows, linens, or blankets. Individuals will be asked to bring their own linens or a sleeping bag. Some bedding and towels will be stocked and stored to be used when needed.

For each bed in the dormitory areas there will be a wall locker for clothes storage and the storage of educational materials. Visitors will be instructed to bring their own locks.

Sleeping spaces will be arranged to allow flexibility of use by sexes of different age groups. Sleeping spaces will include shower and bath facilities for separate sexes.

In addition to the dormitory sleeping space, there will be within the structure several double rooms which may be used as long-term residences for student interns, lecturers, or other zoo-related visitors. These units will include a separate bath.

An air-conditioned office is designed to be the permanent work location of one naturalist. A second desk will be located in the office for use by educational staff in scheduling groups and carrying out the day-to-day business of the Center. The office will include a phone and storage space for educational materials.

Additional storage space will be included in the Center to store linens, educational materials and equipment, films, slides, and miscellaneous Zoo Study Center equipment.

The entire facility is designed with the special needs of the handicapped in mind; ramps make access by wheelchair between levels possible.

The proposed location of the Zoo Study Center on the zoo grounds is an old farmsite, which includes an old farm house and windmill. The construction of the facility is not expected to greatly alter the wooded terrain surrounding the site; rather, the Center has been designed as an harmonious addition to the hillside on which it will be located.

E. Evaluation

On-going evaluation of the Zoo Study Center program will be the responsibility of the Minnesota Zoological Garden's Interpretive Services and Education staff, directed by Ms. Beverly Rongren (see resume, attach-

ments).

Formal evaluations will be compiled from questionnaires submitted to Center visitors on a regular basis. Evaluation results will be the basis for program redevelopment and new program structure.

The effectiveness of the Zoo Study Center will also be evaluated through the total evaluation efforts of the Minnesota Zoological Garden.

Quantitative evaluations and full fiscal reports for the Center's operations will be prepared annually for submission to the Minnesota Zoological Board and funding sources.

F. Budget

A cost estimate, prepared by InterDesign, Inc., of the Zoo Study Center construction is as follows:

Building:	
7,872 square feet @\$45.00/sq.ft.	\$354,240
Site Development (Road & Parking)	10,000
Contingency: 5% of \$354,240	17,000
Fees: 8% of \$364,240	<u>30,000</u>
TOTAL ZOO STUDY CENTER CONSTRUCTION:	\$411,240

VI. ATTACHMENTS

- ATTACHMENT A Internal Revenue Service Tax-Exempt Status Letter
- ATTACHMENT B Attendance Comparison of Major Metropolitan Area Cultural Attractions
- ATTACHMENT C Projected Attendance for the Days of the Year for the Minnesota Zoological Garden's First Year of Operation
- ATTACHMENT D Gifts, Grants, and Donations to the Minnesota Zoological Garden Foundation on behalf of the Minnesota Zoological Garden
- ATTACHMENT E Program Plan Rough Draft, Interpretive Services and Education Department, Minnesota Zoological Garden
- ATTACHMENT F Resume, Beverly Rongren, Director of Interpretive Services and Education, Minnesota Zoological Garden
- ATTACHMENT G Curriculum Vitae, Donald Bridgwater, General Director, Minnesota Zoological Garden
- ATTACHMENT H Minnesota Statutes, Chapter 85A
- ATTACHMENT I Brochure, Minnesota Zoological Garden Foundation
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MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

March 28, 1977

Mr. T. R. Anderson
Bell Ford and Company
808 Shelard Plaza
400 South County Road 18
Minneapolis, Minnesota 55426

*File
m26F*

Dear Mr. Anderson:

We gratefully acknowledge the grant of \$10,000 from the Trustees of the James F. Bell Foundation, namely J. Ford Bell, Charles H. Bell, Samuel H. Bell, and T. R. Anderson, which you authorized to the Minnesota Zoological Garden Foundation. Thank you for your most thoughtful consideration.

We also acknowledge with great appreciation your check in the amount of \$5,000 in payment of your 1977 portion of this grant.

The invitation to tour the zoo facilities in Apple Valley still stands. I know that John Tilton will be contacting you and other members of the Foundation soon to make arrangements for a site visit.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. John Tilton
Donald Bridgwater ✓

file K



March 9, 1977

12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/431-0000

Mr. Robert Voigt
Executive Director
MZG Foundation
33 East Wentworth Avenue
West St. Paul, Minnesota 55118

Dear Bob:

We have reviewed the proposed MZGF letterhead in conjunction with the use of the zoo logo.

I did review comments contained in this letter with Kathryn by phone but wish to place the summary on record via letter.

First, we can find no problems with the use of the zoo logo as indicated. I believe that the black ink used is aesthetically pleasing and conservative. With regard to the aesthetics of layout, I would feel that the address at the top should be centered rather locked left or right and that the break lines at the top and bottom of the page should be eliminated allowing a free flow of white paper.

With regard to the listing of individuals at the bottom, I have the following comments:

- 1) That Dr. U. S. Seal be revised as follows: U. S. Seal, PhD, Bloomington;
- 2) Check Alan Moss as I thought he was a Burnsville resident which may not be true;
- 3) In accordance with Article III, Section 3.12 of the By-Laws, the name of the Director of the Minnesota Zoological Garden should be added to this list following the list of the officers and directors as follows: Donald D. Bridgwater, General Director, Minnesota Zoological Garden; and

- 4) That the listing of the Executive Director of the Foundation be placed slightly separate and at the end of the list of officers and directors as Robert S. Voigt, Executive Director. Another way to do this would be to set the Executive Director title apart, more clearly identifying the chief administrator of the MZGF.

Best regards,



Donald D. Bridgwater
General Director

DDB/je



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

West Saint Paul, Minnesota 55118 Phone (612) 457-2579

OFFICERS AND DIRECTORS: JOHN C. MCKAY, President South St. Paul; DAVID W. ONAN, II, Vice President Wayzata; G. RICHARD PALEN, Secretary-Treasurer St. Paul; ROBERT S. VOIGT, Executive Director Minneapolis; FIRMIN L. ALEXANDER St. Paul; W. JOHN DRISCOLL St. Paul; ROBERT H. ENGELS Minneapolis; ROBERT FERGUSON Egan; LARRY FREEMAN St. Louis Park; LOUIS I. GELFAND St. Louis Park; NORMA HANSON Goodridge; REUEL HARMON Inver Grove Heights; E. ROBERT KINNEY Minneapolis; KENNETH M. KNOPF Edina; MALCOLM McDONALD St. Paul; REV. ALAN W. MOSS Minneapolis; JOSEPH T. O'NEILL St. Paul; RICHARD SALET Mankato; MARY ANN SCROGGINS Afton; DR. U.S. SEAL Minneapolis; JOHN TILTON Hopkins; ADOLF TOBLER St. Paul; JEROME WAGNER Appleton; KARL A. WILLIAMS Appleton; RICHARD W. WOOD Appleton.

From
↓
Don

Attached is a proposed
new design for the film
statement - I would
appreciate your
consideration. Thanks.

2/5/77

Bob

PO Steve Schuster.

Review Please both
with Adele on Asetves et
& appropriateness of
use of ^{by} logo in MZCP stat.
Answer needed quick

BS

File
M2GF

EDWIN W. AND CATHERINE M. DAVIS FOUNDATION

2100 FIRST NATIONAL BANK BUILDING

SAINT PAUL, MINNESOTA 55101

March 28, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
Suite 218
33 Wentworth East
West St. Paul, Minnesota 55118

Dear Mr. Voigt:

I am pleased to enclose a check of the Edwin W. and Catherine M. Davis Foundation in the amount of \$8,000.00 payable to Minnesota Zoological Garden Foundation.

This represents the first payment on a three-year grant of \$25,000.00 suggested to the Directors of the Foundation by Mr. and Mrs. Frederick W. Davis, 13117 Holmes Point Drive, Kirkland, Washington, and Mrs. Edwin W. Davis, 1590 Edgcumbe Road, St. Paul, Minnesota.

Yours very truly,

J. S. Micallef

J. S. Micallef
Director and
Assistant Secretary
hpw
encl

cc: Mrs. Edwin W. Davis
Mr. and Mrs. Frederick W. Davis

4/4/77
E



March 9, 1977

12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9000

Ms. Kathryn Rosebear, Administrative Assistant
Minnesota Zoological Garden Foundation
Wentworth Office Center
33 East Wentworth Avenue
West St. Paul, Minnesota 55118

Dear Kathryn:

Enclosed please find a series of budget, income, and projection figures for the Zoological Garden. These should be considered for review purposes only, and for using any figures in formal presentations the numbers should be checked either by myself or Steve Iserman.

I would suggest that you and Bob Voigt study them and if there are any questions at that time give me a call. Basically it indicates the present state of our approved budget on the first page; a fairly solid projection of anticipated income through May 1, 1978 on the second page; a summary of which by outstanding target dates is illustrated on the third page, the source of funds (past, present and future) based on conservative expectations including data supplied from the Foundation on page four; a summary of Stage I capital budget including a demonstration that such funds would be available and showing a surplus of funds for Stages I and II of the Northern Trek is shown on the fifth page; page six provides a matching funds analysis which includes a conservative whale walk estimate and including IDQ contributions in order to release bond funds for earlier useage. It indicates a balance to be matched of \$475,848 if one includes the \$600,000 from Dairy Queen. The final page is a Foundation goal summary for the match. It indicates that \$1,244,152 is either in hand or committed and that an additional \$1,105,848 must be matched to release all bond funds.

Best regards,

Donald D. Bridgwater
General Director

DDB/je

Enclosure

MINNESOTA ZOOLOGICAL GARDEN
CONSTRUCTION BUDGET/EXPENDITURE REPORT
FEBRUARY 17, 1977

<u>Classification</u>	(1) Approved Construction Budget	(2) Current Contractual Obligations	(3) Committed Reserves	(4) Payment Request	(5) Retainage
Facilities Schedule A	\$24,153,763	\$23,238,640	\$ 915,123	\$17,053,516	\$804,401
Site, Animals, Equipment Schedule B	1,299,500	592,241	707,259	562,034	
Design and Management Schedule C	<u>3,020,500</u>	<u>2,901,747</u>	<u>118,753</u>	<u>2,732,183</u>	<u> </u>
	<u>\$28,473,763</u>	<u>\$26,732,628</u>	<u>\$1,741,135</u>	<u>\$20,347,733</u>	<u>\$804,401</u>
	100.0%	93.9%	6.1%	71.5%	2.9%

Legend:

- (1) Total approved and required construction budget.
- (2) Total monetary value of contracts and requisitions issued to date.
- (3) Difference between Columns 1 and 2.
- (4) Verified Payment Requests from contractors during the period June 1973 to present.
- (5) Portion of the Payment Requests being retained and pending contract completion.

	<u>Original Budget</u>	<u>9/30/75 Budget</u>	<u>6/30/77 Budget</u>	<u>9/30/77 Budget</u>	<u>12/30/77 Budget</u>	<u>5/1/78 Budget</u>
Income from Bond Sale	23,025,000	23,025,000	23,025,000	23,025,000	23,025,000	23,025,000
Estimated Gifts, Grants, Donations	1,175,000	1,175,000	1,038,002	1,272,502	1,272,502	1,380,452
Estimated Matching Bond Funds	1,175,000	1,175,000	1,508,652	1,874,152	1,874,152	1,874,152
Estimated Interest	<u>661,000</u>	<u>2,773,763</u>	<u>3,437,125</u>	<u>3,477,078</u>	<u>3,504,098</u>	<u>3,532,851</u>
Total	26,036,000	28,148,763	29,008,779	29,648,732	29,675,752	29,812,455

	<u>Beginning Balance</u>	<u>Expenditures</u>	<u>Interest</u>	<u>Gifts, Bonding</u>	<u>End Balance</u>
Total Funds Available through 1/31/77	23,025,000	19,060,041	3,298,554	911,739	8,175,252
February 1977	8,175,252	760,744	33,983	-0-	7,448,491
March 1977	7,448,491	901,098	30,009	812,833 ¹	7,390,235
April 1977	7,390,235	1,038,933	29,110	-0-	6,380,412
May 1977	6,380,412	1,413,673	22,764	1,540,000 ²	6,529,503
June 1977	6,529,503	1,575,780	22,705	98,430 ³	5,074,858
July 1977	5,074,858	1,381,419	16,928	-0-	3,710,367
August 1977	3,710,367	1,074,288	12,082	234,500 ⁴	2,882,661
September 1977	2,882,661	495,195	10,943	-0-	2,398,409
October 1977	2,398,409	232,947	9,925	-0-	2,175,387
November 1977	2,175,387	232,947	8,903	-0-	1,951,343
December 1977	1,951,343	163,898	8,192	-0-	1,795,637
January 1978	1,795,637	95,449	7,793	-0-	1,707,981
February 1978	1,707,981	95,449	7,391	-0-	1,619,923
March 1978	1,619,923	95,449	6,987	-0-	1,531,461
April 1978	1,531,461	95,449	6,582	107,950 ⁵	1,550,554

¹ Bush Grant plus \$102,833 from Foundation.

² Balance of State Matching Funds.

³ MZGF 1977 Commitment Installment Payment.

⁴ IDQ Cash Share of Construction.

⁵ MZGF 1978 Commitment Installment Payment.

<u>Date</u>	<u>Source</u>	<u>Amount</u>
06/30/77	Original Bonding	\$23,025,000
	Bush Grant (Cash and Match)	1,420,000
	Miscellaneous Gifts (Cash and Match)	203,478
	I.D.Q. Cash Contribution (Match only)	234,500
	MZGF Commitment (Match only)	236,150
	MZGF Commitment (Cash and Match)	402,526
	Whale Walk (Cash and Match)	50,000
	Interest	<u>3,437,125</u>
	Subtotal	\$29,008,779
09/30/77	Additional Interest	39,953
	I.D.Q. Contribution (Cash)	234,500
	I.D.Q. In-Kind (Match)	<u>365,500</u>
	Subtotal	\$29,648,732
12/31/77	Additional Interest	<u>27,020</u>
	Subtotal	\$29,675,752
05/01/78	Additional Interest	28,753
	MZGF Commitment (Cash)	<u>107,950</u>
	TOTAL AVAILABLE FUNDS	<u><u>\$29,812,455</u></u>

	<u>Schedule A</u>	<u>Schedule B</u>	<u>Schedule C</u>	<u>Total</u>
Current Budget	24,153,763	1,299,500	3,020,500	28,473,763
Plus: Exterior Plantings	439,018	---	---	439,018
Less: Potential Expenditures	(22,574)	---	(109,126)	(131,700)
Parking	(20,000)	---	---	(20,000)
Dairy Queen (Stage II)	(108,000)	---	---	(108,000)
Committed Reserves	<u>(265,517)</u>	<u>(1,867)</u>	<u>(9,627)</u>	<u>(277,011)</u>
Total Stage I Revised Budget	<u>\$24,176,690</u>	<u>\$1,297,633</u>	<u>\$2,901,747</u>	<u>\$28,376,070</u>

Projected Available Funds (6/30/77)	29,008,779
Revised Capital Budget - Stage I	<u>28,376,070</u>
Surplus Funds Stage I and II (6/30/77)	632,709
Plus: Addition through 5/1/78	<u>803,676</u>
Surplus Funds Stage I and II (5/1/78)	<u>\$1,436,385</u>

MATCHING FUNDS ANALYSIS - 5/1/78

Authorized		\$2,350,000
<u>Cash on Hand</u>		
Bush Foundation, Miscellaneous	811,739	
MZGF Commitment Payments	309,213	
I.D.Q. Cash Contribution	234,500	
Whale Walk	<u>25,000</u>	
		(1,380,452)
<u>Cash Receivable/In-Kind</u>		
MZGF Commitments, Future Installments	128,200	
I.D.Q. In-Kind Contribution	<u>365,500</u>	
		<u>(493,700)</u>
Balance to be Matched		<u>\$475,848</u>

FOUNDATION GOAL SUMMARY

State Matching Funds Available		\$2,350,000
Less: Bush Grant	710,000	
Miscellaneous Gifts, Grants, Donations	101,739	
Foundation Cash and Commitments	<u>432,413</u>	
		<u>(1,244,152)</u>
Balance to be Matched by Foundation		<u>\$1,105,848</u>



March 9, 1977

12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9000

Mr. Robert Voigt
Executive Director
MZG Foundation
33 East Wentworth Avenue
West St. Paul, Minnesota 55118

Dear Bob:

We have reviewed the proposed MZGF letterhead in conjunction with the use of the zoo logo.

I did review comments contained in this letter with Kathryn by phone but wish to place the summary on record via letter.

First, we can find no problems with the use of the zoo logo as indicated. I believe that the black ink used is aesthetically pleasing and conservative. With regard to the aesthetics of layout, I would feel that the address at the top should be centered rather locked left or right and that the break lines at the top and bottom of the page should be eliminated allowing a free flow of white paper.

With regard to the listing of individuals at the bottom, I have the following comments:

- 1) That Dr. U. S. Seal be revised as follows: U. S. Seal, PhD, Bloomington;
- 2) Check Alan Moss as I thought he was a Burnsville resident which may not be true;
- 3) In accordance with Article III, Section 3.12 of the By-Laws, the name of the Director of the Minnesota Zoological Garden should be added to this list following the list of the officers and directors as follows: Donald D. Bridgwater, General Director, Minnesota Zoological Garden; and

- 4) That the listing of the Executive Director of the Foundation be placed slightly separate and at the end of the list of officers and directors as Robert S. Voigt, Executive Director. Another way to do this would be to set the Executive Director title apart, more clearly identifying the chief administrator of the MZGF.

Best regards,



Donald D. Bridgwater
General Director

DDB/je

From
↓
Don

Attached is a proposed
new design for the Fla
statementy - I would
appreciate your
consideration. Thanks.

2/5/77

Bob

to Steve Schuster.

Review Please both
with Adele on Assets et
& appropriateness of

Use of Logo in MZCF Stat.

Answer needed quick

DS



12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9000

3/8/77

Don

I was contacted by the foundation designer before the logo was used.

He was briefed as to the ways he could use the logo and was supplied an official stat.

Steve and I reviewed the letterhead as to the proper use of the logo and found it to be satisfactory - artistic opinion not relevant to proper use

Steve

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

February 25, 1977

File
M26F

OFFICERS & DIRECTORS

*John McKay
President
*David W. Onan II
Vice President
*G. Richard Palen
Secretary-Treasurer
Reuel Harmon
Larry S. Freeman
*Firman L. Alexander
*Robert H. Engels
James Weiler
*John Tilton
Adolf Tobler
Mary Ann Scroggins
Dr. U.S. Seal
Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

To: Don Bridgwater, General Director
Minnesota Zoological Garden Foundation

From: Kathryn Rosebear, Administrative Assistant *KRR*
Minnesota Zoological Garden Foundation

Enclosed is a copy of the commitment letter we received from H. Kuhnley of Twin City Federal. The contributions committee of Twin City Federal has committed \$10,000 to the zoo over a two-year period.

We had asked for \$90,000 from this organization. However, the amount committed is perhaps more in line with their "conservative" giving. (In actuality, they have a reputation for being quite stingy, Don...)

Gilbert bond

TWIN CITY FEDERAL SAVINGS AND LOAN ASSOCIATION
MARQUETTE AT EIGHTH STREET • MINNEAPOLIS, MINNESOTA 55402 • 370-7000

HARVEY M. KUHNLEY
President

February 23, 1977

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West St. Paul, Minnesota 55118

Dear Bob:

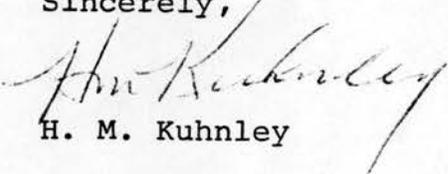
Over the past several months you have had correspondence and numerous meetings with members of my staff. Your proposal was for our consideration of financial support to your foundation.

As interested community leaders we share in your concern and belief of this most worthwhile project. However, we are not a foundation and obviously must make our contributions with after tax dollars.

We therefore wish to inform you that we have this date approved a grant of \$10,000.00. Said grant to be paid in equal sums in May of 1977 and 1978.

We trust that this grant will help your foundation realize their goal in providing an excellent facility for our community.

Sincerely,


H. M. Kuhnley

**Office Memorandum**

DEPARTMENT _____

TO : Jerry Hegstrom

DATE: February 2, 1977

FROM : Don Bridgwater 

PHONE: _____

SUBJECT: Fund Requirements Prior to Bidding

I have discussed the question with our Comptroller with regard to the above item. Basically, it is appropriate for a state agency to go out for bids on a project without actually having the funds in the bank. The general rule is that sufficient funds must be available in the bank before the end of the fiscal year. We can even let a contract without actually having the money in the bank, again with a rather iron-clad certainty that it will be available before the end of the fiscal year and in an amount sufficient to make the contractor's payment schedules.

DDB/je

cc: Bob Bonawitz
Brad House

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

January 31, 1977

OFFICERS & DIRECTORS

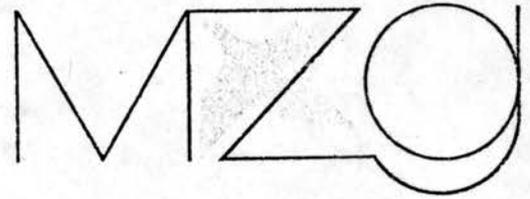
*John McKay
President
*David W. Onan II
Vice President
*G. Richard Palen
Secretary-Treasurer
Reuel Harmon
Larry S. Freeman
*Firmin L. Alexander
*Robert H. Engels
James Weiler
*John Tilton
Adolf Tobler
Mary Ann Scroggins
Dr. U.S. Seal
Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

To: Donald Bridgwater, General Director
Minnesota Zoological Garden *zib*

From: Kathryn Rosebear, Administrative Assistant
Minnesota Zoological Garden Foundation *RR*

The invoice from the Zoological Society of San Diego,
which you forwarded to Bob Voigt, has been paid.
Enclosed is a copy of that invoice for your files.



MINNESOTA ZOOLOGICAL GARDEN

January 19, 1977

Mr. Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
Suite 318 - Wentworth Office Center
33 East Wentworth Avenue
West St. Paul, Minnesota 55118

Dear Bob:

As per agreement of the Executive Committee and the Foundation, could you please arrange to pay this invoice related to the luncheon for the Minnesota zoo visitors in San Diego?

Best regards,

A handwritten signature in dark ink, appearing to read 'D. Bridgwater'.

Donald D. Bridgwater
General Director

DDB/je

Enclosure





ZOOLOGICAL SOCIETY OF SAN DIEGO, INC.

SAN DIEGO, CALIFORNIA 92112
P.O. BOX 551 234-5151

INVOICE No 10174

SOLD TO:

Minnesota Zoological Society
Veterans Service Bldg.
Colombus Circle
St. Paul, Minn.

DATE: Dec. 20, 1976

YOUR ORDER NO.

TERMS: NET CASH, 30 DAYS

Attn: Don Bridgewater

Lunch in Rondavel 12/17/76

12 @ \$2.95

\$35.40

TOTAL DUE

\$35.40

PLEASE RETURN YELLOW COPY WITH PAYMENT

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

December 17, 1976

OFFICERS & DIRECTORS

*John McKay
President
*David W. Onan II
Vice President
*G. Richard Palen
Secretary-Treasurer
Reuel Harmon
Larry S. Freeman
*Firmin L. Alexander
*Robert H. Engels
James Weiler
*John Tilton
Adolf Tobler
Mary Ann Scroggins
Dr. U.S. Seal
Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. David K. Cummings
Secretary
The Pillsbury Company Foundation
Mail Station 1179
608 Second Avenue South
Minneapolis, Minnesota 55402

File

Dear Dave:

I appreciated the opportunity to visit with you on several occasions in order to tell you more about the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation.

The zoo, although identified as a state project, is really a broad-based citizen participation program that has grown out of a great deal of discussion and support from within the private sector. Many individuals throughout the metropolitan area and the state of Minnesota have been working for years to plan and design an entirely new zoological experience for the people of Minnesota. In order to obtain the maximum mutual benefit, these people have, through their combined efforts, received the support of the state legislature to provide the major portion of the initial funding to get the "show on the road." It is the intent of the Minnesota Zoological Garden, through its projected operating revenues, to repay the state for the funds that were originally provided.

The Minnesota Zoological Garden is the first state zoo in our nation. All others are operating through the generosity of individuals who have provided substantial funds to develop these facilities as well as municipal park departments and societies that often own and operate the zoos.

The zoo is designed for people. Extensive coordination and planning has gone into the programs on education and recreation. Our entire region will benefit from this new resource. We believe that all who live and work in this area and are attempting to make this a better place to live will want to be a part of this project's development program.

Your statement of belief that corporate dollars need to go only to projects that cannot get state money leads me to this response. The zoo has been conceived from the start to be a completely self-sustaining operation. The original funds provided by the state of Minnesota are scheduled to be repaid. The annual operating expenses will be covered by user fees, admissions, and concessions.

Many community activities were not designed to be, nor are they ever expected to be, entirely self-sufficient. With increased costs among the cultural and arts organizations, these groups are now looking to new areas such as the public sector for support of their program. The recent report by the Governor's Commission on the Arts indicates that public funds for the arts rose to over \$4 million in 1975 throughout the state of Minnesota. The private sector support totalled over \$12 million. Admissions and earned income accounted for less than fifty percent of all arts costs, including program, operating and capital dollars.

Because the appeal of a zoo is universal in nature, the Minnesota Zoo may count on a larger attendance, and thus a larger earned income, than can regional arts programs and, in many instances, specific community projects. Zoo attendance does not seem to be limited by race, religion, sex, socioeconomic status, educational achievement, or age. Despite attempts by other programs to be all-inclusive, many of them still reach only a specific segment of the population which has the education, economic or social status to fully benefit from the intent of their program.

Our need at this time is for help in our capital building program of the Northern Trek outdoor exhibit area. This section will include exhibits of Siberian tigers, muskoxen, Bactrian camels, polar bears, reindeer, grizzly bears, moose, Arctic fox, mountain goats and sheep. Our long-term objectives will be to provide an opportunity for all segments of our society to support new exhibit construction and future development of the Minnesota Zoological Garden. We do not and will not need operating monies -- this is a distinct difference between our project and others which are currently in the local picture seeking support for their activities.

Plans for an innovative, educational experience such as the Minnesota Zoological Garden date back to the early 1960's when the Minnesota Zoological Society was first established. Plans were initially considered for an expansion of the Como Park Zoo. However, through subsequent years and many reviews by the Citizens League, Metropolitan Council and legislative committees, a recommendation resulted for the subsequent creation of the Minnesota Zoological Board, a statewide project, in 1969. In 1973, the Minnesota Legislature approved initial funding of \$23 million in order to provide partial funding of the initial phase of the Minnesota Zoo. In 1974, construction started and is scheduled for completion in the fall of 1977. The zoo will open May 1, 1978.

Attendance is estimated at more than two million visitors each year. As part of this introductory information, I have included a comparison of projected attendance at the zoo with the actual attendance figures of major metropolitan area sports and cultural attractions. You will see that the Minnesota Zoo ranks very high as far as individual participation figures.

Current construction budgets are approximately \$33.3 million. Monies in hand from state bonding, gifts and grants to date and matching funds total \$28.1 million. The Foundation has as its first round goal the securing of community support in the amount of \$5.2 million. We have available to us a matching funds grant from the state of Minnesota that has a balance remaining of \$1.6 million. Consequently our immediate goal is the \$3.6 million difference between the needs and matching funds which are still available. We hope to have commitments and funds in hand totaling this amount by next spring.

The Foundation has been in existence since early this year. We presently have commitments and cash in hand of approximately \$400,000. We have delivered proposals to date of approximately \$2.2 million.

The Minnesota Zoological Garden is designed to be self-supporting when it is completed and operating. Attached you will also find a copy of the projected operating budget for the first full year of operations. The revenues received in excess of operating expenses will be used to repay state indebtedness and to establish a reserve for future capital construction. However, long-term development of facilities in the original master plan that are not covered by the present budget are to be the basis of the financial program of the Minnesota Zoological Garden Foundation. At today's prices, these uncommitted projects and expansion exhibit areas would approach approximately \$30 million. These future expansion items have not gone beyond the concept stage and are still a long way down the road in the future.

Traditionally, zoos in our country have been owned and operated by local societies or municipal park departments. Development of these programs has come gradually as a result of the time involved in accumulating financial support. Municipal facilities have been dependent upon the local tax base to provide capital as well as operating costs.

In order to meet the needs of all visitors to the zoo, twelve free days are scheduled for each year. All organized school groups will be admitted free of charge. Many programs are now being planned for the school systems in the state of Minnesota. These will include opportunities for study of animal behavior, nutrition, veterinary medicine, conservation and a host of recreation programs. The zoo is designed for people of all ages and backgrounds.

Another interesting side of the Minnesota Zoological Garden is the outreach program which is being incorporated into its educational activity. Two mobile classrooms will provide programs for school groups and communities throughout the state of Minnesota. Interpretive naturalists will describe the various education- and conservation-related programs that exist at the zoo and are being promoted as part of the statewide educational program.

Mr. David K. Cummings
December 17, 1976

Page 4

Another major educational approach is a Zoo Study Center which is in the proposal stage. This will provide onsite classrooms, closed-circuit television and a host of other educational media for those who are visiting the site and staying for a short period of time.

The Minnesota Zoological Garden is also receiving recognition internationally for its creation of a program to identify an inventory of all wild animal species in captivity throughout the entire zoo world. This innovative leadership is being accomplished by the use of an elaborate computer system and has all zoos in the United States participating as members. A number of foreign zoos are also involved and others are expected to be joining soon.

Management and leadership of both programs is very important. Attached you will find the biographical sketches of the Director of the Minnesota Zoological Garden and the Director of the Minnesota Zoological Garden Foundation. Other specific resumes are available upon request. The total staff of the zoo will be around 150 persons when the construction is completed and the zoo is operating.

The Minnesota Zoological Garden needs financial support from corporations and foundations such as yours that are in a position to help assure completion by opening in 1978. Both funds and commitments which we receive at this time will be used to complete the Northern Trek outdoor exhibit. Also for your consideration, we do have a matching funds program which helps make all support go twice as far.

We request your consideration of a commitment of \$60,000 to be designated for assistance to complete the Northern Trek. To more fully understand the exhibit area, its educational impact, and also the visual attractiveness, we invite you and your associates to join us in a tour of the site and also to see a visual presentation of the total zoo concepts and extent of benefits in the making. As you become acquainted with the project and recognize the positive impact it will have on our community, we believe you will join with us in this exciting experience for our community.

Thank you for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosure

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

OFFICERS & DIRECTORS

*John McKay
President
*David W. Onan II
Vice President
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Secretary-Treasurer
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Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

December 7, 1976

For: Don B.

Mr. H. B. Kosanke
Assistant Secretary and Director
Minnesota Mining and Manufacturing
Foundation, Incorporated
3M Center
St. Paul, Minnesota 55101

Dear Mr. Kosanke:

We appreciate the opportunity to meet with you today and to tell you more about the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation.

On behalf of these organizations and the more than two million people who will visit the zoo each year after its opening in 1978, I am pleased to present you with this grant application for your consideration.

The Minnesota Zoological Garden has grown out of an idea first proposed by a group of community leaders in St. Paul in the early 1960's. Archibald J. Bush was one of the members of that group who felt very strongly that a major zoological park should be planned and built for the citizens of our area. From this dream, the Minnesota Zoological Society was formed to coordinate the ideas and gather support for a major new zoo.

In 1966, the Citizens League endorsed a committee recommendation for the creation of a zoological garden in our metro area. In 1967, the Metropolitan Council established a Zoo Study Committee under the direction of John Tilton. In 1969, this group presented the Minnesota legislature with the recommendation which was followed by the creation of the Minnesota Zoological Board. In 1973, the Minnesota legislature approved state funding of \$23 million to initiate construction on this project. The master plan included projects and exhibits that were estimated to cost twice the support provided by the legislature. The legislature also provided a matching funds program of \$2,350,000 to match non-state sources which would be sought through the traditional gifts and grants route. Construction started on the project in 1974 and is scheduled for completion in the fall of 1977. The opening date is scheduled for May 1, 1978.

The present construction budgets are approximately \$33.3 million. Funds in hand and available for work

in progress total \$28.1 million. The balance of \$5.2 million is still needed to insure completion of the Northern Trek by opening date. The Minnesota Zoological Garden Foundation has as its initial goal the development of this \$5.2 million from the community.

The Minnesota Zoological Garden Foundation commenced operation in February, 1976. To date, our foundation has received commitments of approximately \$400,000. Grant applications in excess of two million dollars are currently in process. We hope to have the major share of this \$5.2 million goal in firm commitments by the summer of 1977 so that construction on the Northern Trek will be able to continue on schedule.

We are requesting your consideration of a commitment in the amount of \$450,000 to aid in the completion of the Northern Trek. The Northern Trek is intended to give the impression that the visitors are travelling across the northern hemisphere of the world and viewing northern hemisphere animals in habitats reasonably similar to that found in their native areas. This would include habitats resembling plains, mountains, tundra, forest, and marshland. The exhibits will include Siberian tigers, musk oxen, Bactrian camels, polar bears, reindeer, wolves, mountain goats, sheep, grizzly bears, puma, and snow leopards.

This commitment may be disbursed over a period of three years at your convenience. We will be glad to provide you with the necessary documentation to meet your requirements and expectations.

You may wish to compare our grant request to the 3M Company with other local companies relative size and their commitments.

	<u>Net Worth</u>	<u>Commitment</u>	<u>% Relationship</u>
Bush Foundation	\$ 113,048,166	\$ 785.0	.0069439
3M Company	1,695,216,000	450.0(R)	.0002654
Honeywell Inc.	938,227,000	250.0(R)	.0002664
General Mills Inc.	560,500,000	150.0	.0002676
First Bank System	420,325,000	100.0	.0002379
Peavey Company	95,680,000	30.0	.0003135

In relationship to the current construction project, your support would amount to 1.34 percent. We have been most fortunate to have secured approximately 85 percent of the current construction budget. The \$5.2 million remainder is approximately 15 percent of the construction cost.

We believe it is important to recognize the relative drawing power the Minnesota Zoo will have compared to many of the local area

Mr. H. B. Kosanke
December 7, 1976

Page 3

programs. Enclosed with this proposal is our latest market study projection completed by North Star Division of Midwest Research Institute. This is compared with the actual attendance figures released by other metropolitan area programs. You will note that the projected annual attendance well exceeds the combined totals of several of the other major cultural attractions.

Traditionally, zoos in our country have been owned and operated by local societies or municipal park departments. Society-owned facilities have developed gradually as a result of individuals who have made substantial commitments to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time consuming in their attempts to accumulate funds for maintaining and expanding zoological gardens.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the state of Minnesota are scheduled to be repaid. The annual operating expenses will be covered by user fees (auto parking, \$1.00; monorail, \$1.00), admissions (adults, \$3.50; children 6 to 12, \$1.25; under 6, free), and concessions.

In order to meet the needs of all potential visitors, twelve free days are scheduled each year, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples will include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

The Minnesota Zoological Garden's outreach program will take the zoo's concepts and educational programs throughout the state. Two mobile classrooms will provide programs for school groups and communities. They will be able to see exhibits which are brought to their area as well as talk to interpretive naturalists who can explain the education and conservation-related programs.

For those who visit the 500-acre zoological garden in Apple Valley, they will have the opportunity to stay and study at a proposed Zoo Study Center, attend classroom programs, see films and closed-circuit television, and participate in group activities on the site.

Internationally, the Minnesota Zoological Garden is recognized as initiating and establishing the first and only program existing to identify and inventory all wild animal species in captivity throughout the entire zoo world. This is being accomplished by the use of elaborate computer systems. All zoos in the United States and several of the leading zoological parks in foreign countries are

members of this self-supporting program. The recognition and admiration for this program has been positive. The Minnesota Zoo has exhibited innovative leadership within the entire industry.

The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. The total staff will be about 150 persons when operating.

The Minnesota Zoological Garden is the first state zoo in the nation. This is a unique development within the zoo industry and can be attributed to the strong individual leadership given to the establishment of this program. The fact that the state of Minnesota has participated substantially in the initial phases of construction is by no means an indication that it will continue to be a public-supported project. It was the intent of the legislature and the goal of the Minnesota Zoological Garden to generate income sufficient to cover its operating expenses, to repay the state for its initial support, and to create reserves for future expansion. Thoroughly documented marketing and financial studies exist to show this will be a reality.

The goal of the Minnesota Zoological Garden Foundation is to establish a program through which the traditional methods of funding projects of this type can be established with the private sector. It is the foundation's goal to initially seek funds to complete the Northern Trek and to establish on-going, long-term permanent methods of financing the future expansion and capital development of the Minnesota Zoological Garden. The operating funds are to be secured through the previously mentioned admissions and concessions arrangements. It is our opinion that the initial funding provided by the state of Minnesota should be conceived as a plus factor in creating this project for the benefit of the private sector. It is with that premise in mind that the foundation's program is being brought to the private sector for the traditional levels of support.

The financial needs of the Minnesota Zoological Garden are distinctly different from the art institutions in Minnesota. Arts organizations, in comparison to the zoo, were not designed to be, nor are they, entirely self-sufficient. Until recently, it was the expectation that all costs for arts organizations -- program, operating, and capital dollars -- would be provided by the private sector through the support of individuals and organizations who benefited most and enjoyed most the programs of these organizations.

With increased costs in the arts, as elsewhere, arts organizations have had to look in new areas for funds earlier provided by the private sector. Public funding for the arts rose to over \$4 million

Mr. H. B. Kosanke
December 7, 1976

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in Minnesota alone in 1975; private sector support totalled over \$12 million. Admissions and earned income accounted for \$12 million, or less than 50 percent of all arts costs, including program, operating, and capital dollars.

Because the appeal of the zoo is universal in nature, the Minnesota Zoo may count on a larger attendance, and thus a larger earned income, than can regional arts programs. Zoo attendance does not seem to be limited by race, religion, sex, socioeconomic status, educational achievement, or age. Despite attempts to "go public" and provide "art for everyone's sake," the arts, by their very nature, still reach only a specific segment of the population which has the educational and economic status to fully benefit from and maintain an active interest in the arts.

It is important to note that, even in terms of capital development, there is a major difference between the financial needs of the zoo and arts programs. Public funding has provided the Minnesota Zoological Garden with the monies necessary for initial zoo construction; nevertheless, these public funds will be repaid with interest from the admissions of zoo visitors.

Taking the more traditional approach to securing funds for capital programs, the arts have relied on the private sector for the building funds as well as their operating support. Local foundations, corporations, and individuals have long been doing double duty for the arts.

It is impossible to condense all of the project data into a few pages for your quick and easy reference. We would be delighted to meet with you at any time in order to describe in greater detail some of the projects that are in process and answer other questions which may arise. We would also welcome an opportunity to provide a tour of the construction site so that you may see first hand the extent of development that has already occurred.

We believe that the Minnesota Zoological Garden is a beautiful experience for the families of our area and the many visitors who will view the zoo as one of our region's many assets. We have enjoyed sharing our enthusiasm for this project with you.

Thank you for your consideration.

Sincerely,

John C. McKay
President

JM:kr

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel 457-2579

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December 6, 1976

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Richard Salet
Karla Williams

*Executive Committee

Mr. Douglas E. Drum
Vice President and Treasurer
Coca Cola Bottling Company
2750 Eagandale Boulevard
St. Paul, Minnesota 55121

Dear Doug:

On behalf of the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation, I am pleased to submit this grant application to you for consideration by the officers and board members of the Coca Cola Bottling Company.

I have appreciated the opportunity to visit with you on several occasions about the entire Minnesota Zoological Garden Project. Also, your kind reception of Beverly Rongren and Steve Schuster on October 28th in which they described more of the details of the education and outreach program was greatly appreciated, too. All of us associated with the zoo are very much aware of the numbers of people that will be reached by the various programs both on-site and being provided by the proposed zoomobiles.

As a result of our visits and your indicated interest in reviewing this possibility, we have assembled and present to you this proposal for support of the specific zoomobile project. Attached to this letter you will find a description of the specific project for which this grant application has been prepared. You will also find supportive material about attendance, financial projections and information on the total project itself.

As you proceed through the review of this application, and are discussing the opportunity with others within the Coca Cola industry in Minnesota who might want to participate and join the sponsorship of this project, we would be most happy to meet with you and review more specifics and details about the impact and the project's effectiveness. Please let us know if there is additional information which we can provide for your consideration.

The Minnesota Zoological Garden received its original support from the community leaders who formed the Minnesota Zoological Society in the early 1960's. The Citizen's

League Committee Report of 1966, chaired by John Mooty, recommended the creation of a major zoological park in the metropolitan area. In 1967, the Metropolitan Council picked up the idea and established a Zoo Study Committee. In 1969, the Minnesota Legislature created the Minnesota Zoological Board and appointed John Tilton as its first chairman. In 1973, the Legislature approved state funding of \$23 million dollars to initiate construction on this project based upon master plans that were approaching \$40 million dollars in total scope. In 1974, construction started on a reduced budget and the current project is scheduled for completion in the fall of 1977. The zoo will open May 1, 1978.

Construction budgets now total \$33.3 million. Funds in-hand and available for work-in-progress total \$28 million. The balance of \$5.2 million is needed to ensure completion by opening date. The Minnesota Zoological Garden Foundation has as its initial goal the development of \$5.2 million of community support from local businesses and foundations.

To date, our foundation has received commitments of approximately \$400,000. Grant applications in excess of \$2.2 million are in process. We hope to have a major share of these commitments in hand by next spring so that work may commence on the Northern Trek and ensure completion of that major outdoor exhibit.

We believe it is important to recognize the relative drawing power the Minnesota Zoo will have compared to many other local area programs. Enclosed is our latest market study projections completed by the North Star Division of Midwest Research Institute and the actual reported annual attendance figures for other metro-area programs. More than two million people of all ages, interests, backgrounds, and attainment will visit the Minnesota Zoological Garden each year.

Traditionally, zoos in our country have been owned and operated by local societies or city park departments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication and commitment to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time consuming in their attempt to accumulate funds for maintaining and expanding zoological gardens.

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user fees (auto parking, \$1.00; monorail, \$1.00), admissions (adults, \$3.50; children 6 to 12, \$1.25; under 6, free), and concessions.

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The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. The total staff will be about 150 persons when operating.

The Minnesota Zoological Garden needs financial support now from businesses such as yours that are in a position to assist with the Phase I construction costs needed to establish the Minnesota

Mr. Douglas E. Drum
Coca Cola Bottling Company

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December 6, 1976

Zoological Garden. The projected operating revenues over projected expenses during the next twenty years will first be used to re-pay the state's indebtedness. Remaining funds will be set aside as a reserve for future construction. However, major capital costs will have to be secured from community resources that are supportive of the goals and concepts of the Minnesota Zoological Garden and interested in the establishment of programs that will be beneficial to the people of our region.

This grant application is for your support in the amount of \$43,567.24 for the specific purpose of providing funds to the purchase of two pickup trucks, two Winnebago commercial fifth wheel cargo vans and the conversion of these cargo vans to be mobile classrooms. The exact description of this project is attached to this letter for your information describing the exact nature of the equipment and the purpose for which the equipment will be used.

While it is impossible to condense all of the project data into a few pages for quick and easy reference, we would be delighted to supply you with additional information should you have additional questions regarding the goals and concepts of the Minnesota Zoological Garden. We would also welcome any opportunity to host a tour of the construction site for you and your officers and board members. We also have a good audio-visual show which describes the program, including current construction, and a capable staff that could help discuss and answer any questions that you might have.

Your consideration of our request is appreciated.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

Attachments

DESCRIPTION OF SPECIFIC GRANT REQUEST

A. INTRODUCTION

The Minnesota Zoological Garden, as a state agency, has a responsibility to all the people of the state. One of the objectives of the zoo is that "the educational program shall have a statewide outreach and appeal to all age groups."

To bring the zoo to Minnesota's people, a "Zoomobile," or converted vehicle designed to carry animals in nature-duplicating exhibits, is proposed. This vehicle and its exhibits can be quickly set up in various communities or schools throughout the state. Educational programs, such as demonstrations, workshops, or classes, will be available to groups observing the exhibit. The educational potential of these vehicles can be surpassed only by visiting and participating in the programs offered at the Minnesota Zoological Garden.

Zoomobiles, as extensions of zoo educational activities, have been tried by several zoos throughout the United States. The vehicles have varied from Volkswagens, station wagons, and vans to pick-ups, semi-trailers, and remodeled Coca Cola bottling trucks. Although no two programs are identical, the typical "zoomobile" program seems to involve the transportation in an unmodified vehicle of animals in portable cages to the program site. The limitations of this approach are obvious -- program participants, though they find the experience rewarding, are often exposed to uncomfortable, nervous animals transported into foreign environments.

A few zoos (Milwaukee, San Antonio, Los Angeles) have utilized larger, converted vehicles. Again, none of these zoomobiles exhibit animals in naturalistic enclosures.

As concern for the conservation of the environment, the preservation of endangered species, and the maintenance of ecological balances has increased, the Minnesota Zoo must respond actively to the need for educational programming in these areas. Education has become a primary justification for a zoo's existence, and a major program emphasis of the Minnesota Zoological Garden. Thus, the Minnesota Zoo's zoomobiles have been carefully designed to provide educational outreach programming with the greatest possible scope and impact. Through broad-based educational programs and the humane display of animals in naturalistic enclosures,

the zoomobiles will educate participants in the interrelatedness of all life forms and the human role and responsibility in maintaining a suitable environment for all living things.

B. VEHICLE DESIGN AND STAFFING

The zoomobiles will be custom-designed, self-contained, detachable mobile laboratories pulled by pick-up or four-wheel drive vehicles. Two fifth-wheel trailers will be converted into zoomobile exhibit areas, offering flexibility both mechanically and programatically.

Open for viewing on one side, the zoomobile trailer will house four to eight separate animal habitats. Some of these will be permanent; others will be changeable as zoomobiles themes and exhibits are varied. All exhibits are designed to require minimal servicing, with the animals' comfort a primary consideration of the design.

Energy systems for the zoomobiles will be self-contained. The trailers will include propane-operated heating systems and generator systems. The generator is necessary to operate the air-conditioning (10,000-15,000 BTU) and ventilation equipment, lighting, public address and audio-visual equipment, and the water pressure system. To insure the animals' health and comfort, it is crucial that the zoomobiles be climate-controlled.

The zoomobile trailers will also house space for equipment storage, chemical sewage disposal units, a sink, and a small refrigerator for food storage. Portable pens or carrying cases will be included for mobile exhibits or the emergency transfer of animals. To shade both animals and visitors, a canopy will be attached to the side of the trailer.

The zoomobiles will be manned by trained naturalists, staff of the Minnesota Zoological Garden's Education Department, who will drive and maintain the vehicles, care for the animals, and lead programs, demonstrations, and classes.

C. PROGRAMMING

The first zoomobile theme will be "Everybody Needs a Home." While viewing small animals in nature-duplicating habitats,

program participants will be encouraged to explore the variety of ways in which animals use their environments. Initially, animal locomotion and the way these adaptations enable animals to occupy the environment will be stressed. Species exhibited will include flying animals, burrowers, swimmers, climbers, and slitherers. Exhibits will demonstrate the animals' uses of air, water, land, and vegetation.

Animals used for display will be small and easily adaptable to display. Examples of suitable species and their exhibit environments include:

finches	bushes and grass
13-lined ground squirrel	earth to burrow in
screech owl	roosting tree
python	leaves; flat, warm rock
turtles, small fish, invertebrates	pond terrarium
tree shrews	small tree for climbing and denning

Farm animals, such as baby goats, will also be exhibited to illustrate the domestication of wild animals and the importance of the farm as one type of animal environment.

In conjunction with the exhibit, educational programs will be developed to reach an audience of all ages. The program eventually should be adaptable to virtually any age or situation. Programs will relate to the zoomobile theme. With the "Everybody Needs A Home" exhibit, young children may be taught locomotor adaptations and learn new concepts of home, family, and community as they relate to other forms of life. Older children may relate the exhibit to their studies of pollution and its effects. All participants may understand more clearly man's impact on animal environments, or "homes."

Educational and visual tools will be designed to provide participants with a greater perception and enjoyment of the exhibit. Slide and sound presentations, printed and hands-on materials will be used to communicate exhibit concepts and excite the curiosity of zoomobile visitors.

In their first year, the zoomobiles will also serve the important function of zoo promotion. Scale models of Minnesota Zoo exhibits, printed matter, and audio-visual presentations will be used to create an awareness of the Minnesota Zoological Garden in Minnesota communities.

Visitors will be introduced to zoo programs and gain an understanding of the role of zoos in conservation, animal research, and education.

To insure the animals' comfort and well-being, the zoomobiles will operate during the warmer eight months of the year, beginning programming in the spring and ending each fall. One vehicle will be used exclusively in the Twin Cities metropolitan area; the other will travel out-state. It is expected that school groups will comprise the major audience during the spring and fall months. Summer programs may reach groups at camps, community centers, and summer education programs.

Program themes beyond the first year have not been determined, but the concepts which can be taught are unlimited. Future exhibits may explore zoogeographic regions, predator-prey relationships, animal species of Minnesota, or physical and behavioral animal adaptations.

D. COST

Monies are requested for the purchase and conversion of the zoomobiles. Operating, staffing, and maintenance costs for the vehicles are included in the general operating budget of the Minnesota Zoological Garden.

Initial set-up costs include the following:

2-Pick-up truck, with 440 engine, duals, automatic transmission, power steering, radio, conventional cab @\$5584/ea.	\$11,168.00
2-Winnebago Commercial Fifth Wheel Cargo Van @\$6,199.62/ea.	12,399.24
Conversion of Cargo Vans, including installation of heating, air-conditioning (estimated cost - \$5,000), and exhibit construction (estimated cost -\$5,000)	<u>20,000.00</u>
TOTAL COST	\$43,567.24

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

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W. John Driscoll
Richard Salet
Karla Williams
*Executive Committee

December 6, 1976

Mr. John G. Fischer
Director of Community Affairs
Piper, Jaffray & Hopwood Incorporated
800 Multifoods Building
Minneapolis, Minnesota 55402

Dear John:

Thank you for the opportunity to meet with you on November 30th and to tell you more about the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation. On behalf of both of these organizations and the more than two million visitors who will visit the zoo each year when it is completed, I am pleased to present to you this grant application for consideration by Piper, Jaffray & Hopwood Incorporated.

We are requesting your consideration of a one-year commitment in the amount of \$15,000 to aid in the completion of the Northern Trek outdoor exhibit area. We are currently seeking grants from other local businesses and foundations in order to initiate construction on the final part of this exhibit area during the summer of 1977 and to ensure completion by opening date in May 1978. The Northern Trek is intended to give the impression that the visitors traveling across the Northern Hemisphere of the world and viewing those Northern Hemisphere animals in habitats reasonably similar to that found in their native areas. This would include habitats resembling plains, mountains, tundra, forests and marshland. The exhibits will include Siberian tigers, musk-oxen, Bactrian camels, polar bears, reindeer, wolves, mountain goats and sheep, grizzly bears, puma and snow leopards.

The Minnesota Zoological Garden received its original support from the community leaders who formed the Minnesota Zoological Society in the early 1960's. The Citizen's League Committee Report of 1966, chaired by John Mooty, recommended the creation of a major zoological park in the metropolitan area. In 1967, the Metropolitan Council picked up the idea and established a Zoo Study Committee. In 1969, the Minnesota Legislature created the Minnesota Zoological

Board and appointed John Tilton as its first chairman. In 1973, the Legislature approved state funding of \$23 million dollars to initiate construction on this project based upon master plans that were approaching \$40 million dollars in total scope. In 1974, construction started on a reduced budget and the current project is scheduled for completion in the fall of 1977. The zoo will open May 1, 1978.

Construction budgets now total \$33.3 million. Funds in-hand and available for work-in-progress total \$28.1 million. The balance of \$5.2 million is needed to ensure completion by opening date. The Minnesota Zoological Garden Foundation has as its initial goal the development of \$5.2 million of community support from local businesses and foundations.

To date, our foundation has received commitments of approximately \$400,000. Grant applications in excess of \$2.2 million are in process. We hope to have a major share of these commitments in hand by next spring so that work may commence on the Northern Trek and ensure completion of that major outdoor exhibit.

We believe it is important to recognize the relative drawing power the Minnesota Zoo will have compared to many other local area programs. Enclosed is our latest market study projections completed by the North Star Division of Midwest Research Institute and the actual reported annual attendance figures for other metro-area programs. More than two million people of all ages, interests, backgrounds, and attainment will visit the Minnesota Zoological Garden each year.

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The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. The total staff will be about 150 persons when operating.

The Minnesota Zoological Garden Foundation needs financial support now from businesses such as yours that are in a position to assist with the Phase I construction costs needed to establish the Minnesota Zoological Garden. The projected operating revenues over projected expenses during the next twenty years will first be used to re-pay the state's indebtedness. Remaining funds will be set aside as a reserve for future construction. However, major capital costs will have to be secured from community resources that are supportive of the goals and concepts of the Minnesota Zoological Garden and interested in the establishment of programs that will be beneficial to the people of our region.

Mr. John G. Fischer
Piper, Jaffray & Hopwood Incorporated

Page four
December 6, 1976

While it is impossible to condense all of the project data into a few pages for quick and easy reference, we would be delighted to supply you with additional information should you have additional questions regarding the goals and concepts of the Minnesota Zoological Garden. We would also welcome any opportunity to host a tour of the construction site for you, your officers and board members. We also have a good audio-visual show which describes the program, including current construction, and a capable staff that could help discuss and answer any questions that you might have.

Your consideration of our request is appreciated.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosure

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

December 1, 1976

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Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Ms. Marci Taylor
Edina Federated Junior Women's Club
5512 Highland Road
Edina, Minnesota 55436

Dear Ms. Taylor:

I was delighted to receive your telephone call yesterday requesting information about the Minnesota Zoological Garden for the Edina Federated Junior Women's Club, who are considering a contribution to the Minnesota Zoo.

Much information exists to support the entire Minnesota Zoological Garden project. Our files contain the reports of the Citizen's League, the Metropolitan Council, and the Minnesota Legislature. The Minnesota Zoological Board has extensive records relating to its responsibility to plan, construct, equip, operate, and maintain the Minnesota Zoological Garden. Consequently, I have assembled some preliminary information on the project and submit it to you at this time. I would be glad to talk in greater detail with you about the project at your convenience.

The Minnesota Zoological Garden received its original support from the community leaders who formed the Minnesota Zoological Society in the early 1960's. The Citizen's League Committee Report of 1966 recommended the creation of a major zoological park in the metropolitan area. In 1967, the Metropolitan Council picked up the idea and established a Zoo Study Committee. In 1969, the Minnesota Legislature created the Minnesota Zoological Board. In 1973, the Legislature approved state funding of 23 million dollars to initiate construction on this project based upon master plans that were approaching 40 million dollars in total scope. In 1974, construction started on a reduced budget. The current project is scheduled for completion by the fall of 1977. The Minnesota Zoo will open on May 1, 1978.

Current construction budgets for the Minnesota Zoological Garden total \$33.3 million. Funds in-hand and available for current work-in-progress total \$28.1 million. The Minnesota Zoological Garden Foundation has as its immediate goal the development of \$5.2 million of financial support in order to insure zoo completion by opening date in 1978.

The Foundation's development program has been active since last spring. We have received pledges and funds of approximately \$400,000. In addition, we have approximately \$2.2 million of proposals being reviewed by local corporate and foundation committees desirous of supporting the first stage of the Minnesota Zoological Garden Foundation's development program. We hope to secure financial commitments totalling \$3.6 million by the spring of 1977 in order to let construction contracts for finishing the Northern Trek, the major outdoor exhibit, during the following twelve months.

Traditionally, zoos in our country have been owned and operated by local societies or city park departments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital for development and on-going operating costs.

The Minnesota Zoological Garden, the first state zoo in the nation, has been conceived and designed to be completely self-sustaining when it opens in 1978. The original construction funds provided by the state of Minnesota are scheduled to be re-paid. The annual operating expenses will be covered by user fees (auto parking, \$1.00; monorail ride, \$1.00), admissions (adults, \$3.50; children 6 to 12, \$1.25; under 6, free), and concessions.

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Ms. Marci Taylor
December 1, 1976

Page 3

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The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. The total zoo staff will be about 150 persons when operational.

The Minnesota Zoological Garden needs financial support now from corporations, foundations, and groups such as yours that are in a position to assist with the Phase I construction costs needed to establish the Minnesota Zoological Garden. Any commitment at this time will allow us to draw an equal amount of matching funds available from the state of Minnesota; your contribution would go twice as far in assisting zoo completion.

Support at any level would be greatly appreciated. I would like, however, to refer to our donor recognition policy as one idea on levels of support. At the completed zoo, we will have a large donor wall that will have brass plaques recognizing individuals, groups, corporations, and foundations which have supported the zoo with contributions of more than \$2,000. If it is within your budget to be able to support the Minnesota Zoological Garden at that level, even over a period of several years, we would greatly appreciate your support.

We would be glad to meet with you and your group at any time to review this program and to discuss the request more fully. Thank you for your consideration.

Sincerely,

Kathryn Rosebear
Kathryn Rosebear
Administrative Assistant

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

December 2, 1976

*File
Foundation*

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- Robert Kinney
- Malcolm McDonald
- Reverend Alan W. Moss
- W. John Driscoll
- Richard Salet
- Karla Williams

*Executive Committee

Mrs. Norma Hanson
Rural Route 1
Goodridge, Minnesota 56725

Dear Norma:

Thanks for your letter of November 29th and your report on your recent visit with Mr. Hartz. I am sure that your visit will pay dividends for us some day and the material which you left with Mr. Hartz will prod him to think more about support for the project.

Your suggestion on directing information to the garden clubs throughout the state of Minnesota or to the horticulture districts is a good one. This possibility is certainly one area that I have not considered to date but would be glad to explore this with you and others that are associated with the Minnesota Horticulture Society. I do know personally Glen Ray, who is Executive Secretary for the Minnesota Horticultural Society, and also Phil Smith, who is President of the Minnesota Landscape Arboretum. Perhaps I could explore your ideas with these two people and have some information to report to you when you are in town for the Board meeting next week.

At the Foundation Executive Committee Meeting next week, we will be exploring a number of opportunities for us to follow this next year. We are also discussing the fund development procedures with the Society so that both of our programs can work together on projects such as the one you have suggested.

If there are others in your region that you would like to have me send information to or write describing the needs and goals of the Foundation, please let me know and I would be glad to contact them directly. We do sincerely appreciate your help.

Cordially,



Robert S. Voigt
Executive Director

RSV:kr

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118
November 30, 1976

Tel. 457-2579

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*John McKay
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*Executive Committee

Mr. Greg Palen
Box 1052
St. John's University
Collegeville, Minnesota 56321

*File
Foundation*

Dear Greg:

This letter will confirm to you our Foundation's intent to contract with you as an independent contractor for a one-month project beginning December 20, 1976.

The project will be to work with the Foundation staff in conceptualizing and designing fund-raising programs for the Minnesota Zoological Garden.

One example of current discussion involves the elementary school children throughout the state of Minnesota in some sort of a coordinated effort to raise money to help purchase the Beluga whales. Our Board member, Robert Ferguson, has discussed this possibility with the Elementary School Principals' Association and has received their approval to submit a proposed plan of activity.

We have reviewed the proposal with some of the people who would have major input into structuring and implementing this project. They include Don Bridgwater of the Minnesota Zoological Garden, Karla Williams of the Minnesota Zoological Society, and others. All ideas and relationships need to be firmed up before proceeding anywhere.

Your assignment will be to use this proposed project as a means of developing a plan for future programs of this type.

As I see it, some of the components of this project will include, but not be limited to, meeting with and defining relationships with the following:

- I. Minnesota Zoological Garden, Apple Valley, Minnesota
- II. Minnesota Zoological Society, St. Paul, Minnesota, and representatives of their membership of 1400 people
- III. Minnesota Zoological Garden Foundation, West St. Paul, Minnesota

- IV. Minnesota Elementary School Principals' Association (approximately 1200 members)
- V. Minnesota elementary school children (approximately 200,000)
- VI. Robert Ferguson, Project Director, Eagan, Minnesota

To try to get this into a more specific project, the following tasks are suggested for consideration:

- I. Participate in the discussion of ideas
- II. Record suggestions and alternatives
- III. Help in the definition of program components
- IV. Identify tasks to accomplish the program
- V. Help to establish scheduling
 - a. Contacts with schools and principals
 - b. Responsibilities of Society volunteers
 - c. Production of support material
 - d. Needed communication and promotion
 - e. Implementation
 - f. Follow-up
- VI. Meet with staff of organizations involved
- VII. Estimate costs and prepare budgets
- VIII. Related needs as they occur

These are the basic ideas that we will be building on to design and structure the proposed project. Because the information needs to be organized prior to making a firm commitment for a "Whale Walk" or similarly named project, your assistance will provide a great contribution to our program.

We will provide office space, support materials, and secretarial assistance. Direct related costs will be covered by the Foundation. Our recommended fee will be five hundred dollars based upon your availability for four weeks, or twenty business days, or the equivalent.

Mr. Greg Palen
November 30, 1976

Page 3

I'm looking forward to your association on this project. We believe it will be a meaningful experience for you and will contribute to your understanding of planning, organizing, scheduling, and process development. It will offer an opportunity to participate in a variety of situations involving people and their interpretation of policies. It should provide you with an opportunity to see first-hand applications of some of your course studies in management and motivational psychology. It should be a learning and growing experience for all of us.

We are all looking forward to your being with us for this project.

Kindest regards,



Robert S. Voigt
Executive Director

RSV:kr

cc. G. Richard Palen
Donald Bridgwater ✓
Karla Williams
Robert Ferguson

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

November 23, 1976

File MZGF

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Richard Salet
Karla Williams

*Executive Committee

Mr. John D. Taylor
Executive Director
Secretary and Treasurer
Northwest Area Foundation
West 975 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Taylor:

On behalf of the Minnesota Zoological Garden Foundation, 33 East Wentworth Avenue, West St. Paul, Minnesota, and the Minnesota Zoological Garden, Apple Valley, Minnesota, I am pleased to submit this grant application to you for your consideration.

We believe that we have assembled and attached to this grant application the information you have requested as part of any grant application submitted to the Northwest Area Foundation. Please let us know if there is additional information that you need for your review.

Much information exists to support the entire Minnesota Zoological Garden project. Our files contain the reports of the Citizen's League, the Metropolitan Council, and the Minnesota Legislature. The Minnesota Zoological Board has extensive records relating to its responsibility to plan, construct, equip, operate, and maintain the Minnesota Zoological Garden. All this is available for your review.

The Minnesota Zoological Garden has received a high priority for development as established by the funding program of the Minnesota Legislature in 1973. Construction commenced in 1974 and completion for the initial phase of development is scheduled for the fall of 1977.

The Minnesota Zoological Garden will formally open in May, 1978. Projections now estimate that more than two million visitors will attend the zoo each year. As part of our application, you will find a report of the projected attendance compared with other existing attendance figures for major cultural attractions within the metropolitan community. The formal study prepared by North Star Division of Midwest Research Institute delineates probable visitors from the metropolitan area, the state, surrounding states, and national visitor potential.

As part of this application you will find a copy of Chapter 85A of the Minnesota Statutes. This is the description of the legislative action that has created the Minnesota Zoological

Garden, defined the powers and duties of the Minnesota Zoological Board, identified the relationship to the state of Minnesota, and established the responsibilities and objectives of the zoo.

Also enclosed is a copy of the Articles of Incorporation and the By-Laws of the Minnesota Zoological Garden Foundation. This information identifies the reasons for and the purposes of the Foundation. The Foundation is organized and operated exclusively for the financial benefit of the Minnesota Zoological Garden.

Current construction budgets for the Minnesota Zoological Garden total \$33.3 million. Funds in-hand and available for current work-in-progress total \$28.1 million. This includes a commitment of \$785,000 from the Bush Foundation -- \$710,000 to the Minnesota Zoological Garden for construction and \$75,000 to the Foundation for start-up costs. The construction budget is described in greater detail within the report. The Minnesota Zoological Garden Foundation has as its immediate goal the development of \$5.2 million of financial support in order for the Minnesota Zoological Garden to enter into construction contracts that will complete the Northern Trek exhibit area by the spring of 1978.

The Foundation's development program has been active since last spring. We have received pledges and funds of approximately \$400,000. In addition, we have approximately \$1.5 million of proposals being reviewed by local corporate and foundation committees desirous of supporting the first stage of the Minnesota Zoological Garden Foundation's development program. We hope to secure financial commitments totalling \$3.6 million by the spring of 1977 in order to let construction contracts for finishing the Northern Trek during the following twelve months. These funds will be used for building as described on Page 25 of the attached application and the financial summary sheet which is enclosed in the attachments to the application.

Traditionally, zoos in our country have been owned and operated by local societies or city park departments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital for development and on-going operating costs.

The Minnesota Zoological Garden, the first state zoo in the nation, has been conceived and designed to be completely self-sustaining when it opens in 1978. The original construction

funds provided by the state of Minnesota are scheduled to be re-paid. The annual operating expenses will be covered by user fees (auto parking, \$1.00; monorail ride, \$1.00), admissions (adults, \$3.50; children 6 to 12, \$1.25; under 6, free), and concessions.

In order to meet the needs of all visitors, fourteen free days are scheduled each year, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples would include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

The Minnesota Zoological Garden's outreach program will take the zoo's concepts and educational programs throughout the state. Two mobile classrooms will provide programs for school groups and communities. They will be able to see exhibits which are brought to their area as well as talk to interpretive naturalists who can explain the education- and conservation-related programs.

For those who visit the 500-acre zoological garden in Apple Valley, they will have an opportunity to stay and study at a proposed Zoo Study Center, attend classroom programs, see films and closed-circuit television monitors, and participate in group activities on the site.

Internationally, the Minnesota Zoological Garden is recognized as initiating and establishing the first and only program existing to identify and inventory all wild animal species in captivity throughout the entire zoo world. This is being accomplished by the use of elaborate computer systems. All zoos in the United States and several of the leading zoological parks in foreign countries are members of this self-supporting program. The recognition and admiration for this program has been positive. The Minnesota Zoo has exhibited innovative leadership within the entire industry.

The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. Biographical sketches of the Minnesota Zoological Garden Director and the Foundation's Executive Director are attached for your information. Other resumes are available if requested. The total staff will be about 150 persons when operating.

The original master plan for the Minnesota Zoological Garden has been reduced substantially in order to initiate construction of the present facility. Future long-term expansion of zoogeographic exhibits calls for additional construction that is not included in this first phase of development. If you are interested in reviewing the long-term development plans for both the Minnesota Zoological Garden and the Foundation, we do have plans that show potential zoogeographic exhibits and their estimated cost at present prices. The long-term effort of the Foundation will be to secure additional support for these expansion items that now would cost in excess of \$30 million.

The Minnesota Zoological Garden needs financial support now from corporations and foundations such as yours that are in a position to assist with the Phase I construction costs needed to establish the Minnesota Zoological Garden. The projected operating revenues over projected expenses during the next twenty years will first be used to re-pay state indebtedness. Remaining funds will be set aside as a reserve for future construction. However, major capital costs will have to be secured from community resources that are supportive of the goals of the Minnesota Zoological Garden and interested in the establishment of programs that will be beneficial to the people of our region.

We request your consideration of an unrestricted commitment of \$750,000 to the Minnesota Zoological Garden Foundation for construction needs of the Minnesota Zoological Garden. This is 2.26% of the current construction budget. This commitment may be disbursed over a period of three to five years at your convenience. We will provide you with the necessary documentation to meet your requirements. Your commitment will facilitate drawing the matching funds available at this time and insure completion by opening date in 1978.

We will be glad to meet with you, your trustees, directors, officers, and administrative staff at any time in order to review this program and to discuss the request more fully with you. We would also enjoy the opportunity of hosting any and all of you for a tour of the project.

Thank you for your consideration.

Sincerely,

John C. McKay
President

JM:kr

Enclosure

REQUEST FOR A GRANT IN AID

Submitted: November 23, 1976

to

NORTHWEST AREA FOUNDATION
West 975 First National Bank Building
Saint Paul, Minnesota 55101

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

File MZGF Tel. 457-2579

November 23, 1976

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Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. T. Richard Anderson
Perrybell Corporation
Shelard Plaza
Minneapolis, Minnesota 55426

Dear Mr. Anderson:

I appreciated the opportunity to visit with you briefly today about the Minnesota Zoological Garden. I look forward to visiting with you in mid-December in order to share in greater detail some of the goals and objectives of both the Foundation and the Minnesota Zoological Garden.

At a recent meeting of our Foundation's Executive Committee, John Tilton recommended that we submit a grant application to the Perrybell Corporation. Consequently, we have assembled some preliminary information on the project and submit it to you at this time. I will be glad to talk in greater detail with you about it during our meeting in mid-December.

The Minnesota Zoological Garden received its original support from the community leaders who formed the Minnesota Zoological Society in the early 1960's. The Citizens League Committee Report of 1966 chaired by John Mooty recommended the creation of a major zoological park in the metropolitan area. In 1967, the Metropolitan Council picked up the idea and established a Zoo Study Committee. In 1969, the Minnesota Legislature created the Minnesota Zoological Board and appointed John Tilton as its first chairman. In 1973, the Legislature approved state funding of \$23 million dollars to initiate construction on this project based upon master plans that were approaching \$40 million dollars in total scope. In 1974, construction started on a reduced budget and the current project is scheduled for completion in the fall of 1977. The zoo will open May 1, 1978.

State funding of \$23 million dollars plus a matching funds program of \$2,350,000 has grown to the point where today we have a construction budget of \$28.1 million dollars for which we have funds in hand. The project now in process is expected to cost \$33.3 million dollars. The difference of \$5.2 million dollars is being sought by the Minnesota Zoological Garden Foundation.

To date, our foundation has received commitments of approximately \$400,000 and has grant applications in process in excess of \$2.2 million dollars. We hope to have a major share of these commitments in hand by next spring so that

Mr. T. Richard Anderson
Perrybell Corporation

- 3 -

November 23, 1976

We request your consideration of an unrestricted commitment of \$30,000 to the Minnesota Zoological Garden Foundation for the construction needs of the Minnesota Zoological Garden. These funds will be used towards completion of the Northern Trek exhibit area. Your support may be disbursed over a period of several years at your convenience. We will be glad to provide you with all of the necessary documentation in order to meet your corporate requirements.

I am looking forward to meeting with you in December. We would also enjoy the opportunity to meet with any of your trustees or staff who would like to have more information about this project. We would also be glad to take you for a visit of the construction site in order for you to see the work in progress.

Thank you for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

Attachments

cc: John E. Tilton
Member, Executive Committee
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118
November 11, 1976

Tel 457-2579

*File
M267*

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Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. Joseph S. Micallef
Assistant Secretary
Edwin W. and Catherine Davis Foundation
2100 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Micallef:

On behalf of the Minnesota Zoological Garden Foundation, I am pleased to submit for your consideration the enclosed proposal requesting financial support in the amount of \$50,000 for the Minnesota Zoological Garden.

When the Minnesota Zoo opens in the spring of 1978, it will house more than 1500 species of birds, mammals, fish, and reptiles. Programs will emphasize recreation, education, conservation, and animal research. Over two million visitors annually will benefit from its development.

Projected costs for zoo completion are \$33.3 million. \$28.1 million, or nearly 85% of the total construction budget, have already been raised through a state bond issue, the interest accrued on these funds, and gifts, grants, and contributions.

The Minnesota Zoological Garden Foundation was established earlier this year to raise the balance of funds needed to complete zoo construction, and to provide long-term support for the Minnesota Zoo. Our Stage I development goal is to secure financial gifts and commitments totalling \$5.2 million, necessary to complete the zoo construction by opening in the spring of 1978. Within this amount, we have a matching funds program of \$2,350,000 authorized by the State of Minnesota. With any commitment, we are able to secure equal amounts of matching funds immediately to apply them towards the construction budget.

We have received commitments and contributions to-date in excess of \$970,000. The largest single commitment of \$710,000 was received from the Bush Foundation. The General Mills Foundation has committed \$150,000. The Peavey Company, Northwestern Bell Telephone Company, and Dellwood Foundation have also made substantial commitments.

Proposals totalling \$1.7 million in requests have been delivered to other leading businesses and foundations in our region. We hope to have these commitments finalized by the end of the year. Additional proposals are in process, and will be submitted as quickly as we can develop the initial discussions and subsequent levels of support.

Mr. Joseph S. Micallef
Page 2

November

Our reception in the community has been outstanding. Many leaders in business and the community have responded to our program with a great deal of interest and support. Many have visited the site to observe the construction, now more than 60 percent completed.

Included with this request are materials which may be of use to you in your deliberation. Projected attendance figures point to the impact of our project. Detailed financial information on construction costs and our immediate financial needs have been compacted into a chart which shows clearly our development program to date. The zoo has been designed to be operationally self-sustaining after it opens. Included also is the project's first-year operating statement which shows the projected income and expenses.

A great deal of historical, developmental, and planning information is available should you have additional questions about the Minnesota Zoological Garden, its goals, concepts, and types of exhibits. We would be delighted to take you, your associates, and your family on a tour of the site.

Your consideration of our request is appreciated.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

Submitted: November 11, 1976

to

EDWIN W. AND CATHERINE M. DAVIS FOUNDATION
2100 First National Bank Building
St. Paul, Minnesota 55101

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

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Richard Salet
Karla Williams

*Executive Committee

To: Don Bridgwater, Director
Minnesota Zoological Garden

From: Kathryn Rosebear
Minnesota Zoological Garden Foundation

Enclosed is a copy of the proposal submitted to Paul Verret on Monday, September 21st. Also included are the cover letters and pages sent with the proposal. Funds totalling \$320,000 were requested.

If you would like copies of proposals submitted in the past, please let me know and I'll forward these to you.

Incidentally -- this proposal, developed by Bob Voigt, is being used as a blanket solicitation to all foundations from which we are requesting unrestricted funds.

Kathryn

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

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Karla Williams

*Executive Committee

September 20, 1976

Mr. Paul Verret, Secretary
F. R. Bigelow Foundation
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Dear Mr. Verret:

On behalf of the Minnesota Zoological Garden Foundation,
I am pleased to submit the enclosed proposal for your
consideration.

We are requesting an unrestricted grant of \$60,000 to
assist in the completion of the Minnesota Zoological
Garden.

If there are any questions that you wish to discuss
with either staff or board members, we are available
to meet at your convenience.

Thank you for your consideration of this request.

Sincerely,

Robert S. Voigt
Executive Director
Minnesota Zoological Garden
Foundation

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

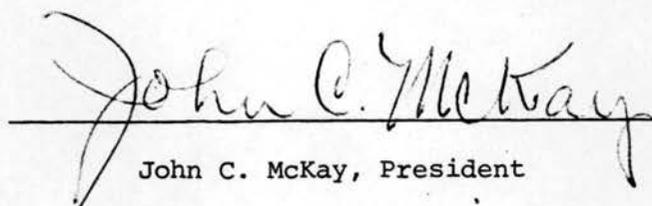
Submitted: September 20, 1976

to

BIGELOW FOUNDATION
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579


John C. McKay, President


Firmin Alexander, Member of Executive Committee

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

September 20, 1976

OFFICERS & DIRECTORS

*John McKay
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Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. Paul Verret, Secretary
Ober Charitable Foundation
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Dear Mr. Verret:

On behalf of the Minnesota Zoological Garden Foundation,
I am pleased to submit the enclosed proposal for your
consideration.

We are requesting an unrestricted grant of \$60,000 to
assist in the completion of the Minnesota Zoological
Garden.

If there are any questions that you wish to discuss with
either staff or board members, we are available to meet
with you at your convenience.

Thank you for your consideration of this request.

Sincerely,

Robert S. Voigt
Executive Director
Minnesota Zoological Garden
Foundation

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

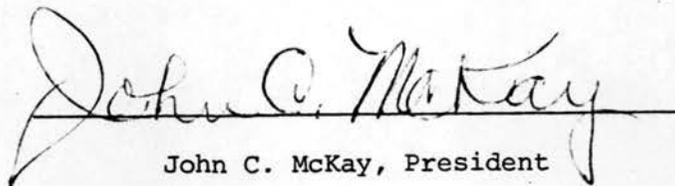
Submitted: September 20, 1976

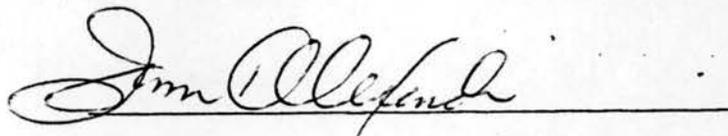
to

OBER CHARITABLE FOUNDATION
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579


John C. McKay, President


Firmin Alexander, Member of Executive Committee

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

September 20, 1976

OFFICERS & DIRECTORS

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Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karl Williams

*Executive Committee

Mr. Paul Verret, Executive Director
Saint Paul Foundation
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Dear Mr. Verret:

On behalf of the Minnesota Zoological Garden Foundation, I am pleased to submit the enclosed proposal for your consideration. We are requesting an unrestricted grant of \$200,000 to assist in the completion of the Minnesota Zoological Garden.

The grant requested, approximately 4% of total needs, will be matched by an equal amount of matching funds from the State of Minnesota. Payment of grant funds may occur at the convenience of the Saint Paul Foundation.

I have not included with our request the Minnesota Zoological Garden Foundation's income statement, required by your application guidelines. Peat, Marwick, Mitchell, and Company are completing our first year-end audit, and I will forward this information to you when it becomes available.

If there are any questions that you wish to discuss with either staff or board members, we are available to meet with you at your convenience. If you, your Foundation Trustees, or your Foundation staff would like to tour the zoo site, Don Bridgwater, Director of the Minnesota Zoological Garden, and I would be pleased to show you the facility. With construction well underway, there is more to be seen at the site each day.

Thank you for your consideration of this request.

Sincerely,

Robert S. Voigt
Executive Director
Minnesota Zoological Garden
Foundation

RSV:kr

Enclosures

REQUEST FOR A GRANT IN AID

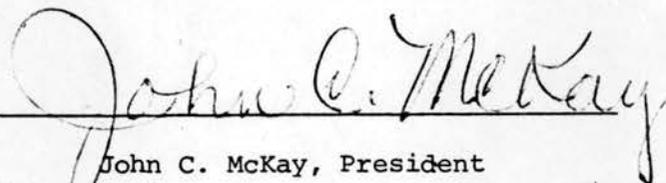
Submitted: September 20, 1976

to

SAINT PAUL FOUNDATION
305 Wilder Building
355 Washington Street
St. Paul, Minnesota 55102

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579


John C. McKay, President


Firmin Alexander, Member of Executive Committee

I. Minnesota Zoological Garden Foundation

A. Identification of Applicant

This application for a grant in aid is submitted by the Minnesota Zoological Garden Foundation whose official address is: Wentworth Office Center, 33 East Wentworth Avenue, Suite 218, West St. Paul, Minnesota 55118. Phone: (612) 457-2579.

B. Confirmation of Eligibility

1. Statement of Incorporation

The Minnesota Zoological Garden Foundation has filed Articles of Incorporation with the Secretary of State and these were approved July 3, 1975 making the Minnesota Zoological Garden Foundation a public non-profit charitable foundation.

2. Tax Exempt Status

The Minnesota Zoological Garden Foundation received its Internal Revenue Service Tax Exempt Status as a public non-profit foundation on October 15, 1975 with Employer Identification No. 51-0147653. It is an organization exempt from federal income tax under Section 501 (c) (3) of the Internal Revenue Code. (Appendix A)

3. Declaration of Non-Adverse Action

To the best of the Foundation's knowledge, there has not been nor is there pending any adverse action by the Bureau of Internal Revenue with request to its tax exempt status as outlined above.

C. Basis for Grant Application

1. Background

In 1969, legislative action established the Minnesota Zoological Garden as a Department of State Government and charged it with the development of a major innovative zoological garden for the state of Minnesota. The subsequent master plan for such a facility was approved in 1973 and a funding program was authorized to accomplish these ends as follows:

a) \$23,025,000 in general obligation bonds were authorized

b) \$2,350,000 in additional general obligation bonds could be issued on a matching basis provided that matching funds were secured by the zoological garden through gifts, grants and aids from non-state sources up to \$2,350,000.00.

The results of this legislation were the authorization to proceed with construction; acceptance of full operational support prior to zoo opening and the increase of funding through matching bond grants as they were matched by non-state sources. The project is proceeding as scheduled on a 480 acre site in Dakota County with completion scheduled in 1978.

2. Basis for Application

The basis for this grant application arises out of the need to secure additional non-state funds to assist in the realization of the full \$2,350,000 matching funds provision granted by the 1973 state legislature through the raising of an equal matching amount from non-state sources; and, for the insured, ongoing, long-term support, maintenance, and improvement of the Minnesota Zoological Garden through a capital improvements program.

State statutes prevent the zoological garden from dedicating funds to insure the above goal. The Minnesota Zoological Garden Foundation has been established with the express purpose of providing a vehicle to secure and manage both short and long term funding for this worthwhile and exciting public institution.

D. Organization Information

1. Operational Information

The Minnesota Zoological Garden Foundation has been organized as a public fund raising body solely to support the capital improvements program of the Minnesota Zoological Garden both in its short term and long term objectives.

The Foundation's first fiscal year ended June 30, 1976. Copies of the year end balance sheet and operating statement will be available upon completion of the audit. Future audits will also be available to donors upon their request.

2. Purposes of Organization

The foundation's purposes are as outlined in Section I C. and as specifically stated in its Articles of Incorporation:

"This corporation is organized and shall be operated exclusively for charitable, educational, and scientific purposes and, in limitation of the foregoing, this corporation is organized and shall be operated exclusively for the benefit of the Minnesota Zoological Garden in the accomplishment of its purposes through

the rendering of financial assistance, performing of services, and such other acts and benefits as are appropriate and helpful to further the authorized objectives of the Minnesota Zoological Garden and to assist the Minnesota Zoological Board which has been created to supervise and control the Minnesota Zoological Garden. For such purposes and not otherwise and subject always to the limitations contained in Article III hereof, this corporation shall have only such powers to acquire and receive funds and property of every kind and nature whatsoever, whether by purchase, conveyance, lease, gift, grant, bequest, legacy, devise, or otherwise and to own, hold, expend, make gifts, grants, and contributions of, and to convey, transfer, and dispose of any funds and property and the income therefrom for the furtherance of the purposes of this corporation hereinabove set forth, or any of them, and to lease, mortgage, encumber, and use the name, and such other powers which are consistent with the foregoing purposes of this corporation and which are afforded to the corporation by the Minnesota Nonprofit Corporation Act, and any further laws amendatory thereof and supplementary thereto."

3. Principal Direction

The Foundation operates full time with support from its officers at 33 East Wentworth Avenue, West St. Paul, Minnesota under the direction of its President, John C. McKay and Executive Director, Robert S. Voigt.

4. Officers and Directors

The Foundation's officers and Board of Directors are responsible for carrying out the purposes of this grant request and are listed as follows:

*John C. McKay, President, 2106 Caroline Lane, South St. Paul, Minnesota 55075. Past Director of the Minnesota Energy Agency until mandatory retirement; past President of CENEX, worked there 26 years until mandatory retirement; 13 years South St. Paul Planning Commission; member of Board of Directors of United Way, St. Paul.

*David W. Onan, II, Vice President, 235 Gleason Lake Road, Wayzata, Minnesota 55391. President of the Onan Family Foundation, Minneapolis, Minnesota.

*G. Richard Palen, Secretary-Treasurer, 1473 Summit Avenue, St. Paul, Minnesota 55105. President, Palen-Kimball Company, St. Paul; member of Midway Civic and Commerce Association and Minneapolis Chamber of Commerce.

Robert S. Voigt, 4934 Aldrich Avenue South, Minneapolis, Minnesota 55409. Executive Director, Minnesota Zoological Garden Foundation.

*Firmin L. Alexander, 1355 Lincoln Avenue, St. Paul, Minnesota 55105.
Executive Administrator, Learning Centers Program, St. Paul Public
Schools; Chairman, Minnesota Zoological Board.

W. John Driscoll, W-21 First National Bank Building, St. Paul, Minnesota 55101.
President, Green Valley Holding Company, St. Paul; Board of Directors,
First National Bank, St. Paul; Board of Directors, First Midwest Corporation.

*Robert H. Engels, 1921 Humboldt Avenue South, Minneapolis, Minnesota 55403.
Retired President and Chairman of Board, Northern States Power Company.

Robert Ferguson, 855 Cliff Road, Eagan, Minnesota 55123. Principal of
Diamond-Path Elementary School, District 196, Rosemount.

Larry Freeman, 2581 Quebec Avenue South, St. Louis Park, Minnesota 55426.
Group case underwriter, Minnesota Mutual Insurance, St. Paul.
Former President of Minnesota Zoological Society (1974-1976).

Louis I. Gelfand, 3721 West 22nd Street, St. Louis Park, Minnesota 55416.
Director of Public Relations, The Pillsbury Company, Minneapolis.

Norma Hanson, Goodrich, Minnesota 56725. Homemaker; Active in Business and
Professional Women's Clubs in Minnesota, the Minnesota Farmers Union and
4-H activities.

Reuel Harmon, 14 High Road, Inver Grove Heights, Minnesota 55075. Former
Chairman of Board, Webb Publishing Company, St. Paul; past President of
Minnesota Zoological Society; former Vice-Chairman of Minnesota Zoological
Board; former President of Bush Foundation.

Robert Kinney, 940 Smithtown Terrace, Excelsior, Minnesota 55331. President
and Chief Executive Officer, General Mills; Chairman, YMCA Metropolitan
Minneapolis.

Malcolm McDonald, 710 Lincoln Avenue, St. Paul, Minnesota 55105. Vice
President in investment services group, First National Bank, St. Paul;
trustee of Wilder group, trustee of F. R. Bigelow Foundation and Bigelow
Foundation, Inc.; Director of Community Development Corporation of St. Paul.

Reverend Alan W. Moss, 21 S. E. Prince, Minneapolis, Minnesota 55414.
Our Lady of Lourdes, Minneapolis.

Richard Salet, 308-100 Cedar, Mankato, Minnesota 56001. Mankato businessman,
graduate of University of Wisconsin and Harvard Business School; former
member of Minnesota Zoological Board.

Mary Ann Scroggins, 3222 St. Croix Trail South, Afton, Minnesota 55001.
Newspaper and public relations writer; joined Minnesota Zoological Society
in 1972 as legislative coordinator of state zoological garden bill.

U. S. Seal, Ph.D., 9801 Pillsbury Avenue, Minneapolis, Minnesota 55420. Research bio-chemist, Veterans Administration Hospital; Professor of bio-chemistry, College of Biological Sciences, University of Minnesota; an original appointee to Minnesota Zoological Board.

*John Tilton, One Webster Place, Hopkins, Minnesota 55343. Former newspaper publisher, first Chairman of Metropolitan Council's Zoological Advisory Committee; first Chairman of Minnesota Zoological Board.

Adolf Tobler, 915 Edmund, St. Paul, Minnesota 55104. Former business representative of St. Paul Trades and Labor Assembly; former Vice President of Minnesota Zoological Society.

Jerome Wagner, 715 Park Avenue, Anoka, Minnesota 55303. Biology and natural sciences teacher, Anoka Senior High School; former Director of Education for St. Paul Science Museum.

Karla Williams, 26 19th Avenue S. W., New Brighton, Minnesota 55112. President, Minnesota Zoological Society (1976-1977). Director of first Minnesota Aid to the Zoo Horse Show, 1974; active in Jaycee Wives, P.T.A., Chimera Theatre and March of Dimes.

*Member of Executive Committee

E. Reports Acknowledgment

The Minnesota Zoological Garden Foundation is prepared to furnish any reports required to show how grant monies were spent and to certify that they were spent for the indicated purposes. Further the Foundation is prepared to submit any necessary financial data and records over and above that contained herein as necessary.

F. Authorization for Application

John C. McKay, President and Robert S. Voigt, Executive Director, of the Minnesota Zoological Garden Foundation are authorized by action of its Directors to make grant applications on behalf of the Foundation for the financial objectives described. Other officers and directors are also authorized to act when additional or alternate affirmation is needed on grant applications.

G. Summary Statement

a) The Minnesota Zoological Garden Foundation is a 501(c)(3) tax-exempt non-profit corporation. The corporation is organized and operated exclusively for charitable, educational, and scientific purposes, for the benefit of the Minnesota Zoological Garden, through the rendering of financial assistance, performance of services and acts as appropriate and helpful to further the authorized objectives of the Minnesota Zoological Garden, and to assist the Minnesota Zoological Board which has been created to supervise and control the Minnesota Zoological Garden (described in Minnesota Statutes, Chapter 85A).

b) The Minnesota Zoological Board has the responsibility to construct, equip, operate and maintain the Minnesota Zoological Garden. The Minnesota Zoological Garden will consist of facilities and structures for the collection, habitation, preservation, care, exhibition, examination or study of wild or domestic animals, including, but not limited to, mammals, birds, fish, amphibians, reptiles, crustaceans and mollusks. The zoo will also provide other support needs for parking, transportation, entertainment, education or instruction associated with the zoological garden. The zoo is a 480 acre park in Apple Valley, Minnesota.

c) The Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation have been established as separate, permanent, on-going entities. The garden is a branch of state government. The foundation is an independent corporation operating under its own articles and by-laws. The original master plan prepared in 1971 estimated costs of design and construction to approach \$38.0 million. Subsequent reductions in exhibits and programs to \$23.0 were funded by the Minnesota Legislature in 1973. Construction at this level of commitment started in 1974 and is scheduled for completion in 1978. Costs of total development today would probably approach twice the original estimate. The foundation will actively solicit financial support for future expansion of the zoo and be available for personal commitments of tax free gifts of all kinds.

d) The immediate objective of the foundation is to secure \$5.2 million for completion of Phase I of construction. Of the total needed, \$2,350,000 from non-state sources will be used to obtain matching funds from the state. The long range expectations are greater in order to complete the zoo to the extent that it was originally conceived.

e) Major financial support by individuals, businesses and foundations will add immeasurably to the present development and future educational potential of the zoo. The leadership exhibited by these concerned citizens will also lend credence to our foundation's program to secure ongoing support for development of zoo facilities and opportunities for personal involvement of our state's families. The zoo will be coordinating educational programs through the state's school system enabling all students to participate in this study of zoological relationships. The personal benefits everyone will receive from attending begins with a recreational experience and extends through the entire range of awareness about the critical balance that exists between mankind and the environment, to the research in process for the preservation and conservation of our heritage.

H. Background

a) Plans for a major innovative zoological garden in Minnesota date back many years. Initial concepts centered around an expanded Como Park Zoo. Subsequent studies by the Minnesota Zoological Society, the Citizens League, and the Metropolitan Council's Zoo Advisory Committee were undertaken from 1964-1968. Each study concluded that a zoological garden would fill a massive cultural void in the region, that it would be economically viable, and that it would bring a host of benefits ranging from increased tourism, to enrichment of educational experiences, to providing a major contribution to "quality of living" standards in the area. Based upon collective recommendations, legislative action was sought to fund and establish such a facility through state tax revenues. The 1969 legislature accepted in principle the concept of a major zoological garden and appropriated funds for a development of a master plan, in fact, the first "state zoo" in the United States. An eleven member governor-appointed Minnesota Zoological Board was created in 1969 to study, plan and acquire a site (subsequently selected in 1971). The 1973 legislature approved a master plan, somewhat reduced in scale from original concepts, and approved a bonding program for the development of the zoo. Dakota County acquired the primary site at no cost to the state. Construction of Phase I commenced on May 1, 1974 and is scheduled for completion in the summer of 1977.

b) The Minnesota Zoological Garden Foundation Articles of Incorporation were filed on July 3, 1975, in the Secretary of State's office, State of Minnesota.

c) The Minnesota Zoological Garden Foundation received its tax exempt status from the Internal Revenue Service on October 15, 1975. The I.R.S. determined that the Foundation is exempt from Federal Income Taxes under section 501(c)(3) of the Internal Revenue Code. They further determined that the foundation is not a private foundation...and that the foundation is an organization described in section 509 (a)(3). Donors may deduct contributions to the Foundation as provided in section 170 of the Code. Bequests, legacies, transfers, or gifts are deductible for federal estate and gift tax purposes under sections 2055, 2106, and 2522 of the Code.

d) There are no other organizations active in the same or similar activity as the Minnesota Zoological Garden Foundation in the State of Minnesota.

e) The Minnesota Zoological Society, a citizens support group, is a cooperating organization. It is a membership society organized to inform individuals about the activities and progress of the Minnesota Zoological Garden, and to elicit personal support.

f) The goals and objectives of the Minnesota Zoological Garden Foundation have full and complete support from its officers and members of the board. The foundation also has the complete support from the 11 members of the Minnesota Zoological Board. The zoo represents a unique position throughout the state of Minnesota, too, in that the zoo will be another first for the citizens of the state, in fact, it is the first "state zoo" in America. The project has universal appeal and universal benefit.

g) The activities of the Minnesota Zoological Garden Foundation are not competing with any other requests from similar organizations. The proposal from the Minnesota Zoological Garden Foundation should receive top priority for any and all consideration being extended to financial support of the Minnesota Zoological Garden.

g) The relationship of the foundation to the overall program of the zoo is one of separateness and independence. Both organizations have their own individual managements and operations. The foundation exists for the single purpose of obtaining financial assistance for the future developments of the zoo. The zoo is dependent upon the foundation, for many activities necessary to promote and develop major levels of capital support.

I. Personnel

a) The officers and board members of the foundation are a cross section of our Minnesota community from industry, business, labor, education, agriculture, religion, the professions and the arts. Their interest and purpose in serving on the board is to build a permanent financial aid program for the growth and development of the zoo. Their names and associations are included in another section of this statement. The members participate in the official duties of the foundation...and most importantly, actively participate in various levels of responsibility throughout the community through which they represent the programs and goals of the Minnesota Zoological Garden and the Foundation. The Minnesota Zoological Garden Board is under the direction of Firmin L. Alexander, Chairman. The President of the Minnesota Zoological Garden Foundation is John C. McKay.

b) The staff of the foundation consists of an Executive Director who is responsible for coordinating and directing the program of the foundation and an administrative secretary. The staff of the Minnesota Zoological Garden is responsible for the professional management and administration of the planning, construction, and development of an ongoing zoo. Upon completion, the zoo will have a complement of personnel approaching 150 in number. These professional people will be selected based upon technical capabilities and specific responsibilities needed in order to perform the obligations of maintaining and operating a quality zoo. The Minnesota Zoological Garden staff is under the direction of Donald Bridgwater, General Director. The Minnesota Zoological Garden Foundation is under the direction of Robert S. Voigt, Executive Director.

J. Budgets

a) The current construction budget of the Minnesota Zoological Garden and the current operating budget of the Minnesota Zoological Garden Foundation are available upon request.

b) The source of current income for the Minnesota Zoological Garden is derived from funds originally provided by state legislation. When the zoo is open and operating, it is designed to be self-supporting. The source of funds for the operation of the foundation is derived from initial contributions to the foundation for its establishment. The largest contribution is \$75,000 from the Bush Foundation for start-up and operating expenses for the first two years of the foundation's activities. This grant was received by the foundation on March 17, 1976.

c) The requests by the foundation for financial support of the zoo will be for capital improvements and developments not originally funded by the state. Future expansions and development of new facilities will take place as a result of non-state entities providing monies for construction of exhibits and related facilities and from excess operating revenues. It is the intent of both the Minnesota Zoological Garden and the Foundation that a program will continue on a permanent basis to secure and receive the financial resources for the further development of the zoo.

d) Requests for financial support from individuals, corporations and foundations are now in the initial stage of development by the Minnesota Zoological Garden Foundation. The total needs from first round contributions amount to \$5,200,000. Of this amount, \$2,350,000 will be matched by additional state funds to be appropriated through general obligation bonds.

K. Evaluation

a) Evidence is available in feasibility studies, analytical statements, financial summaries, and related reports to substantiate the justification for the Minnesota Zoological Garden. These publications and papers are available for review, either in the Zoological Garden office, or may be obtained for study at the convenience of the requesting organization.

b) The major level of non-state financial support initially is a commitment of \$785,000 from the Bush Foundation. This is designated as \$75,000 toward the establishment of the Minnesota Zoological Garden Foundation and \$710,000 toward the matching funds appropriations of the Minnesota Zoological Garden from the state.

c) Annual reports of the foundation will be distributed to donors requesting such information as soon as they are available after the close of every fiscal year. Other reports or progress statements will be prepared as needed.

d) The staff of the foundation and the zoo are available for discussion of activities at any time.

II. Minnesota Zoological Garden

A. Project Location

The Minnesota Zoological Garden is located in Apple Valley, Dakota County, Minnesota within the seven-county metropolitan area. It is 18 miles south of either downtown Minneapolis or St. Paul and is easily accessible by existing and planned access routes. It occupies an area of approximately 480 acres adjacent to the City of Eagan, and within a three-mile radius surrounded by the cities of Apple Valley, Burnsville, Eagan and Rosemount. The zoo peripheral area (a one to two mile radius) is almost exclusively developed with residential uses, metropolitan, county or municipal parks and agricultural use.

B. Project History and Status

Plans for a major innovative zoological garden in Minnesota date back almost half a century. Initial concepts centered around an expanded Como Park Zoo. Subsequent studies by the Minnesota Zoological Society, the Citizens League, and the Metropolitan Council's Zoo Advisory Committee focusing on the need for a metropolitan Twin Cities area facility were undertaken from 1964 to 1968. Each study concluded that a zoological garden would fill a massive cultural void in the Twin Cities, that it would be economically viable; and that it would bring a host of benefits (as viewed by those completing the study) ranging from increased tourism, to enrichment of educational experiences, to providing a major contribution to "quality of living" standards in the area.

The Metropolitan Council prepared a Development Guide for the proposed zoo. It was intended to be a "new zoo" in concept serving the entire metropolitan area. It would provide large open exhibit areas for the more natural behavior, social groupings, and propagation of the animals. The objectives would be conservation, education and recreation. The large site would have to be carefully selected and environmentally compatible with the surrounding area. It would require state funding assistance.

Based upon recommendations of the Metropolitan Council, legislative action was sought to fund and establish such a facility through state tax revenues. The 1969 Legislature accepted in principle the concept of a major zoological garden, with the stipulation that the facility

should be designed and operated to serve all the people of Minnesota and be located in the seven-county metropolitan Twin Cities area. It would become, in fact, the first "state zoo" in the United States. \$500,000 was appropriated from Minnesota Resources Commission funds for the development of a master plan, to be considered by the Legislature in 1971 for full funding.

An eleven member Governor-appointed Minnesota Zoological Board was created in 1969 (Minnesota Statutes, Section 85A), with authority to study, plan and acquire the Minnesota Zoological Garden "at a site to be selected by the Board but which must be located within the area comprised of the counties of Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington". Prior to site selection the Board was required to prepare a "comprehensive plan for site location and development" and submit it to the Metropolitan Council for approval. The Board was to work with and assist other zoos in the state. No funding was provided for site acquisition at that time.

Pursuant to the legislative authorization and within the policy guidelines provided by a Metropolitan Development Guide for the proposed zoo, the Zoo Board began an extensive search for an appropriate site. After reviewing a substantial number of sites, the Apple Valley site was compared closely with three other primary sites. The Apple Valley site was recommended to the Metropolitan Council based not only on size, terrain, and road access; but also the preference expressed by the U.S. Department of Agriculture officials who would be required to approve the zoo once it was constructed. The Metropolitan Council reviewed and approved the site on June 25, 1970.

During this time the Board prepared a master plan for zoo development and a legislative recommendation for capital funding. The Metropolitan Council reviewed and, subject to later review of specific development issues, approved site development on February 11, 1971. The 1971 Legislature considered but did not approve the funding recommendation. A revised funding proposal was submitted to the 1973 Legislature based on a master plan revision providing some reduced development cost. The site proposal submitted by the Minnesota Zoological Board for Legislative Committee review was the Apple Valley site. The 1973 Legislature approved the bonding program for the development of the zoo with the legislatively stated requirement that the site be acquired by the metropolitan county involved at no cost to the state.

Dakota County has acquired and transferred to the state 456 acres of the site. Three life estates have been granted within the area acquired. Three developed parcels within the defined zoo site comprising 22 acres were not acquired by Dakota County. The Board has been

granted statutory authority to acquire property and has now purchased one of those developed properties in a negotiated sale and proposes to do the same with the other two as the owners decide to sell. Some minimal additional perimeter access around water bodies will also be required. The Board and Dakota County have agreed to an easement around the north ponding area to be transferred by Dakota County to the Zoo Board.

The Legislature provided bond authority as follows:

- (a) \$23,025,000 in general obligation bonds was authorized.
- (b) \$2,350,000 in additional general obligation bonds would be issued upon a matching basis, provided that:
- (c) \$2,350,000 from non-state sources would be secured by the State Zoological Board through grants, gifts and donations from such non-state sources.

At this time \$23,835,000 in bonds have been sold representing the basic bonding authority plus \$810,000 in matching bonds.

The Zoo Board developed a capital budget of \$28,148,763 based upon the assumption that 50% of matching funds could be expected. The budget included \$22,345,000 directly assigned to capital construction. The Board set up a management system that is responsible for cost control and internal scheduling of the several elements of construction. Those elements are described as contract packages. Construction, primarily site work and utilities, has begun on the initial contract packages.

At the request of the Zoo Board, joint land use planning for the area surrounding the zoo has been initiated early in the project by Apple Valley, Eagan and Rosemount. Since that time, the directive by the Environmental Quality Council that this Statement include more details on surrounding land use has resulted in a major joint planning effort among the Zoo Board, Apple Valley, Eagan, Metropolitan Council, and the Environmental Quality Council. The result is expected to be a detailed Zoo Area Development Guide approved by Apple Valley and Eagan.

The 1974 Legislature approved a bill authorizing a "zoo road" to be built by the State Highway Department by July 1977. The road is an extension of a previously planned upgrading of State Highway 36 (Cedar Avenue Freeway) from the intersection with 35E to the south and east, to the zoo entry at the southeast corner of the zoo site.

C. Project Description

1. Policy, Design and Patronage Projections

The Zoo Board began action on the project by creating a project management system and selecting a design team.

The policy framework for design included the 1971 and 1973 master plans and a statement of objectives and guidelines. The statement of objectives and guidelines was first adopted in February 1970. It was reviewed and revised in 1972 and 1973 prior to design direction by final Zoo Board adoption August 10, 1973.

An analysis of societal trends was also used to direct the design approach. The design sequence, the societal trends, and the objectives and guidelines are available for inspection in the Minnesota Zoological Garden office.

Within that policy framework a Services Program was prepared to outline what kinds of zoo site activities were to be accommodated. It ranged from visitor use areas, exhibits and zoo operations to descriptions of utilities (solid and liquid wastes, water, electricity, energy, and communications), and service circulation. From that and from prior master planning a full Facilities Program was developed. The program elements were used to guide design.

Design then progressed from refined master planning through schematic design approval on February 3, 1974. Following that came the process of detailed design (design development and contract documents) for individual contract packages.

During the master planning and schematic design process the Zoo Board secured detailed studies of patronage projections. A Financial Feasibility Study had been done by Stanford Research Institute in 1970. Real Estate Research Corporation prepared an update analysis in 1974. Real Estate Research estimated peak day attendance at 30,000 and total annual attendance in the first year of operation (July 1977 through June 1978) at 1,313,400 without a zoo ride, or 1,500,000 with a zoo ride.

The proposed zoo access road will be designed to carry anticipated traffic for the design year 2000 in accordance with Federal Highway Administration and Minnesota Highway Department policy. Projected traffic for the year 2000 is now being developed.

2. Development

The zoo development can be divided into three major development areas within the site, plus the basic internal systems, special services, and the access roads external to the site. The major areas are: a) the main building and parking lot; b) the northern trek; and c) the internal services area.

a) Main Building - The main building and parking lot (designed to hold 2,500 cars) is the focal point for visitor entry/exit to the site. The building will house administration and education facilities as well as some major exhibit areas. There is an Oriental tropics exhibit area of approximately 1½ acres all enclosed and representing the Oriental zoogeographic region with both plants and animals. The Minnesota exhibit will display representative Minnesota animals. It will be a combination of indoor/outdoor exhibits to be viewed from enclosed areas and walkways. The aquarium will feature a Beluga whale exhibit with underwater viewing, and some smaller aquaria featuring ocean life in different climatic zones.

Near the building entrance there will be an outdoor exhibit featuring the Japanese Macaque (snow monkey). Also included are orientation theater, special interpretive areas, education facilities (with classrooms, laboratory, and audio-visual), and a mini-zoo. The mini-zoo will include an animal nursery, an animal contact area and several small animal exhibits.

This building and exhibits described are vital parts of an all-weather, year round zoo concept. Future expansion is expected after several years. Climate controlled exhibit areas identified with other zoogeographic regions (such as Australian and Ethiopian) would be added north of the main building over a period of years.

b) Northern Trek - The largest developed portion of the site is referred to as the "northern trek". It is intended to give the impression that the visitor is traveling across the northern hemisphere of the world and viewing those northern hemisphere animals in habitats reasonably similar to that found in their native areas. This would include habitats resembling plains, mountains, tundras, forests, and marshland.

The trek has been arranged to make best use of existing open area and vegetation so that the natural attributes of the site can provide a habitat area substantially larger than the area expected to be developed for the animal exhibit. It will be necessary to construct roads,

walkways, rest stops, animal barns and dens, as well as moats and other containment facilities for the exhibits. A high quality enclosed zoo ride for all weather viewing of the northern trek is being sought. Construction by a concessionaire is proposed. Future expansion of the trek concept could be made to the north of the present trek.

Existing water bodies will be retained largely in their present conditions, with the exception of some fill or drainage required to create a larger plains area, and dredging required to provide a pond deep enough for a swimming moose. There will be contained artificial water bodies for the polar bear and seal as well as artificial streams and waterfalls in other exhibits.

c) Internal Services - In the northeast corner of the site there will be development referred to as the "internal services". It will provide the basic operational support to the zoo. There are five separate structures serving different functions, but falling into two general categories: 1) operations and maintenance, offices and shops including commissary, greenhouse, general storage, carpentry, plumbing, fiberglass work and vehicle maintenance and storage; and 2) an animal care headquarters providing for animal holding, quarantine and medical treatment.

3. Basic Systems

Actual construction will include not only general construction of structures, fences, exhibit areas, and landscaping, but also internal roadways and utility systems throughout the site.

The site will be completely fenced by a 10 foot high, vinyl clad or galvanized chain link fence with 15 foot clear space inside the fence. This is required to meet U.S. Department of Agriculture requirements.

Water will be supplied by an internal water system including a 1,000 GPM pump plus a 600,000 gallon partially elevated storage tank and two 1,000 GPM pressure pumps. The deep well will draw from the Jordan Sandstone Strata. Treatment will include iron removal to avoid staining of structures and animals. Chlorine will not be added because it would threaten the life support water systems for the aquariums. Future or emergency connection to the Apple Valley water system is provided.

Electrical service is being provided by Dakota Electric by a new primary system installed through the site. The voltage of that line is approximately 13KV with expected initial zoo energy demand at approximately 5,000 KW. Emergency power is provided for some on-site facilities.

At the same time as the electrical service is installed by direct burial, cables will be laid for Central Telephone. A major internal communications program on site will use zoo owned coaxial cables and telephone type cables throughout the site for closed circuit TV, telemetry of animal conditions, monitoring of mechanical systems, and security.

Heat will be supplied to all major buildings by a central gas/oil heating plant. It is located in a separate area which will permit building and boiler additions to convert to coal if necessary some time in the future. Based upon a study of possible energy alternatives it was determined that a single heating plant with space to convert was the best alternative. Oil storage is provided. Space is allocated for future underground storage of coal. Minneapolis Gas will provide gas capacity up to 25 million BTUs per hour. The widely dispersed facilities of the northern trek will have all energy needs, including heating, provided by electricity.

Energy conservation techniques have been explored. Design objectives include the use where possible of heat recovery ventilation, a general "u" factor of .1, partial burying of structures, selection of animals tolerant of a broader range of temperatures for outdoor exhibits, minimal heating of separate animal structures, and where temperature control is required for animal health, establishing the broadest temperature ranges possible. Energy production techniques such as heat pumps, use of waste products, and solar energy have been considered. The design of the central heating plant will permit future development of waste product and/or solar energy approaches as well as coal conversion.

Liquid wastes will be handled by direct sewer connections through the City of Eagan into the Metropolitan Sewage Disposal System. Capacity in the Eagan line will be up to 3 million gallons per day with peak use during initial years expected to be approximately 1 million gallons per day. Such wastes would include runoff within the self-contained exhibit areas to the extent that such runoff did not naturally percolate or evaporate. Solid wastes, including public waste such as paper, will be composted on the site. Natural runoff from non-exhibit areas will be contained in ponding areas on the site. Under USDA provisions, drainage off the site will not be permitted. This self-contained drainage will require enclosure of all ponding areas at site perimeters.

Animal carcasses will be buried on site until an incinerator can be installed. An approved pathological incinerator is expected to be located in the internal services area adjacent to the animal health building. No post entry quarantine animal carcasses will be removed from the site. Examinations required will be provided on site in the animal health building. A special cooler is available for short term holding of carcasses. Only for specialized examinations not involving post quarantine animals might carcasses be removed. Proper destruction will be provided.

4. Special Services

Concession operation of internal fast food services is being negotiated. Also, a similar approach is being pursued to secure a zoo ride. Such self-financed operations would be tied by contract to zoo operations and would operate only within the zoo facilities. A long term lease with a private, profit-making firm would make the facilities for the service taxable as real estate. There will be zoo operated gift shops and other visitor services such as stroller rentals, wheel chair rentals, storage lockers and first aid.

The zoo is planning a youth residence center related to educational programs. This facility would provide overnight lodging and special programs to school groups. It would charge a fee to cover basic costs.

Other self-supporting service facilities including a major dinner restaurant, service station, motel, and campground have been considered in the past. Under current design restrictions, the service station and campground are no longer considered compatible with zoo design. The dinner restaurant and motel are expected to be provided by private development in the area.

D. Access

The external access roads are being planned at this time. The major road is an extension of Minnesota Trunk Highway 36 (Statutory Route No. 279, hereinafter referred to as Cedar Avenue, "Zoo Road", and County State Aid Highway 23) from the intersection with Interstate 35E (northwest of the site), south and east around the site to the southwest corner entry for the zoo site. It is expected to be a limited access, four-lane divided highway designed to relate to topography and development. In addition, upgraded municipal (Johnny Cake/Fairgreen) and County (such as County Road 32) roads will be part of the full permanent access road system.

Traffic estimates indicate a maximum vehicle parking demand of 5,000 cars. A Real Estate Research Corporation study indicates that on peak days of 30,000 attendance with minimal transit use the total number of cars would be 8,000 to 9,000. Assuming a turnover rate as outlined by Real Estate Research for visitor attendance, no more than 60% of such vehicles should be at the site at any one time. Overflow parking (such as use of transit park/ride lots) will be arranged for the peak days.

Effective transit can reduce the amount of vehicle movement. The Zoo Board is participating in transit planning for the Dakota/Washington County area including the zoo site. The initial draft of that route ridership study indicates express service to the zoo and some possible regular transit services.

Traffic studies for the zoo were made by Barton-Aschman Associates, Inc. and Real Estate Research Corporation. These studies gave the following data for the expected year of the zoo opening:

Peak Day Attendance	30,000 people
Peak Day Traffic	8,000-9,000 vehicles
Peak Hour Traffic	2,500 vehicles in one direction

It is estimated that approximately 60% of the zoo attendance will originate in the Twin Cities seven-county area. These traffic studies also estimated that 90% of all zoo traffic will approach the site via I-35W and I-35E and Trunk Highway 36 when they are completed.

A detailed traffic study is presently being prepared by the Metropolitan Systems Planning Office of the Minnesota Highway Department. Final geometric design for the proposed zoo access road will be dependent upon this traffic study.

The existing access problem between the zoo and major transportation routes has been studied since the site selection in 1970 by representatives of Apple Valley, Eagan, Dakota County, Metropolitan Council, Minnesota Highway Department, and the Minnesota Zoological Board. It was determined that an extension of the planned Cedar Avenue Freeway (Trunk Highway 36) from I-35E to the zoo entry near the southeastern corner of the zoo site would provide the zoo with adequate access. To be consistent with roadway and land use plans prepared for the area and also provide a reasonably direct access route to the zoo, the route was proposed to be located north-south along existing Cedar Avenue and east-west along the proposed County Road 38 corridor.

E. Objectives and Guidelines

Objective A: Animals will be presented in ecological perspective.

Guidelines:

1. The overall zoo organization shall be zoogeographic in nature and shall be implemented in ecological units.
2. The planting in any specific area shall be ecologically appropriate.
3. Where possible, visitors will seem to move through the animal's environment rather than the animal displayed in the human environment.
4. Exhibits will be designed to illustrate specific biological characteristics and principles.
5. Exhibits will demonstrate man's relationship to his world by showing the universality of interdependence in nature.
6. Where possible, animals will be presented in mixed exhibits.

Objective B: The zoo shall be a year-round facility designed to take advantage of the Minnesota climate.

Guidelines:

1. The animal collection shall emphasize northern climate and Minnesota species wherever practical.

Objective C: The educational program shall have a state wide outreach and appeal to all ages and groups.

Guidelines:

1. There shall be a Mini Zoo in the interpretive center.
2. All presentations shall have a multi-level appeal.
3. A zoomobile operation shall be included in the zoo.
4. So far as possible exhibits shall be tailored to support the biology curricula of Minnesota schools, including accomodation of students.

Objective D: Major zoo programs of education, conservation and research shall be designed to enrich the recreational function of the zoo.

Guidelines:

1. Research activities and facilities shall be incorporated into the entire zoo.
2. Animal-visitor interaction shall be encouraged by exhibit design.
3. Exhibit design and presentation shall utilize the most advanced display techniques available.
4. There will be no rides of the carnival type on the zoo site.

Objective E: The zoo shall emphasize the propagation of exhibited species.

Guidelines:

1. The zoo shall specialize in breeding of one or more endangered species appropriate to the Minnesota climate.
2. The zoo shall display appropriate numbers of specimens representing relatively few species.

Objective F: The zoo design shall preserve to the maximum degree possible the natural attributes of the site including land forms, desirable vegetation, ponds and existing wildlife habitat.

Objective G: The design of zoo facilities and exhibits shall incorporate the special requirements of the elderly and handicapped.

Objective H: Wherever possible facilities shall be designed with flexibility sufficient to allow for future expansion and respond to future development of the transportation, exhibit, research and educational techniques and technology.

Guidelines:

1. During design the Board shall be notified of instances where this objective is not possible or practical.

Objective I: Visitor traffic and service traffic shall be separated to the maximum degree possible.

Objective J: Design and construction of support facilities shall receive first priority.

Guidelines:

1. Facilities must allow acquisition and holding of zoo animals before zoo opening.
2. There must be facilities to establish and maintain planting before zoo opening.
3. There must be on-site facilities to house zoological garden basic offices and staff concurrent with support facilities.

Objective K: There shall be sufficient facilities and personnel for the normal maintenance, security and operations of the zoo.

Objective L: Cooperation with major public agencies shall be encouraged in the development of zoo facilities and programs and development of land adjacent to the site.

Objective M: The zoo shall be designed as a USDA approved zoo.

Objective N: The State Zoological Board will assist the activities and development of qualified zoos throughout the state.

Objective O: The zoo shall be so managed as to provide maximum economic stimulation with a minimum burden on the Minnesota taxpayer. Further, planning for successive zoo construction phases shall be continuous.

Guidelines:

1. After providing essential public programs including specific services for designated groups (students, the aged, the indigent, etc.) the zoo shall be operated as a tightly managed organization providing revenues to:
 - a) Fund to the maximum all operating costs and so much of the debt service on the initial capital outlay as is attainable.

- b) Develop an earning performance permitting the financing from income of successive phases of zoo construction.
- 2. Rigid cost accounting principles shall be observed in all phases of zoo management.
- 3. Periodic review of operating policy, staff, cost and income data shall be scheduled to insure that zoo revenues keep abreast of inflationary trends.

Objective P: All zoo facilities shall be designed to protect the health of visitors, employees and animals.

Guidelines:

- 1. Facilities shall conform to all federal, state and local codes and regulations in regard to safety.
- 2. Barriers and exhibit access shall be designed for maximum protection of visitors and animals.
- 3. All work areas shall be designed to maximize the safety of employees.
- 4. There shall be a 24 hour a day internal security force.
- 5. The zoo will be enclosed with a continuous perimeter fence.
- 6. There shall be a first aid station.
- 7. There will be a system of direct communication with local fire, police and medical services.

Objective Q: Adequate facilities for the on-going animal care and health programs shall be provided.

Objective R: Best available technology and methods in the management of large numbers of visitors shall be incorporated into the zoo design.

Objective S: There shall be at least one exterior exhibit sequence featuring northern climate animals, providing both a vehicular and pedestrian viewing experience.

Objective T: Zoo design and energy use shall emphasize energy conservation.

1. Design of structures shall provide for efficient use of energy. In so doing, consideration shall be given to building locations, insulation qualities, and mechanical and electrical conservation techniques and devices.
2. Commercially available sources of energy shall be evaluated for environmental impact, efficiency, cost and predictions regarding long-term availability.
3. To the extent feasible, heating systems shall be designed to permit use of a variety of energy vehicles.
4. In the location and design of facilities, consideration shall be given to future on-site energy production.

F. Capital Budget

STAGE I

SITE DEVELOPMENT AND INTERNAL SERVICES

Perimeter Fence	383,637	
Rough Grading	837,053	
Well	65,222	
Water Treatment	400,683	
Underground	673,000	
Electrical	178,500	
Internal Services	2,274,600	
Signage	185,000	
Graphics	400,000	
Heating Plant	687,390	
Landscape Elements	65,000	
Site Identification	3,162	
Construction Facilities	4,720	
DeWatering	3,000	
Potential Expenditures	<u>16,158</u>	
Sub Total		6,177,125

MAIN BUILDING	11,111,531	
Oriental Plantings	382,000	
Exhibit Construction	985,000	
Interior Furnishings	<u>105,000</u>	
Sub Total		12,583,531

MINNESOTA EXHIBIT	299,225	
Minnesota	<u>1,635,000</u>	
Sub Total		1,934,225

AQUARIUM	830,000	
Sub Total	<u>830,000</u>	830,000

MINI ZOO	350,000	
Parking Area	<u>18,000</u>	
Sub Total		368,000

*NORTHERN TREK (To include Nursery and Rest Stop)	1,480,882	
Exterior Plantings	160,000	
Northern Trek Rock Work	<u>175,000</u>	
Sub Total		*1,815,882

ANIMALS AND EQUIPMENT	<u>1,405,000</u>	
Sub Total		1,405,000

DESIGN AND MANAGEMENT	<u>3,035,000</u>	
Sub Total		<u>3,035,000</u>

\$28,148,763

*See next page for description of funds needed for the completion of Stage II of the Northern Trek

NORTHERN TREK-STAGE II-\$5,200,000*

A. Exhibits

1) Reindeer/Wolf	\$ 350,000
2) Polar Bear/Seal	850,000
3) Musk Ox	200,000
4) Mountain Goat/Sheep	500,000
5) Grizzly Bear	450,000
	<u>\$2,350,000</u>

B. Site Work

300,000

Paths, paving, landscape outside exhibits, etc.

300,000

C. Rest Stops

Mid Trek Stop	350,000
Rest Stops #1 and #2 (\$200,000 each)	400,000

D. Finishing

100,000

Benches, signs, additional graphics, etc.

TOTAL \$3,500,000

3,500,000

Additional Proposed Northern Trek Stage II Construction

A. Exhibits

1) Puma	\$ 600,000
2) Snow Leopard	600,000

B. Bering Straits Interpretive Center

500,000

Expansion of Mid Trek Station for enclosed exhibit potential

TOTAL \$1,700,000

1,700,000

\$5,200,000

*The first goal of the Minnesota Zoological Garden Foundation is to secure these funds to complete the Northern Trek.

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Mrs. Iva Kroeger
Executive Secretary
Sumner T. McKnight Foundation
1108 Village Road
Chaska, Minnesota 55318

Dear Mrs. Kroeger:

On behalf of the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation, I am pleased to submit this grant application to you for consideration by the trustees of the Sumner T. McKnight Foundation.

I appreciated the opportunity to talk with you briefly last week about the Minnesota Zoological Garden. I have also visited with Gene Trumble about the goals and concepts of the Minnesota Zoo. Consequently, I have assembled some information on the project which you requested during our telephone conversation. Please let me know if there is additional information that you need for your review.

The Minnesota Zoological Garden received its original support from the community leaders who formed the Minnesota Zoological Society in the early 1960's. The Citizen's League Committee Report of 1966, chaired by John Mooty, recommended the creation of a major zoological park in the metropolitan area. In 1967, the Metropolitan Council picked up the idea and established a Zoo Study Committee. In 1969, the Minnesota Legislature created the Minnesota Zoological Board and appointed John Tilton as its first chairman. In 1973, the Legislature approved state funding of \$23 million dollars to initiate construction on this project based upon master plans that were approaching \$40 million dollars in total scope. In 1974, construction started on a reduced budget and the current project is scheduled for completion in the fall of 1977. The zoo will open May 1, 1978.

Construction budgets now total \$33.3 million. Funds in-hand and available for work-in-progress total \$28 million. The balance of \$5.2 million is needed to insure completion by opening date. The Minnesota Zoological Garden Foundation has as its initial goal the development of \$5.2 million of community support from local businesses and foundations.

To date, our foundation has received commitments of approximately \$400,000. Grant applications in excess of \$2.2 million are in process. We hope to have a

File - Foulter

major share of these commitments in hand by next spring so that work may commence on the Northern Trek and ensure completion of that major outdoor exhibit.

We believe it is important to recognize the relative drawing power the Minnesota Zoo will have compared to many other local area programs. Enclosed is our latest market study projections completed by the North Star Division of Midwest Research Institute and the actual reported annual attendance figures for other metro-area programs. More than two million people of all ages, interests, backgrounds, and attainment will visit the Minnesota Zoological Garden each year.

Traditionally, zoos in our country have been owned and operated by local societies or city park departments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication and commitment to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time consuming in their attempt to accumulate funds for maintaining and expanding zoological gardens.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the state of Minnesota are scheduled to be re-paid. The annual operating expenses will be covered by user fees (auto parking, \$1.00, monorail, \$1.00), admissions (adults, \$3.50, children 6 to 12, \$1.25, under 6, free), and concessions.

In order to meet the needs of all potential visitors, twelve free days are scheduled each year, and all organized school groups will be admitted free of charge. Discussion is in process with representatives of the school systems throughout the state to develop program opportunities for study, research, and participation in a variety of educational activities. Examples will include animal behavior, nutrition, veterinary medicine, conservation, and recreation. The educational programs are being designed for all ages.

The Minnesota Zoological Garden's outreach program will take the zoo's concepts and educational programs throughout the state. Two mobile classrooms will provide programs for school groups and communities. They will be able to see

exhibits which are brought to their area as well as talk to interpretive naturalists who can explain the education- and conservation-related programs.

For those who visit the 500-acre zoological garden in Apple Valley, they will have an opportunity to stay and study at a proposed Zoo Study Center, attend classroom programs, see films and closed-circuit television, and participate in group activities on the site.

Internationally, the Minnesota Zoological Garden is recognized as initiating and establishing the first and only program existing to identify and inventory all wild animal species in captivity throughout the entire zoo world. This is being accomplished by the use of elaborate computer systems. All zoos in the United States and several of the leading zoological parks in foreign countries are members of this self-supporting program. The recognition and admiration for this program has been positive. The Minnesota Zoo has exhibited innovative leadership within the entire industry.

The Minnesota Zoological Board has provided great foresight and capable management in securing top people for its operating staff and program development. The total staff will be about 150 persons when operating.

The Minnesota Zoological Garden needs financial support now from foundations such as yours that are in a position to assist with the Phase I construction costs needed to establish the Minnesota Zoological Garden. The projected operating revenues over projected expenses during the next twenty years will first be used to re-pay the state's indebtedness. Remaining funds will be set aside as a reserve for future construction. However, major capital costs will have to be secured from community resources that are supportive of the goals and concepts of the Minnesota Zoological Garden and interested in the establishment of programs that will be beneficial to the people of our region.

We request your consideration of an unrestricted commitment of \$25,000 to the Minnesota Zoological Garden Foundation for construction needs of the Minnesota Zoological Garden. This commitment may be disbursed over a period of five years at your convenience. Your commitment will facilitate drawing the matching funds available at this time and will assist in zoo completion by opening date in 1978.

While it is impossible to condense all of the project data into a few pages for quick and easy reference, we would be delighted to supply you with additional information should you have additional questions regarding the goals and concepts of the Minnesota Zoological Garden. We would also welcome any opportunity to host a tour of the construction site for you and the Foundation trustees. We also have a good audio-visual show which describes the program, including current construction, and a capable staff that could help discuss and answer any questions that you might have.

Your consideration of our request is appreciated.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosure

File
Foundation

November 29, 1976

Mr. Robert Voigt
Minnesota Zoological Garden Foundation
33 Wentworth East
West St/ Paul, Mn. 55118

Dear Bob,

I made my visit to Mr. Hartz in request for funds in support of the Minnesota Zoological Garden.

He was very receptive to our endeavors and was very familiar with the project as he had attended a Rotary meeting where Beverly Rongren had spoken. Even though his interest was great, he could not commit himself to any contributions at this time. He stated that most of his contributions were given locally and that also, the Hartz foundation was a small foundation, money wise in comparison to the other Foundations that have been contacted.

I did leave some material with him and who knows , he may change his mind.

I was wondering if we could mail requests for funds to all the Garden clubs in the state or to the Horticulture districts. I know they are interested in this project and even though their contributions are small, it is better than nothing. I know that the State horticulture receives monies from Wills , etc. and some of this is used for the Minnesota Landscape Arboretum. Its only a thought. I could furnish the names.

Will look forward to seeing you at the next board meeting.

Sincerely,

NORMA HANSON

cc: Don Bridgwater

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel 457-2579

November 15, 1976

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Karla Williams

*Executive Committee

Mr. W. A. Strauss
Chairman of the Board
Northern Natural Gas Company
2223 Dodge Street
Omaha, Nebraska 68102

File *MZGF*

Dear Bill:

Of the many projects with which I am personally involved in our state, the one that really stands out in goals and programs for all people is the Minnesota Zoological Garden. I want to share with you a few of the many aspects of this project.

The Minnesota Zoo has come a long way since the Minnesota Zoological Society was created in the early 60's. As community awareness developed over the desirable qualities of a major zoo, the Citizen's League backed the concept in 1966. Many persons were most helpful during the subsequent years of review and consideration leading up to the creation of the Minnesota Zoological Board in 1969 by the Minnesota Legislature.

In 1973, after four years of careful study, evaluation, and design, the Minnesota Legislature committed \$23 million towards construction of the Minnesota Zoological Garden. In addition, matching funds of \$2.3 million were also provided to match the non-state sources of support needed to build the project.

Construction budgets now total \$33.3 million. Funds in-hand and available for work-in-progress total \$28.1 million. The balance is needed to insure completion by opening date in May, 1978. The Minnesota Zoological Garden Foundation has as its initial goal the development of \$5.2 million of community support from businesses and foundations.

The Foundation's development program has been active since last spring. Bob Voigt, who you know, and formerly with the Upper Midwest Council, is Executive Director of the Foundation. To date, we have almost four hundred thousand dollars committed and about \$1.5 million of proposals which have been delivered. We also have a 1974 commitment of \$710,000 from the Bush Foundation that is included in current work in process.

We believe it is important to recognize the relative strong drawing power the Minnesota Zoo will have compared to many other local area programs. Enclosed is our latest market study projection completed by the North Star Division of Midwest Research Institute and the actual latest reported annual attendance figures for other metro-area programs. More than two million people of all ages, interests, backgrounds, and attainment will visit the Minnesota Zoological Garden each year.

Traditionally, zoos in our country have been owned and operated by local societies or city park developments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication and commitment to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time consuming in their attempt to accumulate funds for maintaining and expanding zoological gardens.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the State of Minnesota are scheduled to be re-paid. The annual operating expenses will be covered by user fees, admissions, and concessions.

In order to meet the needs of all potential visitors, fourteen free days are scheduled each year, and all organized school systems are developing programs now to provide opportunities for students to study, research, and participate in a multitude of educational programs. Several major projects are being developed to provide better information on animal behavior, nutrition, and other issues in the field of veterinary medicine, conservation, and recreation.

Internationally, the Minnesota Zoological Garden is recognized as initiating and establishing the first and only program existing to identify and inventory all wild animal species throughout the entire world by the use of elaborate computer systems.

The management of the zoo, and the program to secure the best possible operating staff for the completed facility, indicates the foresight and expectations that are exhibited by the members of the Minnesota Zoological Board.

Mr. W. A. Strauss
November 15, 1976

Page 3

While it is impossible to condense all of the project data into a few pages for quick and easy reference, we have attempted to select some information which we hope will answer most of the questions that are generally asked. We would be delighted to supply you with additional information should you have additional questions regarding the goals and concepts of the Minnesota Zoological Garden.

Bill, this letter is our formal request for your corporation's consideration of a grant of \$50,000, payable over several years, to help us complete the Minnesota Zoological Garden. Northern Natural Gas is a major firm doing business in Minnesota and has always participated in activities that add to our state's quality of life. The Minnesota Zoological Garden will reach more people and do more good for all of them than any project I can conceive.

Bob Voigt and I would welcome any opportunity that might develop to meet with you and others in your corporate structure involved in reviewing this request. We have a good audio-visual show that describes the program. We also have a staff of capable persons that help discuss and answer any questions you might have.

I know that this is a valuable resource to the entire Upper Midwest community. Thanks for the opportunity to introduce you to the Minnesota Zoological Garden. We appreciate your consideration.

Sincerely,

Robert H. Engels
Member,
Executive Committee

RHE:kr

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

November 11, 1976

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*Executive Committee

Mr. Joseph S. Micallef
Secretary-Assistant Treasurer
The Frederick and Margaret L. Weyerhaeuser Foundation
2100 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Micallef:

We are pleased to submit for your consideration the enclosed application requesting a grant in the amount of \$50,000 towards the development and construction of the Minnesota Zoological Garden in Apple Valley, Minnesota.

The Minnesota Zoo will be both a recreational and educational resource to over two million people annually. It will offer programs for all ages and experiences. The projected drawing power of the Minnesota Zoological Garden, determined through surveys conducted by the North Star Division of Midwest Research, Inc., far exceeds the actual current attendance of existing recreational and cultural attractions in the metropolitan area. Charts of comparative attendance figures have been included with this proposal to indicate the impact of our project.

The Minnesota Zoo has been carefully designed to be entirely self-sustaining on its income generated through admissions, concessions, and other fees. The latest projections of first-year income and expenditures are included with this proposal. Income generated will be used to pay back the state's indebtedness and to provide for future zoo construction.

Financial commitments are needed immediately to insure zoo completion by its opening date of May 1, 1978. Over 85% of construction costs, or \$33.3 million, already have been raised through bond sales issued by the State of Minnesota, gifts, grants, and the interest accrued. Fifteen percent, or \$5.2 million, is still needed.

Through the State of Minnesota, we have a matching funds program of \$2,350,000. Commitments made at this time allow us to draw equal amounts of matching funds immediately which can be used to meet contract obligations.

Mr. Joseph S. Micallef
Page 2

Your support of this worthwhile endeavor would be greatly appreciated. If you have questions or need additional supporting data, we would be delighted to meet with you at your convenience to supply you with any information you require to make your deliberation.

Thank you for your consideration of this request.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

Submitted: November 11, 1976

to

THE FREDERICK AND MARGARET L. WEYERHAEUSER FOUNDATION
2100 First National Bank Building
St. Paul, Minnesota 55101

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

MZGF

November 11, 1976

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W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. Joseph S. Micallef
Secretary-Treasurer
Charles A. Weyerhaeuser Memorial Foundation
2100 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Micallef:

On behalf of the Minnesota Zoological Garden Foundation and the more than two million visitors who will benefit from the new Minnesota Zoo when it opens in 1978, I am pleased to submit this proposal to you for your consideration.

Plans for a major innovative zoological garden for our area have been in various stages of consideration and design for many years. In 1966, the Citizen's League issued a report calling for the establishment of a facility such as one which is now being built. In 1967, the Metropolitan Council identified a zoo as one of the needs confronting future development of our region. In 1969, the Governor of the State of Minnesota established a Minnesota Zoological Board and assigned to them the responsibility to study the need and to recommend a facility for the families of our state and visitors to our area. In 1971, the Minnesota State Legislature had their first presentation of a master plan and the recommendations surrounding budgeting and development. In 1973, the Minnesota Legislature provided the funding of \$23 million to commence construction. Building of the facility started in 1974 on a 500-acre site in Apple Valley. Stage I of the overall master plan will be finished by the fall of 1977 with formal opening scheduled for May of 1978.

In addition to the bonding program provided by the State Legislature, their action also provided a matching funds program of \$2.3 million, which would be available to match non-state sources of support. The Minnesota Zoological Garden Foundation has been established to develop permanent financial support for the Minnesota Zoological Garden. The Foundation is designed to bring information about this project to our community leaders and to seek financial support from major businesses and foundations committed to sustaining and improving our community's high quality of life.

The construction budget of the Minnesota Zoological Garden calls for facilities totalling \$33.3 million. Monies in-hand amount to \$28.1 million. Our foundation has as its Stage I goal to secure general support and commitments for future cash payments totalling \$5.2 million. Approximately

85% of the \$33.3 million is now funded -- we have 15% to obtain.

Attached to this letter you will find information showing the current status of our capital funds program, information on the projected attendance at the Minnesota Zoo compared with other cultural attractions in our metropolitan area, a pro-forma operating statement that is the basis for future expansion of the zoo as well as repayment to the State of Minnesota for their initial bonding program, our tax-exempt status as certified by the Internal Revenue Service, and more detailed information on the goals and operations of the Minnesota Zoological Garden.

We are requesting support of \$50,000 from the Charles A. Weyerhaeuser Memorial Foundation for the general development program of the Minnesota Zoological Garden. The commitment may be disbursed on a schedule that would be established for your convenience. A commitment would allow us to draw on the matching funds now available to us and to insure completion by opening date in 1978.

John McKay, Kathryn Rosebear, and I enjoyed the opportunity to discuss the Minnesota Zoological Garden's construction program, goals, and philosophies with you on Monday, October 25th. We would be delighted to have the opportunity to show the construction in progress on the zoo site to you and other foundation members. We also have more technical and detailed information which we can secure to answer any questions that you might have regarding this project.

Your support in the development of this project would bring many educational and recreational benefits to the hundreds of thousands of individuals who will visit the zoo each year. It is an experience that is attractive to all ages and backgrounds. It is another example of the advantages available to families of our area.

Thank you for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

Submitted: November 11, 1976

to

CHARLES A. WEYERHAEUSER MEMORIAL FOUNDATION
2100 First National Bank Building
St. Paul, Minnesota 55101

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118
November 11, 1976

Tel. 457-2579

File MZGF


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Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. Joseph S. Micallef
Secretary
Driscoll Foundation
2100 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Micallef:

On behalf of the Minnesota Zoological Garden Foundation,
I am pleased to submit the enclosed proposal for your
consideration.

We are requesting a grant in the amount of \$50,000 to
assist in the completion of the Minnesota Zoological
Garden. The amount requested represents less than
one percent of the funds needed to construct the zoo.

The Minnesota Zoo has come a long way since the Citizen's
League first backed the concept in 1966. Many persons
have been most helpful during the subsequent years of review
and consideration leading up to the initial funding program
established by the legislature. The Minnesota Zoo is
becoming a reality due to the dedication of many community
leaders throughout the state.

In 1973, the Minnesota Legislature committed \$23 million
towards construction of the Minnesota Zoological Garden.
In addition, matching funds of \$2.3 million were also
provided to match the non-state sources of support needed
to build the project.

Construction budgets total \$33.3 million. Funds in-hand
and available for work-in-progress total \$28.1 million.
The Minnesota Zoological Garden Foundation has as its
initial goal the development of \$5.2 million of community
support from businesses and foundations.

The Foundation's development program has been active only
since last spring. To date, we have more than a quarter
million dollars committed and about \$1.5 million of proposals
which have been delivered. We hope to have firm commitments
on these proposals by year-end. We also have a prior
commitment of \$710,000 from the Bush Foundation.

Initial discussions have been held with a number of key
individuals in local corporations and foundations. Perhaps
in the near future their schedules will be such that they
will be able to accept formal proposals from us for commit-
ments to the Minnesota Zoological Garden Foundation.

We believe it is important to recognize the relative strong drawing power the Minnesota Zoo will have compared to many other local area programs. Enclosed is our latest market study projection completed by the North Star Division of Midwest Research Institute and the actual latest reported annual attendance figures for other metro-area programs. More than two million people of all ages, interests, backgrounds, and attainment will visit the Minnesota Zoological Garden each year.

Traditionally, zoos in our country have been owned and operated by local societies or city park departments. Society-owned facilities have developed gradually as a result of individuals and their personal dedication and commitment to fulfilling community needs. Municipal facilities have been dependent on the local tax base to provide both capital and operating costs. Both of these processes have been time consuming in their attempt to accumulate funds for maintaining and expanding zoological gardens.

The Minnesota Zoological Garden has been conceived and designed to be completely self-sustaining when completed and operating in 1978. The original funds provided by the State of Minnesota are scheduled to be re-paid. The annual operating expenses will be covered by user fees, admissions, and concessions.

In order to meet the needs of all potential visitors, fourteen free days are scheduled each year, and all organized school groups will be admitted free of charge. The school systems are developing programs now to provide opportunities for students to study, research, and participate in a multitude of educational programs. Several major projects are being developed to provide better information on animal behavior, nutrition, and other issues in the field of veterinary medicine, conservation, and recreation.

Internationally, the Minnesota Zoological Garden is recognized as initiating and establishing the first and only program existing to identify and inventory all wild animal species throughout the entire zoo world by the use of elaborate computer systems.

The management of the zoo, and the program to secure the best possible operating staff for the completed facility, indicates the foresight and expectations that are exhibited by the members of the Minnesota Zoological Board.

While it is impossible to condense all of the project data into a few pages for quick and easy reference, we have attempted to select some of the information available which we hope will answer most of the questions that are generally asked. We would appreciate the opportunity to meet with you at your convenience should you have additional questions regarding the goals and concepts of the Minnesota Zoological Garden.

Your review of this proposal is most appreciated. Thank you for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

Enclosure

REQUEST FOR A GRANT IN AID

Submitted: November 11, 1976

to

THE DRISCOLL FOUNDATION
2100 First National Bank Building
St. Paul, Minnesota 55101

Submitted by

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
33 East Wentworth Avenue
Suite 218
West St. Paul, Minnesota 55118
612-457-2579

John C. McKay, President
Minnesota Zoological Garden Foundation

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

November 1, 1976

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W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. E. C. Lund
President, Honeywell Fund, and
Chairman, Corporate Contributions Committee, and
Vice President, Administration
Honeywell, Inc.
2701 Fourth Avenue South
Minneapolis, Minnesota 55408

Dear Mr. Lund:

On behalf of the Minnesota Zoological Garden Foundation and the more than two million visitors who will benefit from the new Minnesota Zoo when it opens in 1978, I am pleased to present this proposal to you for your consideration.

Plans for a major innovative zoological garden for our area have been in various stages of consideration and design for many years. In 1966, the Citizen's League issued a report calling for the establishment of a facility such as one which is now being built. In 1967, the Metropolitan Council identified a zoo as one of the needs confronting future development of our region. In 1969, the Governor of the State of Minnesota established a Minnesota Zoological Board and assigned to them the responsibility to study the need and to recommend a facility for the families of our state and visitors to our area. In 1971, the Minnesota State Legislature had their first presentation of a master plan and the recommendations surrounding budgeting and development. In 1973, the Minnesota Legislature provided the funding of \$23 million to commence construction. Building of the facility started in 1974 on a 500-acre site in Apple Valley. Stage I of the overall master plan will be finished by the fall of 1977 with formal opening scheduled for May of 1978.

In addition to the bonding program provided by the State Legislature, their action also provided a matching funds program of \$2.3 million, which would be available to match non-state sources of support. The Minnesota Zoological Garden Foundation has been established to develop permanent financial support for the Minnesota Zoological Garden. The Foundation is designed to bring information about this project to our community leaders and to seek financial support from major businesses and foundations committed to sustaining and improving our community's high quality of life.

The construction budget of the Minnesota Zoological Garden calls for facilities totalling \$33.3 million. Monies in-hand amount to \$28.1 million. Our foundation has as its Stage I goal to secure general support and commitments for future cash payments totalling \$5.2 million. Approximately

File

Mr. E. C. Lund
November 1, 1976

Page 2

85% is now funded -- we have 15% to obtain.

Attached to this letter you will find information showing the current status of our capital funds program, information on the projected attendance at the Minnesota Zoo compared with other cultural attractions in our metropolitan area, a pro-forma operating statement that is the basis for future expansion of the zoo as well as repayment to the State of Minnesota for their initial bonding program, our tax-exempt status as certified by the Internal Revenue Service, and more detailed information on the goals and operations of the Minnesota Zoological Garden.

We are requesting support of \$250,000 from Honeywell, Inc., for the general development program of the Minnesota Zoological Garden. The commitment may be disbursed over a five-year period on a schedule that would be established for your convenience. A commitment will allow us to draw on the matching funds now available to us and to insure completion by opening date in 1978.

We enjoyed the opportunity to discuss the construction program and show the work-in-progress to Mr. Mitchell and Mr. Speed on Thursday, October 21st. We would be delighted to have additional opportunities to show the project to you and to other members of your corporation. We also have more technical and detailed information which we can secure to answer any questions that you might have regarding this project.

Your leadership role in the development of this project will bring many educational and recreational benefits to the thousands of Honeywell employees and their families in Minnesota, as well as to the hundreds of thousands of individuals who will visit the zoo each year. It is an experience that is attractive to all ages and backgrounds. It is another example of the advantages available to the families of our area.

Thank you for your consideration.

Sincerely,

John C. McKay
President

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

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Karla Williams

*Executive Committee

October 14, 1976

To: Donald Bridgwater, Director, Minnesota Zoological Garden

From: Kathryn Rosebear, Minnesota Zoological Garden Foundation

Enclosed are copies of letters sent to Charles Neerland of Northwest Bancorporation and Jim Buckles of Northwestern National Bank in Minneapolis. A proposal requesting \$250,000 was submitted to Northwest Bancorporation today; their corporate contributions committee will meet to consider proposals on Friday afternoon.

Also enclosed is a copy of a letter sent to D.E. Wallin of Twin City Federal. A proposal requesting \$90,000 has been submitted to this group.

Both groups, incidentally, received a copy of the general proposal developed by Bob Voigt, plus supporting material. A copy of the chart comparing attendance figures of major metropolitan attractions is included here.

Also note the letter from Don Buxton of Northwestern Bell Telephone Company. They have pledged \$35,000 over a five-year period to the Minnesota Zoo.

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Karia Williams

*Executive Committee

October 13, 1976

Mr. D. E. Wallin
Vice President
Twin City Federal Savings and
Loan Association
801 Marquette Avenue
Minneapolis, Minnesota 55402

Dear Mr. Wallin:

On behalf of the Minnesota Zoological Garden and the more than two million visitors which will attend the park each year when it is opened in 1978, I am pleased to deliver to you for your consideration a proposal for financial support.

We have recently assembled information provided us by other community arts and recreation organizations that show the visitor participation in these leading community programs. We believe that the Minnesota Zoo will be a most significant resource for people of all ages and backgrounds. The carefully designed and constructed facilities will offer many opportunities for those interested in specific areas of education, conservation and research in addition to the primary offering of zoos in the field of recreation. As you and Mr. McDonald observed when you were visiting the 500-acre park recently in Apple Valley, the development covers an enormous area that offers many opportunities for extensive personal observation and interaction. We believe that people will find this a type of facility that will offer them many hours of pleasure and study each time they visit the zoo.

The attached information will provide you with detailed information on description of exhibits, definition of goals and policies, general financial data and comparative attendance figures. As you know, many years have gone into the study and design of this resource. We do have extensive information in greater detail on all of these examples which we have prepared for you in case you would like to have greater definition of the data presented here.

The financial needs to complete the zoo by the opening date in the spring of 1978 are real. Present construction budgets and estimates to finish the zoo total \$33.3 million dollars. We currently have funds available totaling \$28.1 million dollars that have been obtained from original state appropriations, gifts, matching funds and arbitrage. We need approximately \$5.2 million dollars to complete the exhibits on the Northern Trek. As of today, we

Mr. D. E. Wallin
Twin City Federal Savings and Loan Association

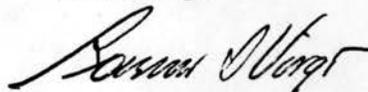
page two
October 13, 1976

have either received commitments or have proposals in process totaling \$1.3 million dollars. We are hoping to receive confirmation of additional indications of support as readily as possible in order to establish construction schedules for the spring and summer of 1977.

We are requesting your consideration of assistance totaling \$90,000 dollars for general construction purposes. We do have specific detail on particular exhibits that are in need of funding should you prefer to work towards financial support of a particular area. We would be pleased to meet with you, Mr. Kuhnley, Mr. McDonald and others that are involved in the decision making process of this request. We do have a beautiful slide show that I think would describe pictorially many of the goals and objectives which we have discussed with you and are part of this report.

Thank you for your consideration.

Sincerely,



Robert S. Voigt
Executive Director

RSV:gb

Enclosure

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

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Karla Williams

*Executive Committee

October 13, 1976

Mr. James L. Buckles
Vice President
Northwestern National Bank
Seventh and Marquette Avenues
Minneapolis, Minnesota 55480

Dear Mr. Buckles:

On behalf of the Minnesota Zoological Garden and the more than two million annual visitors that will attend after it opens in 1978, I am pleased to deliver this proposal to you.

The enclosed information contains both general descriptions of the zoo's many exhibits and financial information on the needs and goals of the foundation. We are also enclosing a copy of the transmittal letter which we have sent to Mr. Neerland of Northwest Bancorporation. We have attempted to show on a proportionate basis based upon deposits how the forty-nine Bancorporation banks in Minnesota might participate in our proposal. This information has been assembled as an initial basis for discussion. As you consider this request, we hope that we will have an opportunity to discuss alternatives which you might consider.

Our request directed to Northwest Bancorporation is for a commitment of \$250,000. This support may be committed over a period of three to five years. With a firm commitment such as yours, we will be able to draw the matching funds that are provided and available to us for current construction needs. We will also be able to plan and budget our construction during the next several years against the cash flow that will be available from these commitments.

We earnestly request your full analysis of the impact that this project will have on our metropolitan area and throughout the entire region. The significance of your support and the generosity of your financial assistance will, I'm sure, bring many returns that will be measurable and beneficial to you. One of the enclosed pages describes the attendance figures of the major programs in the metropolitan area. You will notice the high importance that people give to the zoo. It is a resource of tremendous magnitude.

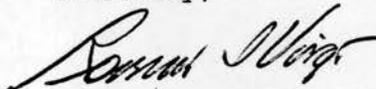
Mr. James L. Buckles
October 13, 1976

Page 2

We would welcome an opportunity to meet with other members of your corporate contributions committee that would be interested in learning more about our project. We have a beautiful slide show that would give everyone a real impression of the many qualities that will exist.

Please let me know what other help I may give to you for your review of this request. Thank you for your consideration.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosure

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
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Tel. 457-2579

October 13, 1976

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Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karia Williams

*Executive Committee

Mr. Charles Neerland
Assistant Vice President
Northwest Bancorporation
1200 Northwestern Bank Building
Minneapolis, Minnesota 55480

Dear Mr. Neerland:

I am pleased to be able to deliver this proposal to you for consideration by the Minnesota Banks of Northwest Bancorporation for their combined support of the Minnesota Zoological Garden.

The dreams and plans that have gone into making the Minnesota Zoo a reality extend back over at least two decades. Many individuals throughout the State of Minnesota have recognized the tremendous value that this zoological garden could add to our community. These needs were formally recognized in 1969 by the creation of the Minnesota Zoological Board. During the past seven years, this group of dedicated individuals have given much time and guidance to the creation, design, and construction of the new Minnesota Zoo.

As you and Mr. Buckles observed during your recent visit to the 500-acre site in Apple Valley, much progress has been made and the completion of the initial construction stages is just months away. Current schedules call for completion by the fall of 1977 with opening to more than two million annual visitors planned for May, 1978.

Construction budgets total \$33.3 million. Present funding and work-in-progress totals \$28.1 million. The Minnesota Zoological Garden Foundation is attempting to secure support from the leading businesses and foundations in our area for the additional \$5.2 million which is needed at this time. Our development program, in its relatively short existence, has delivered proposals totalling approximately \$1.4 million to probable sources of support. We are expecting to have favorable response to these requests within the next several months. We are also in the process of visiting with many other organizations and have received a most favorable indication from them that upon further discussions we will be able to establish a comfortable level of financial assistance for them.

We are delighted to present to you the enclosed formal proposal for your initial consideration. This request takes into consideration the possibility that all forty-nine banks within Northwest Bancorporation in Minnesota will participate in this joint commitment. We sincerely hope that this is possible as it will provide an opportunity for their participation at a reasonable level proportionate to their size

Mr. Charles Neerland
October 13, 1976

Page 2

and yet make a significant contribution to this statewide project.

We are hereby formally requesting your consideration of a commitment of \$250,000 to the Minnesota Zoological Garden Foundation. The enclosed listing of banks will provide you one idea on how the individual banks might be able to participate in the total commitment.

Enclosed is a list of other leading community and statewide projects and their relative participation and attendance figures. These numbers will identify the high significance that people place on the Minnesota Zoo as a facility which they would like to attend. We believe our figures to be well conceived and perhaps even low compared to what like programs have generated in attendance at other major zoological gardens in our country.

We would be most happy to meet with you and other members of your committee or representatives of the individual banks who wish to have more specific information about the Minnesota Zoological Garden. We do have a most attractive slide presentation and many other research studies and documents that can provide greater awareness and specific details for questions that you may generate.

Your acceptance to review our application is appreciated. We look forward to meeting with you at your convenience.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

Enclosure



Northwestern Bell

224 South 5th Street
Minneapolis, Minnesota 55402
Phone (612) 344-5716

D. D. Buxton
Assistant Vice President

October 12, 1976

Mr. Robert S. Voight
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West St. Paul, MN 55118

Dear Bob:

Thank you for the extensive material you provided and for the tour of your developing facility; the information furnished helped speed the processing of your request.

Our commitment cannot be firm at this time since our 1977 program will not be approved by our Board of Directors until near the year-end. I thought you'd be interested, however, that it is our intention to contribute \$35,000 over a five year period subject, of course, to annual approval by the Officers of Northwestern Bell.

We're happy to be part of this effort and look with anticipation toward your continued success in the fund drive for \$3.7 million, making possible the scheduled opening in the spring of 1978.

Sincerely,

COMPARISON OF MAJOR PROGRAM ATTENDANCE

These attendance figures have been obtained for a comparison of relative impact and drawing power of major programs in the area.

I. MINNESOTA ZOOLOGICAL GARDEN - open May, 1978

Estimated first year attendance:	
From metropolitan area	1,655,000
From Minnesota out-state areas	467,000
From other origins	<u>254,000</u>
Projected Annual Attendance:	<u>2,376,000</u>

II. SPORTS EVENTS

A. Professional Sports

Twins Baseball	737,156
Vikings Football	339,089
North Stars Hockey	543,460
Saints Hockey	<u>327,978</u>

Actual Annual Attendance: 1,947,683

B. University of Minnesota Sports

University Football	220,081
University Basketball	220,917
University Hockey	<u>142,456</u>

Actual Annual Attendance: 583,454

III. CULTURAL ATTRACTIONS

A. Minneapolis Institute of Arts

General Museum Attendance	217,623
Tours	47,904
Lectures, Films, Special Events	28,786
Young People's Program	3,335
Education Programs	36,572
Mobile Exhibitions	12,840
Public Usage of Facility	<u>25,655</u>

Actual Annual Attendance: 372,715

B. St. Paul Council of Arts and Sciences

Chimera Theater	147,070
Community Programs in the Arts and Sciences (COMPAS)	66,210
Schubert Club	22,750
Science Museum and Planetarium	558,986
Minnesota Museum of Art	170,091
St. Paul Chamber Orchestra	<u>100,587</u>

Actual Annual Attendance: 1,065,694

C. Walker Art Center

Exhibits, Films, Performing Arts

Actual Annual Attendance: 421,834

D. Minnesota Orchestra

204 Concerts

Actual Annual Attendance: 447,009

E. Tyrone Guthrie Theater

328 Performances

Actual Annual Attendance: 361,378

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

OFFICERS & DIRECTORS

*John McKay
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Karla Williams

*Executive Committee

October 13, 1976

Mr. Bill Lindgren
President
Miller Publishing Company
2501 Wayzata Boulevard
Box 67
Minneapolis, Minnesota 55440

Dear Bill:

I am pleased to confirm that several individuals from the Minnesota Zoological Garden and our foundation will be able to present a program to your management group on November 3rd and your employees' club on November 4th. We are delighted to receive the invitation and are looking forward to meeting with you on both days.

On Wednesday, November 3rd, Donald Bridgwater, Director of the Minnesota Zoological Garden, will join me for comments and discussion about the entire project. We will also have a short 15-minute slide presentation showing the major projects, goals, and exhibits.

On Thursday, November 4th, Beverly Rongren, Director of Interpretive Services, will be the speaker for the program. I will also be joining with her as will probably several others from our staff on both of these days.

We will bring our own projector for the slide presentation. However, if you should have a screen available that we could use, it would help tremendously.

We have a number of new publications on the zoo that we will bring along for distribution to your people. If you have any questions or suggestions that we should be aware of prior to our meeting, please feel free to give me a call.

Thanks for inviting us to share our enthusiasm and information about this project with you and your company.

Sincerely,



Robert S. Voigt
Executive Director

RSV:kr

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 218

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 457-2579

October 19, 1976

File

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*David W. Onan II
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*G. Richard Palen
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Reuel Harmon
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*Firman L. Alexander
*Robert H. Engels
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Dr. U.S. Seal
Jerome Wagner
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Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

Mr. Donald W. Steinkraus
Assistant Secretary-Treasurer
Deluxe Check Printers, Inc.
1080 West County Road F
St. Paul, Minnesota 55112

Dear Mr. Steinkraus:

We are pleased to deliver for your consideration the enclosed application containing information about the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation.

Please note the comparison of projected attendance figures for the zoo. The estimates of more than two million annual visitors was based upon a study prepared by Midwest Research Institute and their North Star Division in Minneapolis.

The zoo will be a tremendous resource to persons of all ages and experiences. It will be open throughout the entire year. It will have education programs devoted to the exhibits, animal behavior, nutrition, and many others involving conservation and environmental relationships.

A major consideration during these initial stages of development is the matching funds program provided by the State of Minnesota. \$2,300,000 is available to match gifts and grants of an equal amount from the private sector. Your support will actually go twice as far towards reaching our Stage I goal of \$5.2 million which is needed to complete the zoo.

We greatly appreciate your consideration of our request for support in the amount of \$50,000. This assistance could be appropriated over several years at your convenience. Any requirements you have for reports and supporting information will be met.

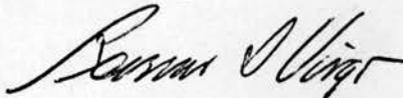
We would like very much to have the opportunity to show the project to you. I hope you can still arrange your schedule during the next several weeks for a first-hand look.

Mr. Donald Steinkraus
October 19, 1976

Page 2

Please let us know if we can be of additional help in
providing information you need for your commitment.
Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script, appearing to read "Robert S. Voigt".

Robert S. Voigt
Executive Director

RSV:kr

Enclosures

General Mills Foundation

Post Office Box 1113

Minneapolis, Minnesota 55440

File

WILLIAM R. HUMPHREY, JR.
VICE PRESIDENT AND
EXECUTIVE DIRECTOR

October 4, 1976

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West St. Paul, Minnesota 55118

Dear Bob:

Confirming our telephone message of September 28, our Trustees approved a grant of \$150,000 to the Minnesota Zoological Garden Foundation over a three-year period. It would be our intent to pay this at the rate of \$50,000 per year in semiannual installments, with the first going forward in the near future.

It was good to see the publicity the Zoo is getting, and we wish you much success with the balance of your fund-raising efforts.

Best personal regards.

Sincerely,



WRH JR:mh

10/6/76
B

Peavey

Peavey Company
Peavey Building
730 Second Avenue South
Minneapolis, Minnesota 55402
(612) 370-7500

September 28, 1976

Felo

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden
Foundation
Suite 318, 33 Wentworth East
West Saint Paul, MN 55118

Dear Mr. Voigt:

Our Corporate Contributions Committee met recently and approved a pledge of \$30,000 to the Minnesota Zoological Garden Foundation.

The pledge will be paid at \$10,000 per year for three years. Peavey Company's check for \$10,000 covering the first payment is enclosed.

We appreciate the time you have taken to present your materials to us and wish you the best in your fund drive.

Sincerely,

Thomas A. Hamill (ef)

Thomas A. Hamill
Director of Public Affairs

TAH/lf

Enclosure

10/4/76
[Signature]

August 26, 1976

Mr. H. A. Reddicliffe
Secretary
Exxon USA Foundation
800 Bell Avenue
Houston, Texas 77002

Dear Mr. Reddicliffe:

Thank you for your letter of August 10th in which you stated your position regarding our Minnesota Zoological Garden project. We appreciate Jack Long, Editor of The Lamp referring our letter to you.

Our initial inquiry was a result of the article we read in the summer 1976 issue of The Lamp which told of your Canadian affiliate, Imperial Oil Limited, assisting with the polar bear exhibit in the Toronto Zoo.

We are in final construction stages of a new zoo here in Minnesota that is currently budgeted at more than \$33 million. We have support to date of approximately \$28 million or around 86% of development. Part of the unfunded portion is an exhibit of polar bears and Artic fox. Our need is to fund that exhibit and several others.

Our projected attendance study, completed on July 23, 1976, by Midwest Research, Inc. of Kansas City, estimates 2,376,000 visitors each year. This includes people from the surrounding states as well as Minnesota.

Our educational programs will be tied closely to both the primary and secondary school system within the state. We have special film and video tape instructional material being considered to complement the tours planned for school children. Our health services and nutrition sections will be closely associated with the University of Minnesota. Our lists of joint venture activities is quite extensive and we are still almost two years away from opening.

Mr. H. A. Reddicliffe

- 2 -

August 26, 1976

We would be pleased to present greater information to you, or your affiliate that serves our area, so that you will be better acquainted with the many benefits being developed for the people of our region. Could you perhaps provide me with names of individuals that I could contact in Chicago in other district or regional offices? We have a great story to tell. I would like to share this with you and your associates.

Thanks for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

EXXON USA FOUNDATION
800 BELL AVENUE · HOUSTON, TEXAS 77002

H. A. REDDICLIFFE
SECRETARY

August 10, 1976

Mr. Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West Saint Paul, MN 55118

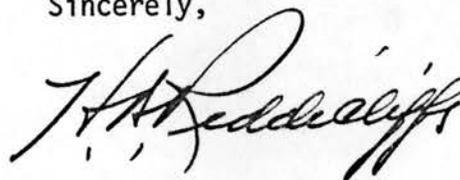
Dear Mr. Voigt:

After full and careful consideration of your request of July 20 referred to the Exxon USA Foundation by Exxon Corporation, we have reluctantly come to the conclusion that this Foundation is not in a position to give financial assistance to your program.

As you can appreciate, we receive a large number of requests for contributions but can respond affirmatively to only a limited number. We fully recognize the valuable work of your organization and want you to know that this decision does not reflect any lack of interest or appreciation of the Minnesota Zoological Garden Foundation. It results only from our inability to stretch our resources to cover all worthwhile programs.

I am sorry we cannot be of assistance but do hope that others will come forward to assist you in your important work.

Sincerely,



HAR/ccb

8/19/76
R

EXXON CORPORATION

1251 AVENUE OF THE AMERICAS, NEW YORK, N.Y. 10020

Public Affairs Department

July 23, 1976

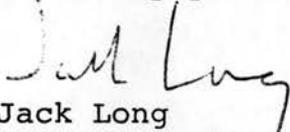
Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth East
West Saint Paul, Minnesota 55118

Dear Mr. Voigt:

Thank you for your letter of July 20 and for your generous comments on the article, "Toronto's Happy Bears," which appeared in the Summer 1976 issue of The Lamp.

In response to your query regarding financial assistance for the Minnesota Zoological Garden, I am forwarding your letter and fact piece to the attention of our principal operating division, Exxon Company, U.S.A. in Houston, Texas. In the event this project is of interest to them, they will be in touch with you directly.

Sincerely yours,


Jack Long
Editor of The Lamp

JL:mj

8/3/76
R

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

July 20, 1976

OFFICERS & DIRECTORS

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Larry S. Freeman
*Firmin L. Alexander
*Robert H. Engels
James Weiler
*John Tilton
Adolf Tobier
Mary Ann Scroggins
Dr. U.S. Seal
Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams
*Executive Committee

Mr. Jack Long, Editor
The Lamp
Exxon Corporation
1251 Avenue of the Americas
New York, New York 10020

Dear Mr. Long,

I am writing to you for your assistance in identifying the person or department within your corporation that I could write to for information.

Your summer 1976 publication of The Lamp contains an article on page 14 about the Toronto Zoo. Your Canadian affiliate, Imperial Oil Limited, helped make the polar bear exhibit possible through a sizeable donation. That is great and I congratulate your corporation for its fine support of a very worthwhile endeavor.

We in Minnesota are well along towards completion of a new Minnesota Zoological Garden. A major source of financial support has originated from our state government which has a strong feeling for the value of this project.

The Minnesota Zoological Garden Foundation is the facility through which private support from individuals, foundations and corporations is generated for development of both exhibits and educational programs dealing with conservation and preservation of endangered species.

Enclosed is a fact piece about the Minnesota Zoological Garden and the immediate goals and objectives. It is only a brief introduction to the zoo which is scheduled for opening in 1978.

We would like to share more information with the persons in your organization responsible for decisions about financial assistance for similar projects.

If you could forward this letter to them--or could identify for me, I would be most happy to furnish greater detail and specific information about the needs we have, but more specifically, the beneficial aspects that will result for the many persons in Minnesota and the entire region.

Thanks for your help.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb
Enclosure

bcc: Malcolm McDonald

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

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Karla Williams

*Executive Committee

June 23, 1976

*File
M26F*

Mr. Paul A. Verret
Director
St. Paul Foundation
355 Washington Street, Rm. 305
St. Paul, Minnesota 55102

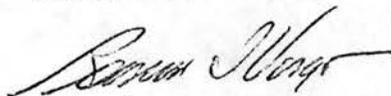
Dear Mr. Verret:

Thank you for a most informative visit yesterday. John McKay and I really appreciate your sharing with us ideas and recommendations as to how we can develop greater results for our program.

The Minnesota Zoological Garden is off to a good start. It will be a great resource for our community...and for people of all age groups and all cultures. The recreational and educational potential will become more apparent as the various services are identified through programs now being developed.

We look forward to visiting more with you in August. Have a good vacation.

Sincerely,



Robert S. Voigt
Executive Director

RSV:gb

cc: Don Bridgwater
Director
Minnesota Zoological Garden

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

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W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

June 23, 1976

*File
MZGF*

Mr. John D. Taylor
Executive Director
Northwest Area Foundation
W-975 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Taylor:

We enjoyed visiting with you yesterday and learning more about your foundation's interest areas and basis for consideration of support to community programs.

The Minnesota Zoological Garden is an opportunity for individuals and cultures of all ages to be part of a subtle and obvious learning experience in which values of conservation and education rank right along side of recreation. We only mentioned that the University of Minnesota will be closely associated in programs of nutrition, veterinary medicine, behavioral sciences, internships, and other biological and zoological fields.

Your awareness of and counsel on ways and means of developing financial support for the Minnesota Zoological Garden are greatly appreciated.

Sincerely,



Robert S. Voigt
Executive Director

RSV:gb

cc: ✓ Don Bridgwater
Director
Minnesota Zoological Garden

June 15, 1976

Mr. Reuel Harmon
14 High Road
Inver Grove Heights, Minnesota 55075

Dear Mr. Harmon:

We have recently assembled two separate items that we believe will be a useful resource for all of our board members... and we want you to have these for your reference.

The larger notebook is a compilation of various pictures, budgets, construction lists, guidelines and other facts that might provide some support information on the project.

The brochure is a promotion item that should be useful in providing our prospects an introduction to the Minnesota Zoological Garden and the goals and purpose of the Minnesota Zoological Garden Foundation. We have more of this booklet. If you would like more for sharing with your friends, please let us know.

I understand your introduction last week of Mr. Ordway to Don Bridgwater and John Tilton was most interesting. We would be glad to help you in any way possible with subsequent follow-up. Please let me know how I can be of any assistance to you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

Enclosures

cc: Don Bridgwater

June 16, 1976

Mr. John D. Taylor
Executive Director
Northwest Area Foundation
W-975 First National Bank Building
St. Paul, Minnesota 55101

Dear Mr. Taylor:

I was pleased to have the opportunity today to visit with you briefly about the Minnesota Zoological Garden Foundation.

I am also looking forward to your coming to our office next Tuesday, June 22, at 2:30, in order to meet Don Bridgwater, Director of the Minnesota Zoological Garden, and to hear more about our goals and programs.

We have a small group scheduled for a tour of the zoo site next Wednesday, June 23rd, from 4:00 to 6:00 p.m., and are delighted that you will join us.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

cc: ~~Don~~ Bridgwater

June 16, 1976

Mr. Russell V. Ewald
Executive Vice President
The McKnight Foundation
Suite 405, Shelard Plaza
Minneapolis, Minnesota 55426

Dear Mr. Ewald:

I'm looking forward to our meeting on Monday, June 21st, 9:00 a.m., in your office, and the opportunity to share current information on our foundation's activities.

Don Bridgwater, Director of the Minnesota Zoological Garden, will also be joining us for bringing you an update on the progress of construction. He will also be able to answer any specific questions you may have on programs and benefits.

We are encouraged by the reactions received on our foundation's activities during the past several months. When the Minnesota Zoological Garden is completed, we know it will be a tremendous resource for the people of our region.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

cc: Don Bridgwater

TRANSMITTAL - MESSAGE SLIP

TO <i>Don</i>	LOCATION
DATE <i>6-11-76</i>	TIME
FROM <i>Foundation</i>	LOCATION
TRANSMITTAL ACTION	CALL OR VISIT
<input type="checkbox"/> Review and see me	<input type="checkbox"/> NAME
<input type="checkbox"/> Review and return	<input type="checkbox"/> FROM
<input type="checkbox"/> Prepare reply for my sig.	<input type="checkbox"/> PHONE NO.
<input type="checkbox"/> Reply and send me copy	<input type="checkbox"/>
<input type="checkbox"/> For your approval	<input type="checkbox"/> Called
<input checked="" type="checkbox"/> For your information	<input type="checkbox"/> Was here to see you
<input type="checkbox"/> For signature	<input type="checkbox"/> Please call
<input type="checkbox"/> As we discussed	<input type="checkbox"/> Will call again
<input type="checkbox"/> As you requested	
<input type="checkbox"/> Take appropriate action	

MESSAGE

[Handwritten Signature]

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

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President
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Richard Salet
Karla Williams

*Executive Committee

June 11, 1976

Mr. John E. Tilton
One Webster Place
Hopkins, Minnesota 55343

Dear John,

Thanks for your suggested draft of a letter to Mr. Ordway.

Don and I have previously visited about the method of response that you asked about. I had not phoned you back only because we were waiting to get the benefit of Reuel Harmon's thoughts on specific approaches.

This morning, Reuel and Don visited and concluded that several steps will be involved.

First: Reuel will follow with Aunt Catherine when she is visiting here this summer from New York.

Second: Reuel will follow with Aunt Gladys - Uncle Dick's widow, in and at the best time, soon.

Third: Don should follow with a general "appreciation of the opportunity to meet Smokey" type of letter, expressing our understanding of his personal interest, and invite him to suggest his preference for area of support. It was conceived that a personal request should be geared to \$25,000 or less, but could be over several years, so it might be more if considered over a period of time. We should ask directly, though, for preference of

- a) sponsorship of a project, or
- b) general support
- c) then respond with specific information.

Fourth: In Don's contact with Mr. Ordway, an inquiry should also be made for method of contacting the Dellwood Foundation. While this is a smaller foundation, the level of support would probably maximize at around \$10,000. Then proceed based upon the response.

We are now at the drafting stage, John, to put these suggestions into writing. We will send a copy to you.

I hope we are on the right track. I guess I have to defer to Reuel

Mr. John E. Tilton

- 2 -

June 11, 1976

specifically because of his close personal relationship to Mr. Ordway.

Your suggestions on keeping us moving are truly appreciated, John, and I welcome all the help I can get. Thanks a lot.

Sincerely,



Robert S. Voigt
Executive Director

RSV:gb

cc: ~~Don~~ Bridgwater

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Suite 212

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Karla Williams

*Executive Committee

June 11, 1976

Mr. E. Robert Kinney
President and Chief Executive
Officer
General Mills, Inc.
Executive Offices
9200 Wayzata Boulevard
Minneapolis, Minnesota 55426

Dear Mr. Kinney:

I greatly appreciated the opportunity to meet you yesterday and to be able to share a few facts on the status of the Minnesota Zoological Garden and the Foundation.

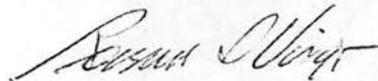
It is really a privilege for me to be associated with this project and to become closely acquainted with and to work for the many benefits that will be available to our upper midwest community.

Your personal interest in the Minnesota Zoological Garden and your commitment to be part of our Foundation is a relationship we all appreciate. Thank you for your association and support.

We hope that you will be able to join us sometime for a tour of the construction site. The development is exciting. Seeing the facility taking shape brings about the realization that the zoo really will exist in the near future.

Please call at any time that we can be of help. There is a lot of information available for us to provide for any questions you might have.

Sincerely,



Robert S. Voigt
Executive Director

RSV:gb

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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33 Wentworth East
West Saint Paul, Minnesota 55118

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Richard Salet
Karla Williams

*Executive Committee

June 11, 1976

Mr. William R. Humphrey, Jr.
Vice President and Executive Director
General Mills Foundation
9200 Wayzata Boulevard
Box 1113
Minneapolis, Minnesota 55440

Dear Bill:

Thanks for the opportunity to visit briefly yesterday, Bill, when I delivered our formal proposal for your consideration.

Your candid thoughts about your site visit were sincerely appreciated. We regret that on your visit we did not fully anticipate the dinner schedule that resulted from our time scheduling. I'm sure we will plan better in the future.

We greatly appreciate the support that the General Mills Employees Club has given to the Minnesota Zoological Garden through its activities. The support of the horseshows and the current fund raising activities are super expressions. We hope that the interest continues. Jerry Ford is to be commended for his fine leadership. We are working hard to see that your Employees Club confidence is justified through our building one of the finest zoos anywhere.

If you would like a slide show or any formal presentation to accompany your discussion of our request, we would be most happy to meet with you and your board. Donald Bridgwater, Director of the Minnesota Zoological Garden, and Bob Engels, member of our Executive Committee, or others could do an excellent job...and would like to do it.

Please let me know how I can assist in any way.

Sincerely,



Robert S. Voigt
Executive Director

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

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W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

June 11, 1976

Mr. Todd C. Fruen
President
Glenwood-Inglewood Co.
Glenwood Avenue and Thomas North
Minneapolis, Minnesota 55405

Dear Todd:

I really enjoyed visiting yesterday at our chance meeting at Bridgeman's. It is amazing how many people are following the development of the Minnesota Zoological Garden. I'm glad to learn that you are a zoo buff and are interested in what is happening here in Minnesota.

Enclosed is a brochure on the zoo and our Foundation. We tried to cover a few bases on general development and needs. It is being re-done and I'll send you a new one when it is available.

I'll try to reach Har Nygaard and see if he can join us on the 23rd. We will have other groups going out again soon and would like to have you join us. I'll call when the next group is planned.

Best regards.

Cordially,



Robert S. Voigt
Executive Director

RSV:gb

Enclosure

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

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Karla Williams

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June 11, 1976

Mr. Kenneth M. Knopf
Chairman
Pako Corporation
6300 Olson Memorial Highway
Minneapolis, Minnesota 55440

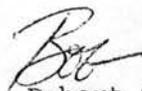
Dear Ken:

It was neat talking with you again about the zoo. I'm glad you tracked me down while I was out in your "territory".

Enclosed is a first cut at a brochure. It gives an overview that we hope will stimulate a lot more interest. It is being re-run to correct the printer's errors missed the first time around.

Let's get together again soon and visit about my favorite subject. I think I detect some strong personal interest on your part, too. That's great. I'll call next week and we'll compare open spots on our schedules.

Cordially,



Robert S. Voigt
Executive Director

RSV:gb

Enclosure

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Richard Salet
Karla Williams

*Executive Committee

June 11, 1976

Mr. D. W. Bangerter
Manager
Central Exchange Foundation
1185 North Concord Street
South St. Paul, Minnesota 55075

Dear Dvone:

On behalf of the Board of Directors of the Minnesota Zoological Garden Foundation, yes and on behalf of the people of the state of Minnesota who will for future generations enjoy the activities connected with the Minnesota Zoological Garden, your generous gift of \$12,500 will be most helpful in developing the kind of a facility of which everyone in Minnesota can be proud.

We are most appreciative of the support from you, Jerry and the Central Exchange Foundation Board.

Sincerely,

John C. McKay
President

JCM:gb

Enclosure

MEMORANDUM

To: Don Bridgwater, John McKay, Dave Onan, Dick Palen

From: Bob Voigt

Date: June 18, 1976

Thought you would like to see a recap of next week's appointments and meetings that are scheduled by the foundation.

- (1) Monday, June 21st, 9 a.m. Russ Ewald, Executive Vice President, McKnight Foundation, Suite 405, Shelard Plaza, Minneapolis (building is just west of Highway #18 and Wayzata Blvd., just across the road west of General Mills). Don Bridgwater and Bob Voigt are scheduled to discuss their potential interests and our needs.
- (2) Tuesday, June 22nd, 9 a.m. Paul Verret, Director, The St. Paul Foundation, 355 Washington Street, Room 305, St. Paul. John McKay and Bob Voigt are scheduled to meet and present information on the Minnesota Zoological Garden and foundation goals.
- (3) Tuesday, June 22nd, 2:30 p.m. John D. Taylor, Executive Director of Northwest Area Foundation, will meet with Don Bridgwater and Bob Voigt in the zoo office for introductory information on plans and objectives of the Minnesota Zoological Garden. We will also have the opportunity to present information on the needs of the foundation.
- (4) Wednesday, June 23rd, 9:30 a.m. Robert F. Donlan, Vice President and Secretary, First Trust Company of St. Paul. Meeting arranged by Malcolm McDonald to present to Bob Voigt information on concepts and assistance available regarding wills, trusts, bequests, annuities, etc. that we could use in our program.
- (5) Wednesday, June 23rd, 4 p.m., tour of zoo site for prospects. Currently have 8 persons that will be on the tour...could certainly find it possible to include several others...would like other prospects to join us and encourage you to invite others.
- (6) Thursday, June 24th, 2:30 p.m. Linda French and Tom Hamill, Corporate Relations Program in charge of contributions, etc. Meeting scheduled for John McKay and Bob Voigt to present program and discuss foundation objectives.
- (7) Friday, June 25th, 2 p.m. Foundation Executive Committee Meeting, zoo site, Building B.

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

File

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Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

*Executive Committee

June 16, 1976

Mr. Louis I. Gelfand
3751 W. 22nd Street
Minneapolis, Minnesota 55416

Dear Lou:

Don Bridgwater has shared with me the results of your visit with Bower Hawthorne of the Star. I think it is great that you established the base for a formal proposal.

The technical information that supports a proposal to finance the signage and graphic material describing major exhibit areas is being written by Don. He will provide me with the specific details which we will then incorporate into a proposal format. Then we will review it with you for your reactions and suggestions prior to any delivery.

Our package will be most effective if it is signed by the key persons from our board. You might give some thought to whom they should be.

Our target for delivery to Bower Hawthorne is August 1st. Do you have any suggestions as to others we should also visit with or other presentations or site visits we should try to arrange? Please call if you do.

Also, if you have any suggestions on impact areas or parts of our program we should emphasize in our proposal, please let me know, or better yet, if you have time, put your ideas down in writing. It is important that we cover the specific project emphasis that will be most appealing to those from whom we are seeking support.

Thanks for your help.

Sincerely,

RSV

Robert S. Voigt
Executive Director

RSV:gb

cc: Don Bridgwater

We have a small group going to tour the site on Wednesday, June 23rd, from 4 to 6pm. Could you and Bower Hawthorne go? Please call and let me know.

CONTACT REPORT

NATIONAL FOUNDATION

Amoco - Chicago	Burney	letter
Ford Motor Co. - Dearborn	Kooi	"
Rockefeller - New York	Knowles	"
Alcoa - Pittsburgh	Doty	"
Alleghany - Pittsburgh	Collins	"
Atlantic Richfield - Los Angeles	Evans	"
Avon Products - New York	Schroder	"
Carnegie Corporation - New York	Pifer	"
Ford Foundation - New York	Kennedy	"
Educational Facilities Lab. - N.Y.	Gores	"
Exxon Education Foundation - N.Y.	dew Bolman	"
Container Corporation - Chicago	Guenzel	"
Cities Service - New York	Cobb	"
Chrysler Corporation Fund	Forbes	"

LOCAL FOUNDATIONS

Green Giant	Kline	JM
McKnight Foundation	Ewald	JM
International Multifoods	Kolb	JM
Bremer Foundation	Lies	JM
Northwestern Nat'l. Bank - Mpls.	Buckles	BV
Pako	Knopf	BV
Minneapolis Foundation	Shannon	BV.DB.
Tennant Company	Pennock	BV
Mayo Foundation	Hite	BV
Farmers & Mechanics Bank	Grandy	BV
Minneapolis Star & Tribune	Hawthorne	BV
Minnesota Charities Review Council	Adams	BV.JM.
Twin City Federal Savings & Loan	Kuhnley	BV
Wilder	McDonald	BV
General Mills	Humphry	BV

May 3, 1976

Ms. Linda French
Peavey Company
730 - 2nd Avenue South
Minneapolis, Minnesota 55402

Dear Ms. French:

Thank you for calling me for more specific information on the Foundation's support program.

As I mentioned, the Foundation has been in an operating format since February, 1976. We are in initial stages of assembling basic data on our program and processes...and concurrently establishing contacts for financial support of the zoo.

The categories of contributors to date are mostly individuals who have learned of the development of the zoo through their membership in the Minnesota Zoological Society and personal interests in supporting the establishment of a zoological educational experience in our area. We do believe that as a result of the tremendous assistance given by the Minnesota Legislature in 1973, and when the zoo is completed in 1977 and subsequently open for individual participation, much more community support will occur and enthusiasm will develop. However, we need private support now to finish the construction as planned in Phase I of the zoo.

The construction is well along towards completion. If you and others from your committee or corporate family or executive offices would like to see pictures of the construction or take a tour of the site, we would be glad to arrange a trip.

Enclosed are several items as requested:

- (1) contributors lists
- (2) prospects visited to date--77 firms, individuals and foundations
- (3) formal proposal extended--Bush Foundation, General Mills, Cargill
- (4) top prospects--virtually all major businesses doing business and headquartered in Minnesota--and all major foundations--many individuals too

May 3, 1976

We have much more detailed financial data on phases of construction, exhibits, and all related aspects of development that we would be glad to visit about and bring to a meeting with you.

Please call if we can be of further help.

Thank you for your continued interest.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

Enclosures

cc: ~~Donald D. Bridgwater~~
Director
Minnesota Zoological Garden

John Tilton, Member
Zoo Board and Foundation Board

John McKay, President
Foundation Board

April 26, 1976

Ms. Linda French
Peavy Company
730 - 2nd Avenue South
Minneapolis, Minnesota 55402

Dear Miss French:

Thank you for the opportunity to visit briefly with you last week about the Minnesota Zoological Garden Foundation.

We are just getting established to develop further support for the Minnesota Zoological Garden. The zoo has been in process of development for many years. In 1973, the Minnesota legislature took the first big step by providing \$23.0 million in general obligation bond funding to get the program started. Our foundation has been set up to secure \$2.3 million dollars from the private sector which will be matched by an equal amount from the state.

Construction is well along on a 480 acre site in Apple Valley. We hope that if all goes according to schedule that the initial building stage will be completed in the summer of 1977.

Enclosed is a brief statement on our Foundation and its relationship to the Minnesota Zoological Garden. We would welcome an opportunity to meet with you and others in your company in order to present you with more information, descriptions, pictures and financial data.

Thanks for your consideration.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

Enclosure

cc: Donald D. Bridgwater
Director
Minnesota Zoological Garden

April 29, 1976

Mr. William R. Humphrey, Jr.
Vice President and Executive Director
General Mills Foundation
9200 Wayzata Boulevard
Box 1113
Minneapolis, Minnesota 55440

Dear Mr. Humphrey:

I am writing to you on behalf of the Minnesota Zoological Garden Foundation...and am inviting you to join us in funding a truly remarkable and unique experience.

The goal of the Minnesota Zoological Garden is to provide an opportunity for the people of Minnesota for personal involvement and growth through participation in a zoological experience.

Education, recreation, conservation and research are embodied in a host of display concepts now developing in Apple Valley, Minnesota, just 30 minutes driving time south from either downtown Minneapolis or Saint Paul, on a 480 acre park of beautiful property for people to enjoy. The zoo is within a two hour drive for two-thirds of the people of Minnesota.

Many Minnesotans have worked for years to establish a major zoological garden as part of the cultural milieu in our area. In 1971, an original zoo master plan proposed an all-inclusive development estimated to cost \$38 million. In 1973, the Minnesota legislature reviewed a reduced proposal of \$32 million and took the first big step toward this goal by providing \$23 million in general obligation bonds for construction and initial operations of the Minnesota Zoological Garden. As an incentive, and on a matching funds basis, the state authorized an additional \$2,350,000 providing an equal amount would be secured from non-state sources. Construction of phase I commenced in 1974 and is scheduled for completion in 1977. When open, the zoo will be self-supporting through revenues generated.

The Minnesota Zoological Garden Foundation (a 501(c)(3) tax-exempt, non-profit corporation) has been established to secure ongoing financial support for the completion of plans for the Minnesota Zoological Garden, and is the means whereby individuals, corporations, organizations and foundations may contribute to its development.

On behalf of the citizens of Minnesota, and the many visitors to our state who will also benefit from this unique facility, we invite your support.

We are requesting your consideration of \$100,000 a year for each of the next five years. These funds would be used for the development of the Mini Zoo. This specific area is designed for utilization by children and adults providing intimate, close contact with large numbers of domestic animals including waterfowl, cattle, sheep, goats, etc. It also features many exciting smaller educational exhibits such as leaf-cutter ant colonies, small bird aviaries, and a functional animal nursery where all young animals requiring hand rearing will be maintained and available for viewing by the public. This is perhaps one of the most exciting and educational features of the zoological garden and would be a most rewarding exhibit for sponsorship. The cost of this exhibit is \$500,000.

Your consideration and support will result in a most valuable experience for many persons for generations to come.

May we have an opportunity to discuss the many aspects and benefits of this request with you? Thank you for your consideration.

Sincerely,

John C. McKay
President

JCM:gb

Enclosures

cc: ~~Donald D. Bridgwater~~
Director
Minnesota Zoological Garden

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

SUMMARY STATEMENT

Purpose & Definition

(a) The Minnesota Zoological Garden Foundation is a 501(c)(3) tax-exempt non-profit corporation. The corporation is organized and operated exclusively for charitable, educational, and scientific purposes, for the benefit of the Minnesota Zoological Garden, through the rendering of financial assistance, performance of services and acts as appropriate and helpful to further the authorized objectives of the Minnesota Zoological Garden, and to assist the Minnesota Zoological Board which has been created to supervise and control the Minnesota Zoological Garden. The Zoo Board has the responsibility to construct, equip, operate and maintain the Minnesota Zoological Garden. The Minnesota Zoological Garden will consist of facilities and structures for the collection, habitation, preservation, care, exhibition, examination or study of wild or domestic animals, including, but not limited to, mammals, birds, fish, amphibians, reptiles, crustaceans and mollusks. The zoo will also provide other support needs for parking, transportation, entertainment, education or instruction associated with the zoological garden. The zoo is a 480 acre park in Apple Valley, Minnesota.

(b) The Minnesota Zoological Garden and the Foundation have been established as separate, permanent, on-going entities. The garden is a branch of state government. The foundation is an independent corporation operating under its own articles and by-laws. The original master plan prepared in 1971 estimated costs of design and construction to approach \$38.0 million. Subsequent reductions in exhibits and programs to \$23.0 were funded by the Minnesota Legislature in 1973. Construction at this level of commitment started in 1974 and is scheduled for completion in 1977. Costs of total development today would probably approach twice the original estimate. The foundation will actively solicit financial support for future expansion of the zoo and be available for personal commitments of tax free gifts of all kinds.

(c) The immediate objectives are to secure \$2.3 million from non-state sources of support in order to obtain matching funds from the state. The long range expectations are greater in order to complete the zoo to the extent that it was originally conceived.

(d) The results of major financial support by individuals, businesses and foundations will add immeasurably to the present development and future educational potential of the zoo. The leadership exhibited by these concerned citizens will also lend credence to our foundation's program to secure ongoing support for development of zoo facilities and opportunities for personal involvements of our state's families. The zoo will be coordinating educational programs through the state's school system enabling all students to participate in this study of zoological relationships. The personal benefits everyone will receive from attending begins with a recreational experience and extends through the entire range of learning about the critical balance that exists between mankind and the environment, and the research in process to preserve and conserve our heritage.

Background

(a) Plans for a major innovative zoological garden in Minnesota date back several decades. Initial concepts centered around an expanded Como Park Zoo. Subsequent studies by the Minnesota Zoological Society, the Citizens League, and the Metropolitan Council's Zoo Advisory Committee were undertaken from 1964-1968. Each study concluded that a zoological garden would fill a massive cultural void in the region, that it would be economically viable, and that it would bring a host of benefits ranging from increased tourism, to enrichment of educational experiences, to providing a major contribution to "quality of living" standards in the area. Based upon collective recommendations, legislative action was sought to fund and establish such a facility through state tax revenues. The 1969 legislature accepted in principle the concept of a major zoological garden and appropriated funds for a development of a master plan, in fact, the first "state zoo" in the United States. An eleven member governor-appointed Minnesota Zoological Board was created in 1969 to study, plan and acquire a site (subsequently selected in 1971). The 1973 legislature approved a master plan, somewhat reduced in scale from original concepts, and approved a bonding program for the development of the zoo. Dakota County acquired the primary site at no cost to the state. Construction of phase I commenced on May 1, 1974 and is scheduled for completion in the summer of 1977.

(b) The Minnesota Zoological Garden Foundation Articles of Incorporation were filed on July 3, 1975, in the Secretary of State's office, State of Minnesota.

(c) The Minnesota Zoological Garden Foundation received its tax exempt status from the Internal Revenue Service on October 15, 1976. The I.R.S. determined that the Foundation is exempt from Federal Income Taxes under section 501(c)(3) of the Internal Revenue Code. They further determined that the foundation is not a private foundation...and that the foundation is an organization described in section 509(a)(3). Donors may deduct contributions to the Foundation as provided in section 170 of the Code. Bequests, legacies, devices, transfers, or gifts are deductible for federal estate and gift tax purposes under sections 2055, 2106, and 2522 of the Code.

(d) There are no other organizations active in the same or similar activity as the Minnesota Zoological Garden Foundation in the state of Minnesota.

(e) The Minnesota Zoological Society, a citizens support group, is a cooperating organization. It is a membership society organized to inform individuals about the activities and progress of the Minnesota Zoological Garden, and to elicit personal support.

(f) The goals and objectives of the Minnesota Zoological Garden Foundation have full and complete support from its officers and 26 members of the board. The foundation also has the complete support from the 11 members of the Minnesota Zoological Board. The zoo represents a unique position throughout the state of Minnesota, too, in that the zoo will be another first for the citizens of the

state, in fact, it is the first "state zoo" in America. The project has universal appeal and universal benefit.

(g) The activities of the Minnesota Zoological Garden Foundation are not competing with any other requests from similar organizations. The proposal from the Minnesota Zoological Garden Foundation should receive top priority for any and all consideration being extended to financial support of the Minnesota Zoological Garden.

(h) The relationship of the foundation to the overall program of the zoo is one of separateness and independence. Both organizations have their own individual managements and operations. However, the foundation exists for the single purpose of obtaining financial assistance for the future developments of the zoo. And, the zoo is dependent upon the foundation, for many activities necessary to promote and develop major levels of capital support.

Personnel

(a) The officers and board members of the foundation are a cross section of our Minnesota community from industry, business, labor, education, agriculture, the professions and the arts. Their interest and purpose in serving on the board is to build a permanent financial aid program for the growth and development of the zoo. Their names and associations are included in another section of this statement. The members participate in the official duties of the foundation...and most importantly, actively participate in various levels of responsibility throughout the community through which they represent the programs and goals of the Minnesota Zoological Garden and the Foundation. The Minnesota Zoological Garden Board is under the direction of Firmin L. Alexander, Chairman. The President of the Minnesota Zoological Garden Foundation is John C. McKay.

(b) The staff of the foundation consists of one Executive Director who is responsible for coordinating and directing the program of the foundation and an administrative secretary. The staff of the Minnesota Zoological Garden is responsible for the professional management and administration of the planning, construction, and development of an ongoing zoo. Upon completion, the zoo will have a complement of personnel approaching 150 in number. These professional people will be selected based upon technical capabilities and specific responsibilities needed in order to perform the obligations of maintaining and operating a quality zoo. The Minnesota Zoological Garden staff is under the direction of Donald Bridgwater, Director. The Minnesota Zoological Garden Foundation is under the direction of Robert S. Voigt, Executive Director.

Budgets

(a) The current construction budget of the zoo is attached. The current operating budget of the foundation is also attached for your reference.

(b) The source of current income for the Minnesota Zoological Garden is derived from funds originally provided by state legislation. When the zoo is open and operating, it is designed to be self-supporting. The source of funds for the operation of the foundation is derived from initial contributions to the foundation for its establishment. The largest contribution is \$75,000 from the Bush Foundation for start-up and operating expenses for the first two years of the foundation's activities. This grant was received by the foundation on March 17, 1976.

(c) The requests by the foundation for financial support of the zoo will be for capital improvements and developments not originally funded by the state. All future expansions and development of new facilities will take place as a result of non-state entities providing monies for construction of exhibits and related facilities and from excess operating revenues. It is the intent of both the Minnesota Zoological Garden and the Foundation that a program will continue on a permanent basis to secure and receive the financial resources for the further development of the zoo.

(d) Requests for financial support from individuals, corporations and foundations is now in the initial stage of development by the Minnesota Zoological Garden Foundation. The total potential of first round prospects amounts to about \$6,000,000. Of this amount, \$2.3 million will be matched by additional state funds to be appropriated through general obligation bonds. Our goal is based upon the past record by these institutions and the belief that their interest in the Minnesota Zoological Garden will be the basis for assisting us consistent with their record of social conscience and community responsibility.

Evaluation

(a) There is much evidence available in feasibility studies, analytical statements, financial summaries, and related reports to substantiate the justification for the Minnesota Zoological Garden. These publications and papers are available for review, either in the Zoological Garden office, or may be obtained for study at the convenience of the requesting organization. We will provide supporting information according to need. The major level of non-state financial support initially is a commitment of \$785,000 from the Bush Foundation. This is designated as \$75,000 toward the establishment of the Minnesota Zoological Garden Foundation and \$710,000 toward the matching funds appropriations of the Minnesota Zoological Garden from the state. A list of the individual, corporate and foundation support received to date is available upon request.

(b) Annual reports of the foundation will be distributed to all donors requesting such information within 90 days of the close of every fiscal year. Other reports or progress statements will be prepared as needed or requested by the grantors. The staff of the foundation and the zoo are available for discussion of status of activities at any time.

N.W. Bell Tel Co has
indicated we might fall in
the same category as Thru.

Orchestra which received \$100,000.

I'll keep you posted. File ^{MZF}
DB

April 26, 1976

Mr. John Hulse
Vice President and Chief Executive Officer
Northwestern Bell Telephone Co.
224 South 5th Street
Minneapolis, Minnesota 55402

Dear Mr. Hulse:

My personal thanks and also those of Minneapolis Rotary for sharing with us your thoughts on a most complicated issue in your industry. It certainly affects all of us consumers most directly. I am sure it is a difficult situation to consider.

The Minneapolis Tribune certainly gave your issue great coverage yesterday. I will be much more aware of the pricing of services questions because of your comments on the subject.

I enjoyed meeting Don Buxton and am looking forward to meeting again with both of you to tell you more about the new Minnesota Zoo.

Kindest regards.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

cc: ~~Donald D. Bridgwater~~
Director
Minnesota Zoological Garden

April 26, 1976

Mr. Don Buxton
Assistant Vice President
Personnel and Public Relations
Northwestern Bell Telephone Co.
224 South 5th Street
Minneapolis, Minnesota 55402

Dear Don:

I was glad to have an opportunity Friday to visit with you briefly about a few areas of common interest and background. I'm sure we have a few more mutual friends and associations in South Dakota that we can "dig up" in another visit.

Your invitation to meet again soon to talk more about the Minnesota Zoo is music to my ears. I'm looking forward to introducing you to Don Bridgwater, Director of the Minnesota Zoological Garden. Together we can develop a short "show and tell" to you, John Hulse, George Weikert and others that you may want to include.

Please give me a call--we'll be glad to come any time it is convenient for you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

cc: ~~Donald D. Bridgwater~~
Director
Minnesota Zoological Garden

April 26, 1976

Mr. George Weikert
Minnesota Operator Services Manager
Northwestern Bell Telephone Co.
224 South 5th Street
Minneapolis, Minnesota 55402

Dear George:

Thanks, George, for thinking of Rotary and bringing John Hulse to us. His comments on the complicated issue of communication policies was most stimulating.

We will have some very interesting material on the Minnesota Zoo shortly, and look forward to visiting with you about it.

Kindest personal regards.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

cc: ~~Donald D. Bridgwater~~
Director
Minnesota Zoological Garden

April 26, 1976

Mr. Wayne E. Thompson
President
Dayton Hudson Foundation
777 Nicollet Mall
Minneapolis, Minnesota 55402

Dear Mr. Thompson:

John Tilton and I appreciated the opportunity to visit with you briefly on the current status of the Minnesota Zoological Garden.

Our goal is to help establish an opportunity for the people of Minnesota and visitors to our state to participate in a major zoological experience.

We look forward to visiting further with you and Carol Berde about the entire project. We will call Ms. Berde for an appointment in the near future.

Thanks for your continued interest.

Sincerely,

Robert S. Voigt
Executive Director

RSV:gb

✓ cc: Donald D. Bridgwater
Director
Minnesota Zoological Garden

April 15, 1976

Mr. Robert Kinney
9200 Wayzata Boulevard
Minneapolis, Minnesota 55426

Dear Bob:

Thank you for sending me a copy of your letter of April 8 to John McKay of the State Zoo Foundation.

You are completely right. When we first talked of this project you made it clear you were heavily involved in other capital fund raising projects. We agreed you would not be asked to do any personal solicitation and that your involvement ~~would~~ would be held to an absolute minimum.

What happened, I guess, was that John was not familiar with our understanding and mailed you a routine letter that went to all members of our board.

Now, may I make a suggestion? Please let us continue to use your name as a member of our board, if only because of the interest and help you have already given us and the cooperation of your employee group in our project.

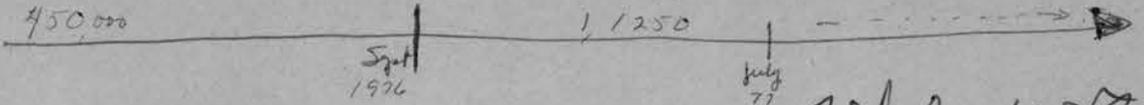
We would agree you may ignore any requests for direct participation from our office. I would like to think we should still keep you on our mailing list (your very efficient secretary should be competent to sort out the trivia and call to your attention only the occasional report of significance in our progress.)

We have a massive fund raising task. But we're still going to have an incredibly fine zoo, and I think, some day, you'll be glad you were a part of it, even if only in a passive role. Unless we hear otherwise from you, we will assume you'll be willing to continue as outlined above.

Sincerely,

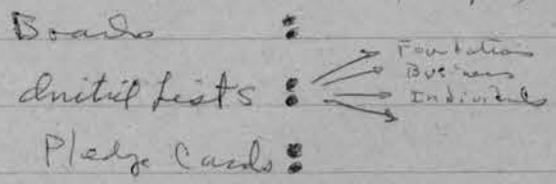
JET vc

John E. Tilton



Money
From where?

Fill Foundation



Who
Directors

Select Board Members
Proposes

Signatures → Publicity

Society

Help? others Track Record?
Shopping list?
Bills + Mortar

Friends

also other?

Resources

- 1) Brochure → Booklet + pledge card.
- 2) Prospectus
- 3) People - Board Members
- 4) Pledge Card.
- 5) Publicity Program →
- 6) Final Review Committee

Time

strategy Committee?

Long Term Foundation →

Shopping List →

A Planning Process

"Food for Thought"

March 18, 1976

Purpose: To brainstorm all possible activities, projects, actions, etc., that would have to be done for our Foundation's financial goal to be achieved.

Needs: (a) a formalized statement (action plan) for a fund development program to support the objectives of M.Z.G.

(b) a basic structure of a "campaign"

(c) a statement of requirements in terms of workers, schedules and responsibilities.

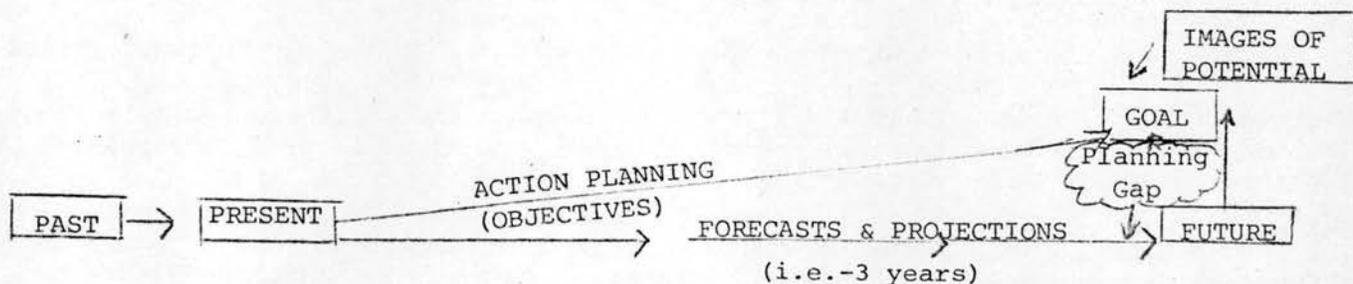
Method: Initially, we will not discuss, evaluate, prioritize or attempt to list them in chronological order. We are only building a "resource pile" of activities that do not necessarily bear relationship to one another.

Consider: Two forces a) those that will help us (i.e., skilled and dedicated help, etc.)

b) those that will hinder us (i.e., few persons involved, etc.)

Objectives should be: goal-focused, understandable, measurable, accountable, feasible, time-limited and should require an immediate set of activities.

Results will be ACTION PLANNING...



Our plan of action should be a systematic design for utilizing the various resources we have in order to achieve our goals. It should schedule work segments or activities in a comprehensive format. The schedule should include:

- (1) What is to be done
- (2) Who is to do it
- (3) Indicate the resources required
- (4) Specify the time frame for completion

(over)

When a plan is adopted, staff personnel will be responsible for implementing the program, training events, et. al. Foundation leadership will be responsible for providing management support necessary to complete the plan of action. Thus, the leadership of the foundation should be responsible for providing the required resources, and the staff will be responsible for designing the most effective utilization of those resources.

Inventory: a) What skills do we have to complete this work?
b) What skills do we need to reach our goals?

One result will be to provide a basis for a review and appraisal of actual performance in relation to organizational objectives established for individual members and the foundation. As programs and activities are designed, anticipated outcomes should be described for each effort. These in turn provide the basis for performance review and appraisal.

Some points to remember in our strategy consideration for implementing the planning process:

- (1) We must be conscious and deliberate in considering organizational needs.
- (2) Moving from the present to the achievement of designated goals (implementation of the planning process) requires elements of change in levels of participation to occur.

Foundation planning will need:

- (1) A statement of support by leadership that benefits will result from planning and structuring future programs.
- (2) A willingness to act with a realization that results will occur after a commitment is made.
- (3) A vision of achievement that encourages and recognizes member and donor participation.
- (4) Practical first steps that can produce results and encourage further efforts.

Our group is being invited to consider the first step in formulating a possible plan of action. This initial attempt is tentative and open. It will provide specific information on ideas of work to which others can respond.

It is recommended that the actual planning process, both in its initiation and in the continued organizing of work, should be centered in the established leadership structure of the foundation. If that group should determine that additional expertise or supplemental ideas should be obtained, it will be their responsibility to identify and secure the necessary assistance to the central planning process. Sub-committees, task forces, and other work groups can be created as needed to help attain the foundation goals.

We have four levels of decision in our planning effort:

- (1) The first level is in the development of goals and the creation of the "future" that the planning effort is intending to achieve.

Member participation in the discussion of why specific programatic goals are important will help develop an understanding of what the future would be without them. (This has been done to some extent by the Zoo Board, Society and Foundation).

- (2) The second level is the development of objectives for work that is to be done in the next two years.

The immediate charting of work for the next 24 months should be made by those individuals who have the direct responsibility of implementation and doing the necessary work. (The "what" to be considered could be our challenge today).

- (3) The third level concerns the specific programs of action that will be created to accomplish our objectives.

Programs of action are best developed by the people who will have to do them. In the development of programs of action, the committee may find it useful and necessary to involve many other people who have expertise, skills and contacts that are not immediately available to the committee. (The "how to" will be the basic responsibility of the Foundation Board or Executive Committee).

- (4) The fourth level of decision is in the day-by-day management of the planning effort, scheduling of meetings, reporting, training, etc.

The measure of the effectiveness of fourth level decisions is the extent to which the work actually gets done and produces results.

NOW LET'S RETURN TO THE ORIGINAL OBJECTIVE--TO BRAINSTORM ALL POSSIBLE ACTIVITIES, PROJECTS, ACTIONS, ETC., THAT WOULD HAVE TO BE DONE FOR US TO ACHIEVE OUR FINANCIAL GOAL.

Don Bridgwater

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

Suite 212

33 Wentworth East
West Saint Paul, Minnesota 55118

Tel. 225-0356

OFFICERS & DIRECTORS

*John McKay
President
*David W. Onan II
Vice President
*G. Richard Palen
Secretary-Treasurer
Reuel Harmon
Larry S. Freeman
*Firmin L. Alexander
*Robert H. Engels
James Weiler
*John Tilton
Adolf Tobler
Mary Ann Scroggins
Dr. U.S. Seal
Jerome Wagner
Robert Kinney
Malcolm McDonald
Reverend Alan W. Moss
W. John Driscoll
Richard Salet
Karla Williams

February 11, 1976

Dear Board Member:

Enclosed please find:

(1) Minutes (attached)

(2) Future Meetings: time--3:00 p.m.

Executive Committee

Board

*Executive Committee

March 5	X	
April 2	X	
April 30	X	
May 28		X
June 25	X	

We believe that the above information will help you schedule your future meetings in participation in both the full Board of Directors meetings and the Executive Committee meetings. While the full board is only scheduled to meet on a quarterly basis, each and every one of you are invited to participate when possible at each of the interim Executive Committee meetings.

Sincerely,

Robert S. Voigt

Robert S. Voigt
Executive Director

RSV:gb

Enclosures

MINUTES OF MEETING OF
MINNESOTA ZOOLOGICAL GARDEN FOUNDATION
EXECUTIVE COMMITTEE
Friday, February 6, 1976

The Minnesota Zoological Garden Foundation Executive Committee met at 3:00 p.m. on Friday, February 6, 1976 at the Minnesota Zoological Garden conference room.

Members present: John McKay, President; David W. Onan II, Vice President; G. Richard Palen, Secretary/Treasurer; and Robert H. Engels, Director.

Others present: Robert S. Voigt, Executive Director of Minnesota Zoological Garden Foundation and Steve Schuster, Marketing and Media Services Director, Minnesota Zoological Garden.

President John McKay called the meeting to order at 3:15 p.m.

A. Information

1. Bush Foundation - Report on status. Mr. McKay noted that the Bush Foundation grant request was in order and they would meet on February 17th for final action on distribution.
2. Insurance - Report on action taken. Mr. McKay reported that insurance had been secured, including a bond for \$25,000 on each employee, workman's compensation for employees and liability for all officers up to \$100,000 individual and \$300,000 total liability.
3. Minnesota Charities Review Council. Mr. Voigt reported that the council is funded by United Way and all organizations that are soliciting capital and sustaining funds correspond with them. He recommended that the foundation establish contact with the Council's Executive Director, Harold Adams, for informational purposes only. The committee approved.
4. National Society of Fund Raisers, Inc. Mr. Voigt recommended establishing contact with this national organization which provides informational support to professional staff people in fund raising organizations. A similar national organization, The Fund Raising Institute, consists of primarily professional consultants. He said the National Society of Fund Raisers, Inc. has a Minnesota chapter which holds monthly meetings in the Twin Cities area. Attendance and participation with this group could be mutually beneficial.

Richard Palen asked the cost of their dues and Bob Voigt said he thought national dues were \$50 a year. Mr. Palen moved that the Executive Committee authorize this kind of membership if after Bob Voigt attends the meetings, he finds the association profitable. Dave Onan seconded the motion. Motion Carried.

5. Brochure - Foundation information. Bob Voigt told the committee that he has discussed a Foundation brochure with Steve Schuster and that they are exploring the type of fact piece needed for use in the Foundation's program. Various examples were presented which had been put together by other zoos.

Voigt also noted that he and Schuster had met with representatives of the Minnesota Zoological Society because Campbell-Mithun Inc., an advertising agency, had expressed an interest in helping the zoo through a public service program. Steve Schuster said Campbell-Mithun had indicated a formal letter requesting that we be considered for an effort on their part and that perhaps the letter should come from all concerned, i.e. foundation, zoo, and society. Mr. McKay said that Campbell-Mithun probably believes getting in on the ground floor is worthwhile, but that we want to be sure we are getting this free. He suggested it should be a consensus that the foundation join with the society and zoo in sending a letter of request. Dave Onan said Campbell-Mithun could use this as a showcase for their own capabilities.

Richard Palen asked Steve Schuster if he could contribute his services to the Foundation on the brochure since it would also be serving the zoo. Steve said he foresaw no problems, the Zoological Garden is putting together a new brochure and that the zoo and foundation could work very well together. The time factors involved should be considered as it takes from 60 to 90 days to get something printed through the state. He suggested the foundation might want to go ahead with a separate item knowing the state will be producing their own piece. John McKay said that considering expenses, it was better to use the Zoo Board route. Dave Onan said he didn't see it as a job that requires an elaborate layout in explaining the relation of the foundation to the zoo.

Steve said perhaps he and Bob could show a layout treatment on what could be used at the next meeting. Richard Palen asked what it would cost to put together a booklet. He said he feels strongly that we need more than a stuffer and a

letter and that we should give some direction so that it can be done. He moved that Bob Voigt and Steve Schuster research a specific presentation idea and its cost and report at the next meeting. Dave Onan seconded the motion. Motion Carried.

Bob Engels suggested that Voigt and Schuster might consider Webb Publishing as a good place for advice and counsel. Subsequently we might contact one of several local foundations to help us with the printing costs which would help to get us started.

6. Financial Report. Mr. McKay reported that we have \$3,141.52 in the bank and that it certainly wouldn't go very far towards having something printed, but that Bush funds should be available at the end of the month.

B. Action.

1. Staff compensation program. Mr. McKay said he had had difficulty getting information on benefits for a staff of only two people. He had visited with United Way and they have a retirement program which is a non-profit unit where all of the agencies which are non-profit and funded by United Way can have their professionals participate. Mr. McKay said Humphrey Doermann at The Bush Foundation said there is a retirement fund for small colleges, but that he doubted we could get in. Mr. McKay said they are giving this some more research. Dave Onan suggested they talk to the Minnesota Foundation. Mr. McKay recommended \$60 a month car allowance be provided the Executive Director and that meals and business related expenses should be paid. Bob Engels seconded the motion. Motion Carried.

Mr. McKay said we would also discuss an insurance, health and other fringe programs at the next meeting.

2. Discussion of proposed new board members. It was suggested we need more Minneapolis and outstate representation. Bob Engels said Mr. Wilke should be removed from the top priority list. He said our new board member, Larry Wenzel, is from Egan and that our new Zoological Garden board member will be from Dakota County.

It was suggested that Bob Voigt make up a new list of individuals to consider for the board. Bob Engels said we should consider representation from labor, women and minorities.

3. Cardiac Pacemakers stock disposition. Richard Palen reported that market price has risen \$3 to \$4 per share in the past week. He noted the company anticipates lower earnings for the first quarter because of commitments to spend substantial capital dollars. They are investing a lot of money in equipment and manpower in the first quarter. The expectation is that the stock might run up to \$30 a share during 1976. He said it is a very volatile stock and moves up and down radically. He said now it is worth about \$21 a share.

Dave Onan said the stock should be converted to cash soon as we have no business gambling and would be severely criticized for not converting it to cash as soon as possible. Dave Onan moved that we sell the stock and look into whatever covenant went along with it. Mr. Engels seconded the motion. Motion Carried.

4. Other zoological foundations--establish contacts. Approval was given to the recommendation that the Executive Director initiate contact with several other zoological societies and foundations to obtain reports and information that would be applicable to the capital funding task we are initiating.
5. Auditing firm--approval to inquire on procedures. Approval was given to the Executive Director to investigate several CPA firms as to their services and costs related to financial control and reporting as required of 501(C)3 organizations.
6. Board member inventory information. Bob Voigt suggested we establish more information in our office on board members and the community related organizations of which they are members. The inquiry would also provide names of individuals they believe we should have on our high priority prospect list. Dave Onan suggested Personally known on the form should be qualified.
7. Follow up on "awareness letter". Motion was made by Richard Palen that Bob Voigt follow up contacts made on the Foundation awareness letter of November 26, 1975. Bob Engels seconded the motion. Motion carried.
8. Suggested initial contacts. Bob Voigt referred to the list of individuals he knows as ones he would like to contact first.
9. Dave Onan requested the committee be sent a schedule for upcoming meetings.

The meeting was adjourned at 5:05 p.m. by President McKay.

February 10, 1976

Mr. Louis I. Gelfand
3715 W. 22nd Street
Minneapolis, Minnesota 55416

Dear Lou:

I am genuinely pleased with your offer to volunteer your services in helping the Minnesota Zoological Garden Foundation get off the ground. The Board did engage Robert Voigt as the Executive Director. At our board meeting of January 22, your name was suggested for our Board of Directors and unanimously approved.

Enclosed please find: Bylaws, Tax Exemption
Letter, Articles of
Incorporation,
Minutes of January 22,
1976 Meeting

Sometime at your convenience, I would like to set up a luncheon with you and Bob Voigt so that we can discuss ideas with you and get the benefit of your practical experience in this field of fund raising. Please give me a call sometime when it looks like Pillsbury can spare you for a few hours and we will get together.

I look forward to a long and fruitful association.

Kindest personal regards.

Sincerely,

John C. McKay
President

JCM:gb
Enclosures
bcc:

Don Bridgwater

February 10, 1976

Mrs. Norma Hanson
Goodridge
Minnesota 56725

Dear Norma:

Seemingly there was some misunderstanding at the time the original board of the Minnesota Zoological Garden Foundation was named and your name was omitted. It was thought that because you lived so far away that it might be difficult for you to get to our Minnesota Zoological Garden Foundation meetings. We have, however, made it a point that we will hold our meetings subsequent to the Minnesota Zoological Garden Board meetings and therefore it would not be an imposition on you to serve.

I am very pleased that you are both willing and available. I have always valued your considered opinion and read with much interest your articles in the Minnesota Agriculture.

Enclosed please find: Bylaws, Employer Identification Number, Articles of Incorporation

Sincerely,

John C. McKay
President

JCM:gb
Enclosures

bcc: Firmin Alexander
~~Don~~ Bridgwater

February 10, 1976

Mr. Larry Wenzel
3600 Kennebec Drive
Egan, Minnesota 55124

Dear Mr. Wenzel:

I am pleased to welcome you to the Minnesota Zoological Garden Foundation. Mr. Robert Engels proposed your name and it was unanimously accepted. I am looking forward to a long and fruitful relationship.

Enclosed please find: Bylaws, Tax Exemption
Letter, Articles of
Incorporation,

With such a dedicated group of interested citizens, I am sure that the Minnesota Zoological Garden Foundation will be able to fulfill its purpose in raising funds to make the Minnesota Zoological Garden one of the outstanding exhibits of its kind in the world.

I am looking forward to meeting you personally.

Sincerely,

John C. McKay
President

JCM:gb

Enclosures

bcc: ~~Don Bridgwater~~

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

EXECUTIVE COMMITTEE

Executive Director Applicants Interviews

December 17, 1975

8:00 a.m.

Wentworth Office Center
Suite 102

8:00 a.m.	Robert Voight
8:30 a.m.	J. Allan Topping
9:00 a.m.	Louis Gelfand
9:30 a.m.	Jack Stassen
10:00 a.m.	Robert J. Rees
10:30 a.m.	Frederick W. Joy, Jr.
11:00 a.m.	Edna A. Meyer

Qualifications: 1. fund raising 2. administrative experience
3. outgoing 4. good appearance
5. pure experience 6. conditions of employment

12-15-75

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

POTENTIAL EXECUTIVE DIRECTOR

- * 1. Jack Stassen *out*
- * 2. Robert Voight
- 3. Carol T. Masuda
- 4. Bob Rees
- * 5. Frederick W. Joy
- 6. ~~William B. Malevich~~ *out*
- 7. Edna A. Meyer *out*
- 8. Dick Truax *out*
- 9. David M. Ziegenhagen
- *10. Louis Gelfand
- *11. Allan Topping *out*

*Interviewed

DOSSIER OF JACK W. STASSEN

Personal:

Age: 39
Height: 5' 11"
Weight: 200 lbs.
Health: Excellent
Married - three daughters

Education:

Graduated Cretin High School in 1952.
Graduated Army Language School, Monterey, California -
12 month Russian course - 1955.
Graduated University of Minnesota - Liberal Arts - 1959.

Experience:

Service - 1955 - 1957

After graduating from the Army Language School in Monterey, California, I served as a Russian interpreter in the British zone of West Germany for an army intelligence unit.

Completion of College - 1957 - 1959

After discharge from the service, I completed my remaining three years and two quarters at the U of M in two years, including summer sessions. During that time, I was a member of the varsity debate team for the U of M, taught the Russian language at the University and graduated with a "B" average and two majors.

1959 - 1968

Opened a collection service upon graduation from the University and operated it as a sole proprietorship until incorporation in about 1962. At that time, I became corporate president and continued the business operation until joining Piper, Jaffray and Hopwood as an investment broker in 1968.

948

1968 - 1975

Investment broker at Piper, Jaffray and Hopwood,
St. Paul office.

While so employed, have consistently been among the
better producers.

Recently, in a sales seminar conducted by the firm,
results indicated superior sales ability.

While my tenure with the firm has been pleasant and
mutually satisfactory, I have become disillusioned with
the character of the business; its complexion changes and
its future prospects.

My decision is to move into a career which offers me
better potential, which will afford me an opportunity to
contribute constructively to the people with whom I may
be dealing and toward the society in which we live.

Civic activity:

Served as Chairman of the Public Relations Committee for
the St. Paul Junior Chamber in 1960 - 1961.

Selected as the outstanding member of the Junior Chamber
Board of Directors in 1961 - 1962.

Chapter Vice President in 1962 - 1963.

Executive committee member of the St. Paul Open Golf
Tournament for three years.

Was named General Chairman of that event in 1966. At that
time, we changed the name of the tournament to the Minn-
esota Golf Classic. We concentrated on changing the
nature of the tournament from a St. Paul event to a state-
wide major league sports attraction in order to engender
new support and to enhance the revenue picture. The
effort involved national network television coverage,
200 volunteer committee people, a budget of \$200,000 and
was rewarded with a gold key for the outstanding performance
as a major project chairman that year.

Served as Master of Ceremonies for a variety of events
between 1962 and 1967.

In 1964, served as campaign chairman for F. J. Dolan, a candidate for St. Paul City Council, who got by the primary and into the general as a first time candidate.

In 1967, served as statewide chairman for William J. O'Brien in his bid for Secretary of State; organized 33 volunteer committees throughout Minnesota.

In 1968, served as chairman for Frank Loss, a candidate for City Council.

In 1970, served as a volunteer committee member for the Arts and Science Museum in their annual drive for funds.

Served as an executive committee member of The Volunteer Committee for Support of the Kidney Transplant Program at the University of Minnesota in 1973 and 1974. We were successful in raising nearly \$1,500,000 and a new dialysis wing has been built with those monies.

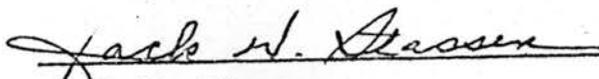
Income average for the past four or five years has been approximately \$25,000 per annum.

The "peaks and valleys" in the investment business are one other reason for the decision to make a change at this time.

It would be a much more comfortable situation to look toward a more predictable and stable sort of regular and dependable income structure.

There is no urgency involved in my making the change nor would I consider a reduction in income in order to do so.

However, I am resolute about making the change, feel that I could be valuable in the right position and am most appreciative for any consideration which may be extended.



Jack W. Stassen

November 26, 1975

Mr. John McKay, President
Minnesota Zoological Garden Foundation
33 Wentworth Avenue East
West Saint Paul, Minnesota 55118

Dear Mr. McKay,

I am pleased to submit condensed personal information to you for consideration in your search for an Executive Director of the Minnesota Zoological Garden Foundation.

Since our visit last week, I have also visited with Mr. Robert H. Engels. Both of you have been most helpful in describing the objectives and goals of the Foundation. I believe that my personal abilities and experience in working with business and community organizations in the metropolitan area and throughout the upper midwest would be a major asset to the Foundation.

The areas in which I have applicable experience include financial support programs and communication with public and private sectors. I have also had considerable experience in working with boards and committees, both professionally and with volunteer community service organizations.

EXPERIENCE:

- 1975-Present: Midwest Planning and Research, Inc. Associated with the firm as a consultant specializing in Economic Research, Industrial Development, Regional Planning, Finance and Marketing of Corporate Services.
- 1974-1975: Minnesota Bankers Association. Research Director responsible for the planning and management of the trade association's special research projects on current legislative issues, competition, electronic funds transfer systems, facilities, and their long range implications to the industry.
- 1966-1973: Upper Midwest Research and Development Council. Associate Director, Assistant Secretary and Director of Industrial Development. Duties included the design of program proposals, the

analysis of socio-economic data, evaluation and recommendations of strategies to accomplish goals, implementation, and the coordination of staff assignments and corporate functions.

1955-1966:

Midland National Bank of Minneapolis. Assistant Vice President in the Commercial Loan Department. Duties were in the administration of bank policies related to loans, credit evaluation, business development, promotion, community relations, and departmental management.

AREAS OF SPECIALTY:

Administration:

Qualifications in management, direction and coordination of staff assignments as part of organizational goals and program; implementation of policies and budgeting; definition and coordination of responsibilities and activities of boards, committees, and associates in decision making capacities.

Market Research:

Analysis of socio-economic trends and assessment of demographics, statistics, social issues, competitive situations, and public policies affecting private sector activities; evaluation and recommendation of strategies to accomplish projected goals; written and verbal presentations to management and clients.

Industrial Development and
Community Development:

Collection, analysis and dissemination of information to firms considering relocation or expansion in specific areas or regions; service as a liaison between industries and industrial development organizations and developing communities interested in industrial development.

Regional Planning:

Definition of regional goals, establishment of program priorities, selection of and interpretation of socio-economic data, recommendations for strategies effecting short range action and long range planning programs, and implementation scheduling with programmatic groups throughout the region.

- Commercial Banking: Application of policies through the provision of services, credit investigations, financial statement analysis, loan administration, commercial and residential mortgages, interim and term loan financing, construction loans, business development, international trade, public relations, and bank operations.
- Banking Industry: Service to association leadership through the analysis of state and national legislative issues, industry competition, trend perceptions, identification of alternatives and future program options, recommendations and implementation of policy positions.
- Organizational Planning: Assistance to professional associations and community organizations with program design, fund raising, long range planning, membership development, position papers and advocacy.

EDUCATION:

University of Minnesota, Bachelor of Arts, Economics and Geography (1953)
 University of Minnesota, graduate program leading toward Master of Arts in Urban and Regional Planning
 American Institute of Banking, Pre-Standard, Standard and Graduate Certificates in Commercial Banking

PROFESSIONAL AND COMMUNITY AFFILIATIONS:

American Industrial Development Council
 American Institute of Banking
 Citizens League
 Civic Orchestra of Minneapolis
 Minneapolis Chamber of Commerce
 Minneapolis Council of Camp Fire, Inc.
 Minnesota Industrial Development Association
 Minnesota International Center
 Minnesota World Trade Association
 University of Minnesota Y.M.C.A.
 Mortgage Bankers Association of Minnesota
 Rotary Club of Minneapolis
 Other civic, social and community groups

PUBLIC SPEAKING & GROUP RELATIONS EXPERIENCE

Citizens Committee on Public Education Project Director 1/75 -

Guest speaker for various community groups, public/private agencies, local television shows and radio interviews

Participation on various task forces and problem-solving groups:

- Urban Coalition - Education Task Force
- Fellowship Commission - Educational Policy Program Committee
- Phila. Board of Education - Affirmative Action Committee
- The Philadelphia Partnership
- Phila. Board of Education - Task Force on Gang Violence

Hoffman Information Systems Consultant 1/73 - 9/74

Prepared demonstrations and in-service training meetings. Wrote complete programs including lectures and short information speeches delivered to large community groups, small problem-solving task forces and public agencies.

Commission on Community Relations Volunteer Consultant 9/73

Participated in goal-formulation to modify and produce youth agencies serving youth needs. Ideas formulated were later implemented by Mayor's Commission on Youth.

PUBLICITY & PROMOTIONAL EXPERIENCE

-combining artistic talents and promotional abilities to form a graphics consulting service

Citizens Committee on Public Education Graphic Production 1/75 -
designed graphics, layout and print for publications of the organization

Mayor's Commission on Youth Design 5/73 & 5/74
designed two logograms used by City and County of Denver, Colorado

Hoffman Information Systems Product Promotion 1/73 - 9/74
Prepared advertising materials for new products, hand-outs, booklets and direct mail advertising. Designed direct sales promotion using telephone contact and trade show displays

Commissioned Artist Portraits 10/73 -

PUBLICATIONS

"One Way Toward Better Schools - The Basics of Educational Accountability" '75

Various unpublished articles on management procedures in non-profit organizations and educational institutions

PERSONAL DATA

EDUCATION

Temple University, Philadelphia, PA. B.S. 6/68
Major: Education - Inner-City Specialist
Minor: Fine Art

Honors: Temple University Honors Program
Temple University Scholarship
Pennsylvania State Senatorial Scholarship
Member of Philadelphia Team to Northeast Conference
National Institute for Advanced Study in Teaching
Disadvantaged Youth

Extracurricular Activities

Student Government - President, Women's Dormitory Council
- Inter-Dormitory Council
- Standards Council

Staff member for two years on College Newspaper

Organizational Memberships Citizens League, Mpls.
Minneapolis Citizens Committee on Public Education
Citizens Committee on Public Education - Phila.
St. Paul League of Women Voters
Twin Cities Metropolitan Arts Alliance

ROBERT J. REES
2208 Kenwood Parkway
Minneapolis, Minn. 55405
Telephone: (612) 374-4015
November 27, 1975

RESUME: Involved in creative positions for 27 years, Robert J. (Bob) Rees is best qualified to carry out assignments in administration, public relations, fund-raising, community organization and news and creative writing. A special interest has been the development of both long-term and short-term creative programs. Professional experience, education, personal data and references are as follows:

ADMINISTRATION

* Executive Director, Minneapolis Association for Retarded Citizens (MARC), Minneapolis, Minn. (June 1, 1971, to June 30, 1975). Was responsible for administration of an agency with an annual budget, covering both MARC and its affiliates, of over \$500,000. Duties included direction of agency activities, program planning, budgeting, coordination with public and private agencies, communications with city, county and state lawmakers and government planners, supervision of a staff of 12 full-time employees and 37 part-time employees and representing MARC in public appearances. Part of my time was also devoted to membership recruitment and fund-raising. MARC's membership increased 69 percent between the years 1971 and 1975, from 1,227 paid members to 2,075. The increase included over 100 friends and former associates I prevailed upon to join. During the same period MARC's support from the Minneapolis United Way increased 52 percent. Starting salary: \$16,900. Final: \$20,300.

* Field Services Director, American Rehabilitation Foundation, Minneapolis, Minn. (Feb., 1967, to Jan., 1971). Headed a division consisting of 14 full-time employees and several hundred part-time workers. The Field Services Division developed rehabilitation service programs and scheduled services in communities outside the Twin Cities, working with an education staff of five members. Prepared and maintained an annual budget ranging from \$192,000 to \$230,000. (Additional responsibilities included in subsequent sections.) Starting salary: \$14,500. Final: \$19,750.

PUBLIC RELATIONS

* American Rehabilitation Foundation -- Was responsible for all phases of the Foundation's public relations program related to fund-raising. This included development of publicity for newspapers and radio and television stations in Minnesota, Wisconsin, Iowa and North and South Dakota; development and distribution of annual reports, newsletters, promotional brochures and displays; maintaining and enhancing relations with 750 United Funds; production of all campaign materials, and organization of internal public relations projects. Directed the work of three full-time public relations professionals.

* Public Relations Director, United Way of Minneapolis Area, Minneapolis, Minn. (March, 1954, to Feb., 1967). Directed public relations programs of the United Way and the Hennepin County Community Chest. Organized campaign publicity schedules in cooperation with Minneapolis and suburban newspapers, radio stations and television stations. Prepared releases for industrial publications and special interest periodicals. Supervised 250-member Speakers Bureau. Produced annual campaign movies and slide films. Coordinated activities of volunteers representing

2---Robert J. Rees

news media, business public relations departments and advertising and PR agencies. Created and implemented special events such as campaign kickoffs and mass projects at athletic events to promote the United Way. Wrote and produced campaign materials, annual reports and other print materials. Staffed Church Committee which encouraged clergymen's support of the United Way. Starting salary: \$6,000. Final: \$10,800.

* Industrial Editor and Public Relations Representative, Northwest Orient Airlines, St. Paul, Minn. (April, 1950, to March, 1954). Edited NWA NEWS, monthly employee magazine. Wrote news and feature stories for newspapers, magazines and financial publications. Initiated and directed special events including an eclipse flight for scientists and newsmen, inaugural flights and sales conferences. Handled special assignments in Anchorage, Detroit and Washington, D.C. Served briefly as the airline's public relations director in New York City. Starting salary: \$4,800. Final: \$6,000.

FUND-RAISING

* Minneapolis Association for Retarded Citizens -- Responsible for all MARC fund-raising activities. Efforts included budget presentations to the United Way, encouragement of memorial and friendship contributions, membership recruitment campaigns, benefits and special projects such as an annual "Walk With the Retarded" which raised over \$65,000 in four years.

* American Rehabilitation Foundation -- Organized and directed all fund-raising program of the Foundation including door-to-door solicitations, membership campaigns, direct mail appeals and a bequest program. Conducted fund-raising drives in over 100 cities and towns in a five-state area. Independent campaigns produced increased contributions each year during four-year period of employment, including a 43.5 percent increase in fiscal 1969-70. Was responsible for budget negotiations with 750 United Funds. Assisted United Funds in areas of promotion, public relations, organization and solicitation.

* Past President, Minnesota Chapter of National Society of Fund-Raisers (1970-71) -- Organized local chapter, consisting of professional fund-raisers from health and welfare agencies, United Funds, cultural organizations and political bodies, in 1969-70. Served as first president of the Minnesota Chapter and as a member of the Board of Directors of the National Society of Fund-Raisers (1970-71).

WRITING AND EDITING

* Minnesota correspondent to VARIETY and DAILY VARIETY, national entertainment trade papers published in New York and Hollywood (1960 to present). Cover films, legitimate theatre, radio, television, nightclubs, music, personal appearances and auditoriums. Review movies, plays, nightclub acts, stage shows and radio and television programs. Write bi-weekly radio-TV column. Payment is on a per inch basis.

* Wire Editor, OWATONNA DAILY PEOPLE'S PRESS, Owatonna, Minn. (1949-50). Edited wire copy, wrote articles and headlines, made up front page, copyread galley and page proofs. Wrote quasi-humor column three times a week. Starting salary: \$3,120. Final: \$3,900.

* Twin Cities correspondent to NATIONAL RESTAURANT NEWS (1965-66). Wrote

3---Robert J. Rees

news and feature stories on own assignments. Payment on per inch basis.

* Assistant Sports Editor, MINNESOTA DAILY, University of Minnesota.
Covered football, boxing and hockey.

EDUCATION

Attended Douglas School, Jefferson Junior High and West High School in Minneapolis.
Edited high school yearbook and served as sports editor and associate editor of newspaper.

Attended University of Minnesota from 1942 to 1943 and 1946 to 1948, graduating with BA degree. Majored in Journalism. Minors were in History and Psychology.

PERSONAL BACKGROUND

Born September 19, 1924, in Minneapolis, Minn.

Married with four children, ages 12 to 22.

Served three years in U.S. Army (1943-46), including two years in Ceylon and India.
General health: excellent.

PARTICIPATION IN SOCIAL AND CIVIC GROUPS

Member of Minnesota Zoological Society and editor of ZOO NEWS.

Member of Faribault State Hospital Advisory Committee.

Member of Special Education task force reviewing placement of educable children in Minneapolis public schools.

Member of Executive Committee of Minneapolis United Way Council of Executive Directors.

Served on Education and Legislative Task Forces of Minneapolis Urban Coalition and was chairman of Education Task Force Committee on School Training Centers.

PERSONAL REFERENCES

Milt Mazie: Past President, MARC; Mazie Co., 7100 France Ave., Edina, Minn.

Dayton Fiebiger: President, MARC; Washington National Insurance Co., 6600 France Ave. So., Edina, Minn.

Alan Cooper: Executive Director, United Way of Minneapolis; 404 So. Eighth Street, Minneapolis, Minn.

Myron Kunin: President, Regis Corp., 5075 Arcadia Avenue, Edina, Minn.

Roland Minda: Minda Public Relations Inc. owner, Midland Bank Bldg., Minneapolis, Minn.

FREDERICK W. JOY, JR.
17805 Brigham Trail - Wayzata, Minnesota 55391
Phone: a.c. 612 - 348-3 54, office; 473-5174, home

JOB OBJECTIVE Management and Promotion.

EXPERIENCE Executive Director - Hennepin County Welfare Department. Manage and direct 1,425 employees in delivery of social services and disbursement of financial assistance for a county of 1 million people. Administer an annual budget of \$175 million. (1970-present) Reorganized entire department; introduced quality control, program budgeting, computerized collections support for absent fathers (\$6 million recovered annually), fraud investigation (over \$1 million annual tax dollars saved); doubled client employment rate; decentralized services to community; serve 100,000 needy citizens monthly with innovative programs, winning two national awards in social services area.

RECENT EXPERIENCE Resource Person, Sales Promotion - Marriott Corporation. Crystal City Marriott. Hospitality promotion for all sales for 307-room property. (1970) Promoted sales in excess of \$50,000 in first two days of operation. Resigned for greater challenge and responsibility.

Head Administrator - U.S. Air Force Personnel. Controlled work of staff numbering over 2,000 in management and supervision of a 1,200,000 organization dispersed worldwide. Responsible for whole spectrum of administration. (1968-1970)

PREVIOUS EXPERIENCE Attache - U.S. Embassy, Madrid. In Spain developed estimates of military/industrial performance. Arranged bilateral agreements. Advised on appropriate courses of action to maintain good relations between governments. Represented U.S. in diplomatic status, collected intelligence information. (1965-1968)

Manager - Management, planning and programming, administration and special study work. Managed executive office controlling production of 440 staff engaged in the planning activities of the U.S.A.F. (1961-1964)

Executive for Administration - For organization which managed the largest underground fuel storage in the world for aerial refueling. Also directed protocol in Service to 1,400 visiting distinguished persons annually. (1959-1961)

Director - Administrative services for 2,200 personnel, aircraft commander, student navigation/bombardment school. (1957-1959, 1952-1957, 1951-1952, resp.)

Director - Food service program in Alaska for 14,000 personnel. Managed a club restaurant, eliminating annual \$100,000 loss in less than one year's time. (1949-1951)

Assistant to President of Hotel Sales promotion firm.

Accountant, night audit, front desk, 400-room hotel.

Insurance Investigator. (Respectively, summers 1948-1947 and Feb.-Sept. 1946)

SUPPLEMENTARY INFORMATION Qualified as command pilot/navigator. Attained rank of Colonel, U.S.A.F. in 1968. Held Top Secret security clearance. Proficient in Spanish language. Member of Hotel Sales Management, American Management, American Public Welfare and Air Force Associations, and Cornell Society of Hotelmen.

EDUCATION: B.S. degree in Hotel Administration, Cornell University, 1949. Post-graduate work: Governmental Administration, M.S. Degree, George Washington University, 1965. Sanz School of Foreign Languages - Spanish - Diploma 1965.

DECORATIONS FOR EXECUTIVE PERFORMANCE Two Air Force Commendation Medals; Joint Service Commendation Medal - Defense Intelligence Agency; White Cross of Aeronautical Merit - Government of Spain; Legion of Merit for Exceptional Meritorious Conduct in the Performance of Outstanding Services to the United States of America.

JW

1. Stanley Cowles - Henr Co. Adm's
2. Omar Schmidt - Com Health Wld Council -
3. Ken Brain - 1st mpsa - Trust Dept
- ✓ Thomas Olson Co. Comm -

11-24-75-

Jay called. very interested in following
up on original visit ~~met~~

BRIEF RESUME

Elna A. Meyer
9556 Trail East Road
Bloomington, Minnesota 55420
Phone: 888-6414

EDUCATION

Princeton High School, Princeton, Minn.
Minnesota School of Business, Minneapolis, Minn.
Lyle Carnegie Leadership Course
Lyle Carnegie Sales Course

EXPERIENCE

1975-(1 to 5)

Set up E. A. Meyer & Associates, A management Consulting Firm. Copywrited "P O S" (Personnel Opinion Survey). The economy prevented it from getting off the ground.

1964 - 1974

Business Personnel, Owner and Manager. Technical and management placement service. Sold 12/74

1962-1964

Telex Hearing Aid Salesman.

1959-1962

Free lance Fund Raising
Directed successful Campaign for Long Island Lutheran High School, L. I. New York (\$500,000 - \$750,000).
Directed campaign for Mount Zion Lutheran Church, 57th & Chicago, Minneapolis, Minn.
Also, other consulting.

1951-1959

Beaver Associates, Chicago, Ill. Professional Fund Raising Firm.
Set up Offices, hired personnel and managed office.
Assisted in organization, speaking, writing of materials - news bulletins, brochures, etc.

1940-1951

Brown & Bigelow, St. Paul, Minn.
Systems Coordinator: Analyzed systems used by departments and subsidiaries. Recommended more economical, efficient and modern procedures.

Department Manager - Accounts Payable Dept.

References upon request.

[Handwritten signature] 1159

DICK TRUAX

November 24, 1975

Box 3916M
St. Paul Dispatch
55 E. 4th St.
St. Paul, Mn.

Re: Your ad, St. Paul Sunday Pioneer Press
November 23, 1975

Gentlemen:

It appears there might well be some mutual advantage to be derived from a discussion of our respective needs, goals, direction and desires.

I am presently employed as the National Executive Director of a voluntary non-profit organization. My experience extends over eighteen years in this field and includes, in addition to my present employment, Executive Directorships at state and regional levels of function.

There is very good reason to believe that your organizational needs could be well served within the framework of my plans for a new and comprehensive service to be offered to non-profit, voluntary organizations beginning January 1, 1976. Certainly it would be well to explore our mutual concerns at any rate.

Please let me hear from you at your convenience.

Cordially,



177 Sycamore
Prescott, Wisconsin 54021

RESUME'

DAVID M. ZIEGENHAGEN

Home 158 Birnamwood Drive
Address Burnsville, Minnesota 55337
Phone Office: (612) 835-4282; Home: (612) 890-6847

EXPERIENCE

July 1970 Title: Executive Director
to Employer: Mental Health Association of Minnesota
Present Location: Rm 100, 4510 West 77th Street
 Minneapolis, Minnesota 55435

Responsible for administration and operation of statewide citizen mental health agency. Integrates efforts of staff of 12 providing support and direction for state, regional, and local mental health and human service planning, advocacy, and social action programs. Maintains liaison with regional and state planning agencies, community mental health centers, governmental units, mental health professional groups, and other human service agencies.

Jan. 1970 Title: Senior Training Officer
to Employer: Peace Corps, Office of Staff Training
June 1970 Location: Washington, D. C.
 Supervisor: Harold F. Metcalf, Director, Staff Training

Planned first comprehensive pre-employment and in-service staff training program for the Peace Corps (1,350 employees in U. S. and overseas). Planned specialized training programs in management, leadership, developmental planning, and systems analysis. Worked with senior program staff to identify and achieve agency operational objectives and standards through systems analysis and design in national and regional planning, program development, and manpower utilization. Designed specialized in-service training programs for Peace Corps staff in 58 countries.

July 1967 Title: Peace Corps Director for Western Samoa
to Location: Apia, Western Samoa
Jan. 1970 Employer: Peace Corps, East Asia and Pacific Region
 Supervisor: Dr. Russell G. Davis, then Regional Director
 for East Asia and Pacific

Negotiated, planned, and administered first Peace Corps program in Western Samoa. Developed technical assistance program involving 185 trained personnel in education, agriculture, public health, public works, and economic planning. Integrated efforts of specialists in these fields and provided liaison with local government departments. Conducted analysis of economic development problems and resources in Western Samoa and coordinated national developmental planning with local officials. Administered comprehensive program which provided technical manpower to complement United Nations and other multi-national aid operations. Coordinated activities of Peace Corps program support contract personnel, both resident and consultant. Provided leadership, administrative, and job-related support for Peace Corps Volunteers in Western Samoa (average 125 at most times). Supervised and coordinated activities of eight, including a public health planner, physician, engineer, vocational agriculture specialist, and educational planner. Represented Peace Corps with senior local and regional government officials, plus diplomatic personnel in Western Samoa and New Zealand. Planned and coordinated training programs in Hawaii and Western Samoa. Responsible for administration of program valued in excess of \$1 million annually, plus planning and administration of \$300,000 locally controlled budget.

Nov. 1965 Title: Thailand Program/Operations Officer
to Location: Washington, D. C.
June 1967 Employer: Peace Corps, East Asia and Pacific Region
Supervisor: Dr. Ross Pritchard, then Regional Director for East Asia/Pacific

Sole responsibility in Washington headquarters for Peace Corps program in Thailand. Implemented program planning budgeting system (PPBS) for Thailand operations and developed first five-year program plan for Thailand. Wrote all program and planning documentation describing Thailand operations for agency Director, Bureau of the Budget, and State Department. Planned, contracted for, and coordinated all U. S. training for 350 Thailand Peace Corps Volunteers. Assisted in assessment and selection of all new Thailand Volunteers and staff. Integrated activities of contract technical support staff and expert consultants working with Thailand program. Represented Thailand program in ongoing regional planning activities. Provided liaison with State Department, Agency for International Development, United Nations, and Thai Embassy in Washington.

June 1963 Title: Associate Director for Thailand
to Location: Bangkok, Thailand
Oct. 1965 Employer: Peace Corps, East Asia and Pacific Region
Supervisors: John C. McCarthy, then Director for Thailand
J. Lee St. Lawrence, then Regional Director for E. Asia/Pacific

Responsible for regional program planning and operations in Southern Thailand (area between Bangkok and Malay border). Provided liaison with developmental planners in southern region and integrated human resources component. Provided leadership, program supervision, and administrative support for 85 Peace Corps Volunteers in southern region. Provided liaison with Thai Ministry of Education in professional support of 190 Volunteer teachers throughout Thailand. Planned first Peace Corps public health program in Thailand and provided liaison with Ministry of Health, Agency for International Development, and United Nations program personnel. Coordinated Peace Corps training programs in U.S. and Thailand. Planned in-country on-the-job and in-service training programs for Peace Corps Volunteers and Thai counterparts.

Sept. 1961 Title: Peace Corps Volunteer Leader
to Location: Republic of the Philippines
May 1963 Employer: Peace Corps
Supervisor: Dr. Lawrence Fuchs, then Director for the Philippines

Initially trained and assigned as Peace Corps Volunteer teaching science and English in elementary schools and training Filipino teachers in specific language teaching skills. Appointed Volunteer Leader after six weeks in-country, with primary support responsibilities for 60 education Volunteers in Western Visayas region. Provided first-level liaison with community and provincial education officials in four provinces. Later appointed acting Regional Director for Northern Luzon. Coordinated planning and development of first Peace Corps education program in nine provinces. Negotiated job assignments and arranged primary supervisory responsibilities for Volunteers in 42 communities. Provided primary support for 85 Volunteers in Northern Luzon region.

June 1961 Title: Manager
to Location: Ely, Minnesota
Aug. 1961 Employer: Boundary Waters Canoe Outfitters
Supervisor: William Pucel, Owner

Managed canoe trip outfitting and sporting goods business which planned and outfitted canoe trips in Quetico-Superior wilderness area of Northern Minnesota and Ontario. Represented company at sport and travel shows during winter and spring. (Summer work only).

Academic years Title: Counselor
1959-61 Location: Minneapolis, Minnesota
(half-time) Employer: University of Minnesota
Supervisor: James P. Lind, then Head Counselor

First-line counselling for approximately 60 undergraduate and graduate students. Work included both personal and academic counselling, with referral to appropriate professional services within the University.

Academic years Title: Reporter/newswriter, spot news dispatcher
1959-61 (half-time) Location: Minneapolis, Minnesota
1956-59 (full-time) Supervisors: Tom Pettit, Joseph Bartelme

Responsibilities varied during period of employment, depending on hours worked, and included reporting local news, writing news scripts and planning accompanying video material, sound film reporting, and filmed interviews. Also coordinated assignments for photographers and coverage of local spot news.

Summers Title: Guide (1954-56), Guide Chief (1957, 1959), Assistant Director (1960)
1954-57 Location: Ely, Minnesota
1959-60 Employer: Sommers Wilderness Canoe Base
Supervisor: Clifford J. Hansen, then Director

Administered outfitting operations and guide services for ten-day wilderness canoe trips. Assisted in planning and administration of \$250,000 budget. Supervised staff of 30. Extensive professional guiding experience in wilderness areas of Northern Minnesota and Ontario.

EDUCATION

B.A., 1958, University of Minnesota. Rank: mid-third.
Major field: journalism and political science. Special emphasis on public opinion, American government, magazine writing and editing, and television news. Extensive student government experience, including membership on several faculty committees.

Completed two years at University of Minnesota Law School, 1959-61, before entering Peace Corps. Rank: mid-third.

Earned approximately 85 % of college education expenses. Worked an average of 40 hours per week during last two years of college and during law school.

Completed post-graduate specialized training courses in the following areas: systems analysis, functional job analysis, PPB, PERT, EDP applications in management, cost-benefit and present value analysis, management of human resources.

HONORS AND MEMBERSHIPS

- President, National Mental Health Staff Council, 1974 - present
- Chairman, National Mental Health Training Committee, 1973-74
- Chairman, National Mental Health Staff Training Institute, 1973
- Member, National Mental Health Human Resources Development Committee, 1972-73
- Member, National Mental Health Committee on Prevention, 1974-present
- Member, National Mental Health Task Force--Developing a Unified Mental Health System, 1974
- Member, American Society for Public Administration
- Member, various state and regional mental health and human service committees
- Member, University of Minnesota Human Service Generalist Advisory Board
- Member, National Scouting High Adventure Advisory Board
- Member, U.S. Delegation, 1969 South Pacific Commission, Noumea, New Caledonia
- Represented Peace Corps at conferences in U.S., New Zealand, Pakistan, Malaysia, Thailand, the Philippines, New Caledonia and Fiji.
- Numerous speaking engagements in U.S. and overseas for Peace Corps and Mental Health Assoc.
- Member, American Public Health Association
- Member, Grey Friars, Men's Honorary Society, University of Minnesota
- Class President and officer of various student organizations in high school and college

SPECIAL SKILLS AND INTERESTS

- Writing
- Photography
- Licensed private pilot
- Motor sports
- Wilderness canoeing and camping
- Speaks German and Thai

PERSONAL

Born: May 25, 1936
Married; Two children
6'1½", 200 lbs.
U.S. Citizen

Resume of Louis I. Gelfand

AGE: 53 - Born August 2, 1922 at Tulsa, Oklahoma

ADDRESS: 3715 West 22nd Street, Minneapolis, Minnesota 55416

TELEPHONE: 920-1807 Office 330-4612

EDUCATION: B.A. in Journalism, University of Oklahoma, 1942.
Graduate of 12-month Japanese language school at
University of Michigan (Army), 1944.

EXPERIENCE: November, 1964 to present - Director of Public Relations,
The Pillsbury Company. Responsibilities include:

Plant and community relations
Counselor to executive office and general managers
Twin Cities and national news media relations
Public relations management of BAKE-OFF®, a \$2-million
promotion

July, 1960 to November, 1964 - Administrator of Tyrone
Guthrie Theatre Foundation. Administrative head of
\$2.5-million fund drive, counseling solicitors and
serving as communicator between them. Spoke to more
than 125 groups in Minnesota. Responsible for liaison
with architect, contractors, consultants and Foundation
directors in connection with varied problems of design
and building construction. Responsible for building
operations, negotiating union contracts, booking of
outside events, and communications of Guthrie Foundation
purpose to community.

July, 1955 to July, 1960 - Minneapolis & St. Louis
Railway Company. Director of public relations until
April, 1958 when promoted to Executive Assistant to
President. Counseled president on railroad's public
relations problems, both internal and external,
represented him at community functions and wrote
speeches. Planned and supervised long-range programs
designed to result in favorable legislative action,
union and customer cooperation. Developed confidential
studies regarding mergers. Successfully overcame
objections of communities to station closings, service
changes and employee transfers.

December, 1946 to July, 1955 - Sports department of
St. Paul Pioneer Press, make-up editor in charge of
positioning stories on pages, determination of size of
headlines and length of stories. Winner of four Twin
Cities Newspaper Guild Page One contest awards.

JIG

April, 1946 to December, 1946 - Picture desk,
Minneapolis Star, photographic editing, and feature
writing.

December, 1942 to February, 1946 - Army service

June, 1942 to December, 1942 - Associated Press,
Oklahoma City, editing and reporting.

BOOK: Co-author of college text book "How to Cover, Write
and Edit Sports" (Iowa State University Press, 1951);
Revised Edition, "Modern Sports Writing" - Published
in 1969.

ARTICLES: Public Relations Journal, Feb. 1970 - "Behind the
BAKE-OFF®." Harvard Business Review, Nov. - Dec.,
1970 - "Communicate Through Your Supervisors."
Journal of Organizational Communications, Fall, 1972 -
"Dissent, How Much?"

CONSULTING: Consultant to Bush Leadership Fellows Program (Bush
Foundation). St. Paul (1963 to present).

COMMUNITY
ACTIVITIES: Board of Directors, Minneapolis Area American Red
Cross, 1975 - present. Constructive Consumerism
Task Force, St. Paul Chamber of Commerce, 1975 - present.
Public Relations counsel to Minnesota Experimental
City, 1972 - present. Steering Committee, Minneapolis
YWCA Capital Fund Drive, 1973. Steering Committee,
first Hennepin County General Hospital Referendum, 1969.

J. Allan Topping
141 Ridgewood Drive
Wayzata, Minnesota 55391
Home: 612-473-9760
Office: 612-341-6200

I am seeking employment which will utilize both my experience in the investment industry and my background in law.

As to my specific business experience, I have, since April, 1965, been engaged in consulting and in assisting corporate clients in obtaining long-term capital from institutional investors. From 1965 to 1972, I was associated with the John Hawthorne Company and since 1972 with Marquette Securities, Inc. (recently merged with R. J. Steichen & Company). While I am presently a registered securities salesman, the sale of securities to individual clients is a very small part of my efforts.

Between October, 1963 and April, 1965, I was employed as a Vice President of Insurance City Life Company in Chicago, Illinois, where as the financial officer reporting to the president I was responsible for the firm's investment portfolio.

From 1959 to 1963, I was a securities salesman with Shearson, Hammell, & Co. where my sales responsibilities were primarily directed toward institutional accounts. While on leave of absence, I served as Commissioner of Securities for the State of Minnesota from June 1, 1961 to June 1, 1962. The function of this office included the administration of our state's investment laws and supervision of the state's real estate laws. Further responsibility involved membership on the Commerce Commission, which heard all applications for the charter of banks and finance companies. The responsibilities of the Commissioner of Securities require a close working relationship with the Attorney General and his staff.

Prior to 1957, I was employed as an investment analyst by Northwestern National Life Insurance Company (1956-1958). From 1952-1956, I worked for the University of Minnesota as Investment Counsel. My responsibilities included administration of the University's Trust Funds, which then amounted to about \$12 million in fixed income securities and about \$3 million in equity funds, as well as the University's short term investments which ranged from about \$5 million to as high as \$20 million. Prior to 1952 (1949-1952), I was an institutional trader and later a securities analyst for Investors Diversified, Inc. My first job out of college was with Piper, Jaffry & Hopwood (1947-1949), initially under a training program and later as a securities salesman in Saint Paul.

While my experience in the private practice of law is limited, there has been a fairly high incidence of legal work required in several areas of my employment.

RESUME

J. Allan Topping
Page -2-

At the University of Minnesota, my responsibilities included occasional legal work in such matters as condemnation proceedings, legislative requests, building programs and application for federal funds. As Commissioner of Securities and as Mayor of Wayzata, many aspects of law were involved. In the investment business, I have, at times, been engaged in such legal matters as registrations and the drafting of purchase agreements.

As to my personal background, I am a naturalized American citizen, 54 years old, 5'8" tall, weight 165 pounds, in excellent health, married with two daughters. From 1942 to 1945, I served in the U. S. Marine Corps Reserve as a fighter pilot with duty in the South Pacific. I graduated from the University of Minnesota in 1947 with a degree of Bachelor of Business Administration and from the Saint Paul College of Law in 1954 with degrees of Bachelor of Science in Law and Juris Doctor. In 1954 I was admitted to the practice of law in the State of Minnesota.

At various times over the years, I have been a member of the Twin City Bond Club, The Twin Cities Society of Security Analysts, the Minnesota Bar Association and the Hennepin County Bar Association. In 1962, through the extension division of the University of Minnesota, I instructed in Corporate Finance. My community contributions include membership in our local planning commission in 1959, chairman of this commission in 1960 and Mayor of Wayzata in 1961 and 1962.

I would be pleased to furnish any additional information, including references, that may be required.

Roger E. Larson. Vice President	Minn. Mutual Life Ins Co 345 Cedar St. St Paul. 55101	Chas. Executive 248-3832
Carl R. Yeager. Partner	915 Peavey Bldg 730 - Second Ave So. Minneapolis, Minn. 55402	attorney 333-6371
Donald E. Jondahl. Ex. Vice President	Northwestern National Life Ins. Co 20 Washington Ave. So. Minneapolis. 55440.	Chas. Executive 372-5240
Robert D. Weiser. President	Minnesota Bonding Co. 821 Second Ave. So. Minneapolis. 55401	Business 374-2100.

November 24, 1975

Memo to: Mr. John McKay
From: Don Bridgwater
Subject: Foundations and Trusts

It is my understanding that there is available a micro fiche listing of 990 and 990AR-IRS tax files for the State of Minnesota. This would provide our foundation with the most updated information, including names, addresses and administrative structure for all such organizations operating in Minnesota. I understand there is a charge of around \$100. You might wish to seek, purchase information, etc. from Paul Vetret.

We do have in our office a micro fiche reader which could be made available for these cards.

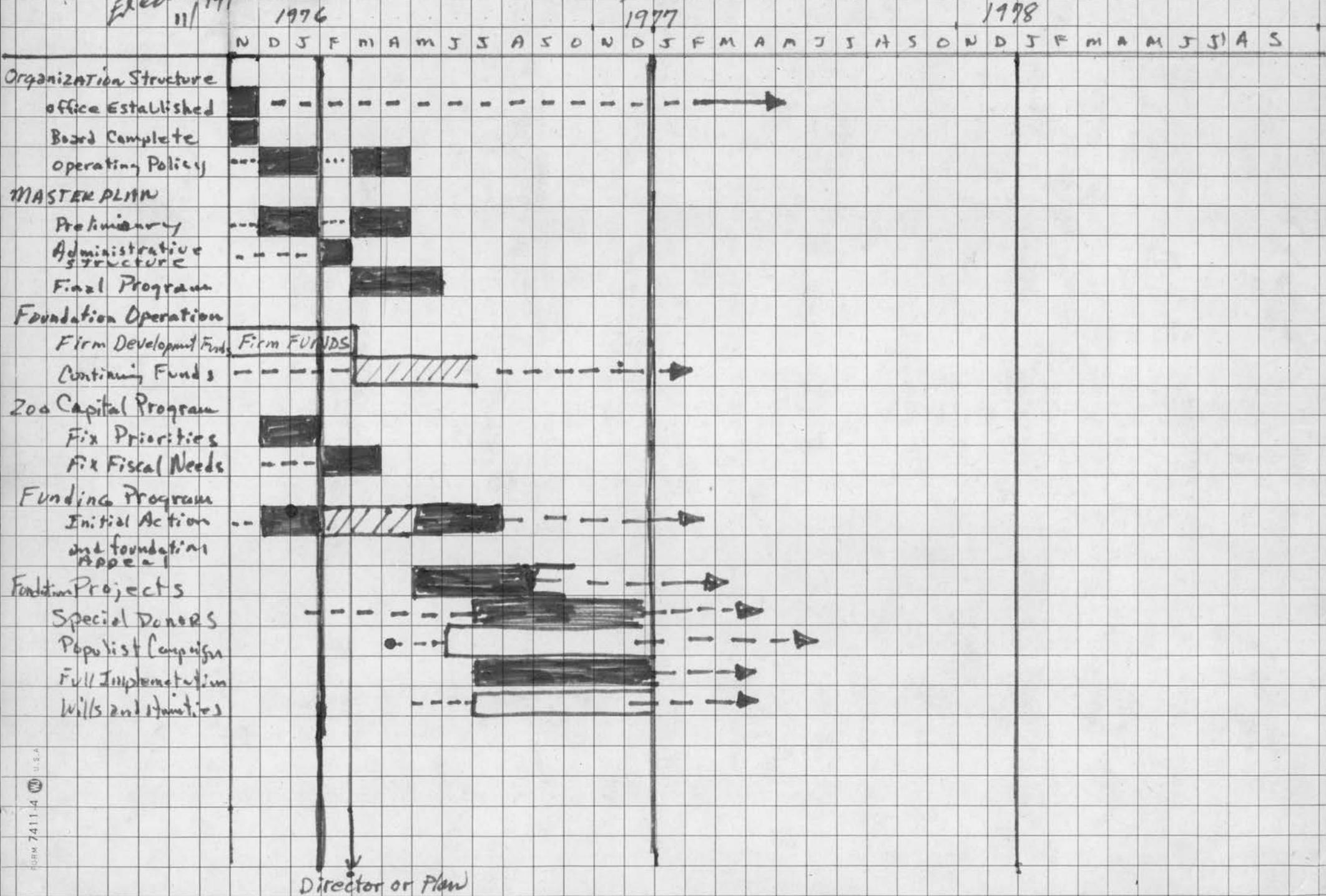
I think these are available on order from the Foundation Center, 998 - 7th Avenue, N. Y., N. Y. 10019

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

TACTICAL SCHEDULE

NOV 14, 1975

Approval by Council
Executive 11/14/75



October 20, 1975

Mr. John McKay, President
Minnesota Zoological Garden Foundation
2106 Caroline Lane
South St. Paul, MN 55075

Dear John:

The Minnesota Zoological Board will hold a two day seminar and review of the Minnesota Zoological Garden project at the Spring Hill Conference Center on November 8 and 9, 1975.

The Board has also requested that the three members of the Foundation's Executive Committee (not already a member of the Zoological Board) be invited to attend this conference. Its members would include yourself, Mr. David Onan, and Mr. Dick Palen.

This meeting will provide a detailed past, present, and future overview of the Zoological Garden's programs and needs and I urge that you make time available to attend the conference. I shall depend on you to extend this invitation to the other Executive Committee members. Further, a detailed agenda and other information will be forwarded to you within the next week.

The Zoological Board has no money to cover this expense for Foundation participants and it will need a financial support by the Foundation for its participating members. This will amount to approximately \$45.00 per day per person, which ~~covers~~ all board and room charges.

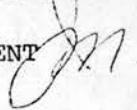
Sincerely,

Firmin L. Alexander
Chairman

FLA:DDB:cnp

September 30, 1975

MEMO TO: EXECUTIVE COMMITTEE
MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

FROM: JOHN MCKAY, PRESIDENT 

This is to confirm your telephone notification of the meeting on Friday, October 3, at 3:00 P.M. at the office of the Minnesota Zoological Garden, Wentworth Office Center, 33 E. Wentworth Avenue, West St. Paul.

The agenda will include, but not be limited to
(1) Financial Report; (2) Progress Report;
(3) Consideration of Nominess for the Vacancies on the Board of the Minnesota Zoological Garden Foundation; (4) Any other business that may be in order.

7/11/75

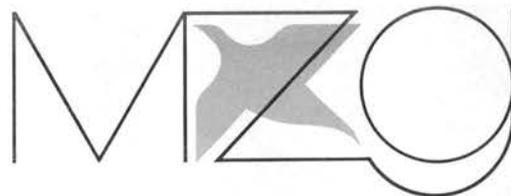
MEMO TO: BOB BONAWITZ
FROM: DON BRIDGWATER
SUBJECT: M.Z.G. FOUNDATION

Attached find copies of correspondence related to the MZG Foundation.

You have the I.R.S. exemption forms already. Please plan to meet with Bill Hibbs on July 22, 9:00 A.M.

In the event of my absence, please go ahead with the meeting. I have invited Bob Engels to attend if possible, in the event John Tilton is not back.

MINNESOTA ZOOLOGICAL GARDEN



July 11, 1975

MEMO: TO MEMBERS OF THE BOARD OF DIRECTORS
OF THE MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

FROM: JOHN TILTON

SUBJECT: ARTICLES OF INCORPORATION AND FUTURE PLANS

Enclosed please find a copy of our Articles of Incorporation and a copy of the Certificate of Incorporation which was enacted on July 3, 1975.

We are currently proceeding with application for exemption from the Internal Revenue Service.

I shall be in touch with you in the near future to set up a meeting to adopt by-laws which have been prepared in accordance with the general agreement of the original incorporators.

Thank you so much for your participation and support.

5320 Malibu Drive
Edina, Minnesota 55436
June 11, 1975

Mr. William R. Hibbs
2300 First National Bank Bldg.
Minneapolis, Minnesota 55402

Dear Bill:

Enclosed find four signed copies of Articles of Incorporation for the Minnesota Zoological Garden Foundation.

We respectfully request that you take appropriate measures to file and officially incorporate this body. Would you also proceed immediately with submission of documents to the I.R.S.

The incorporators also understand and approve your documentation for services rendered and do accept financial liability for these services.

The incorporators also wish to extend to you and your firm their gratitude for your kind assistance in the development of the foundation.

Sincerely,

John E. Tilton

JET c

DORSEY, MARQUART, WINDHORST, WEST & HALLADAY

2300 FIRST NATIONAL BANK BUILDING
MINNEAPOLIS, MINNESOTA 55402

JONATHAN VILLAGE CENTER
CHASKA, MINNESOTA 55318
(612) 448-4012

(612) 340-2600
CABLE: DOROW
TELEX: 29-0605
TELECOPIER: (612) 340-2868

115 THIRD STREET SOUTHWEST
ROCHESTER, MINNESOTA 55901
(507) 288-3156

1468 W-FIRST NATIONAL BANK BUILDING
ST. PAUL, MINNESOTA 55101
(612) 227-8017

WILLIAM R. HIBBS
(612) 340-2663

June 2, 1975

Mr. Donald D. Bridgwater
Director
Minnesota Zoological Garden Foundation
207 Veterans Service Building
St. Paul, Minnesota 55102

Re: Minnesota Zoological Garden Foundation

Dear Don:

Per your request and the request of John Tilton, I enclose herewith five copies each of the revised Articles of Incorporation and Bylaws of the Minnesota Zoological Garden Foundation. As revised, the Articles name Messrs. Alexander, Engels, Tilton, Tobler, Weiler, and Freeman as incorporators, and these individuals together with ten others, as the members of the first Board of Directors, with no provision in the Articles for different classes or types of directors. We have handled the classification and terms of office of the directors in the revised Bylaws at Section 3.02 thereof, by providing that after incorporation (but in no event later than November 1, 1975), the first Board of Directors shall expand the Board to 26 in number and shall name 11 so-called "Appointed Directors", whose terms expire annually in July of each year, and 15 so-called "Elected Directors", five of whose terms expire in November 1976, five in November 1977, and five in November 1978, with the successors to the Elected Directors to serve for periods of three years each. The Bylaws provide further that any of the members of the first Board of Directors set forth in the Articles of Incorporation may elect themselves as the initial Appointed Directors or Elected Directors, and that the Board shall instruct the secretary of the corporation to complete Exhibit A to the Bylaws, thus setting forth therein the full 26 member Board of Directors as elected by the first Board of Directors.

In addition to copies of the revised Articles and Bylaws, I enclose herewith a preamble and resolution which should be completed and adopted by the first Board of Directors at the meeting held for the purpose of expanding the Board of Directors to 26 members and naming the members thereof.

Mr. Donald Bridgwater
Page Two

June 2, 1975

I trust that the enclosed takes care of the problem of the creation and expansion of the Board of Directors, but if you have any questions, please feel free to call me. Otherwise, if you will obtain the signatures of the six incorporators on the enclosed copies of the Articles of Incorporation and return three signed copies to me, I will see that they are filed with the Secretary of State of Minnesota, hence creating the Minnesota Zoological Garden Foundation.

Very truly yours,



William R. Hibbs

WRH/jh
cc: John Tilton
encl.

May 16, 1975

Mr. William R. Hibbs
2300 First National Bank Building
Minneapolis, Minnesota 55402

Dear Mr. Hibbs:

As I promised in our telephone conversation this morning, there is attached a list of the directors of the Minnesota Zoological Garden Foundation.

The names marked with an asterisk will also serve as incorporators.

We shall be grateful if you can proceed immediately with this matter.

I also know there is a small filing fee. Please send that to me at my home address.

Sincerely,

JET vc

John E. Tilton

May 16, 1975

Mr. William R. Hibbs
2300 First National Bank Building
Minneapolis, Minnesota 55402

Dear Mr. Hibbs:

As I promised in our telephone conversation this morning, there is attached a list of the directors of the Minnesota Zoological Garden Foundation.

The names marked with an asterisk will also serve as incorporators.

We shall be grateful if you can proceed immediately with this matter.

I also know there is a small filing fee. Please send that to me at my home address.

Sincerely,

JET vc

John E. Tilton

Reuel Harmon
14 High Road
Inver Grove Heights 55075

Larry S. Freeman
2581 Quebec Avenue
St. Louis Park, 55426

Firmin L. Alexander
1355 Lincoln Avenue 55105 , St. Paul

Robert H. Engels
1921 Humboldt Ave. So.
Minneapolis 55403

James Weiler
2413 Hayes Court
Burnsville 55337

John Tilton
5320 Malibu Drive
Edina 55436

Adolf Tobler
915 Edmund
St. Paul 55104

Mary Ann Scroggins
3222 St. Croix Trail So.
Afton 55001

Dr. U. S. Seal
9801 Pillsbury Ave.
Minneapolis 55420

Jerome Wagner
715 Park Avenue
Anoka 55303

Robert Kinney
RD1, Excelsior 55331

Rev. Alan W. Moss
21 S.E. Prince
Minneapolis 55414

G. Richard Palen
1473 Summit Ave.
St. Paul 55105

John McKay
2106 Caroline Lane
South St. Paul 55075

David Onan
235 Gleason Lake Road
Wayzata, Mn. 55391

DORSEY, MARQUART, WINDHORST, WEST & HALLADAY

5/14/75

2300 FIRST NATIONAL BANK BUILDING
MINNEAPOLIS, MINNESOTA 55402

JONATHAN VILLAGE CENTER
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1468 W-FIRST NATIONAL BANK BUILDING
ST. PAUL, MINNESOTA 55101
(612) 227-8017

WILLIAM R. HIBBS
(612) 340-2663

May 13, 1975

Mr. Donald D. Bridgwater
Director
Minnesota Zoological Garden
207 Veterans Service Building
St. Paul, Minnesota 55102

Dear Don:

Per our telephone conversation last week, I am enclosing herewith three copies of a revised page 16 to the proposed Bylaws of the Minnesota Zoological Garden Foundation, adding Article XI, which gives the Board of Directors of the Foundation the authority to delegate by writing the responsibility for day to day operations to an agent. If the enclosed addition is satisfactory, it should be added to the proposed Bylaws prior to their approval by the Board of Directors. If you have any questions with regard to the enclosed, please give me a call.

Very truly yours,



William R. Hibbs

WRH/jh
encl.

Bylaws, a resolution of the Board of Directors or of the members of this corporation, or an agreement or other proper corporate action, in effect at the time of the accrual of the alleged cause of action asserted in the threatened or pending action or proceeding in which the expenses were incurred or other amounts were paid, which prohibits or otherwise limits indemnification; or

(3) in the event there has been a settlement approved by the court, if the indemnification would be inconsistent with any condition with respect to indemnification expressly imposed by the court in approving the settlement.

ARTICLE XI
Appointment of Agent

The Board of Directors of this corporation may from time to time appoint an individual or a corporation as an agent to carry out the day to day affairs of this corporation, subject to review and approval of the actions of such appointed agent by the Board of Directors.

May 9, 1975

Dr. U. S. Seal
Room 205, Bldg. 49
V. A. Hospital
Minneapolis, Minnesota 55417

Dear Ulie:

The Minnesota Zoological Garden Foundation is in the process of being established for the purpose of being the organization which will have prime responsibility for raising gifts for the Minnesota Zoological Garden. You have been apprised of the discussions in the development of the Foundation over the past two months. A group of incorporators has met a number of times and has drawn up proposed Articles of Incorporation. The group of incorporators is John Tilton, Robert Engels, James Weiler, Larry Freeman, Reuel Harmon, Adolf Tobler, and I.

Members of the State Zoological Board have been informed of the development of the Foundation and the Board has agreed to cooperate with the Foundation in its broad purpose of being the chief fund raiser for the State Zoological Garden.

As one of the incorporators, I am inviting you to serve on the first Board of Trustees for the Foundation. I know of your keen interest in the formation of the State Zoological Garden. I hope you will be able to serve. I would appreciate it if you would let me know of your decision by Friday, May 16, 1975.

I will be looking forward to hearing from you.

Sincerely yours,



Firmin L. Alexander

Yes. Ulie

D R A F T

May 9, 1975

TO : Zoo Foundation Incorporators

FROM: John Tilton

Herewith is a draft of a sales pitch to prospective directors which I promised yesterday. Additions, deletions or changes should be telephoned to me (938-1943) or Vi Crawford at the Zoo Board (296-2426). Please give me these comments by Monday afternoon, if possible.

How would you like to become associated with the Minnesota Zoo movement. . . in a direct and practical way? We would like you to sit on the board of a new foundation designed to shape and stimulate the growth of this facility in the years ahead. . . into one of the world's finest zoos.

And, before you say "No", let me say two things.

First, I won't insult your intelligence by saying there will be no work involved, there will be. But, we don't think much work or much time will be required. Staff people are handling the routine. An Executive Committee will make week by week decisions. It is anticipated the board will meet four times a year to see how the program is unfolding and assist in its continued progress.

Our immediate goal is to raise some 2.3 million dollars in matching funds, grants and gifts to meet the legislature's offer permitting us to issue added construction bonds in that amount. This effort will be directed largely toward foundations. Later, perhaps a year or more away, we expect to launch a more broadly based campaign throughout Minnesota to fund successive phases of zoo construction.

What we need from you is some of your administrative experience in establishing a foundation and its program. . . plus whatever fund raising expertise you can provide. You will be one of 26 directors and your compensation will be

through participation in an exciting program making a real contribution to the people of Minnesota. . .a 26 million dollar facility unrivaled in the country.

(If they still say "No", ask them to recommend one of their associates with the kind of talents required to do this job.)

JT:jh

JRH

DORSEY, MARQUART, WINDHORST, WEST & HALLADAY

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1468 W-FIRST NATIONAL BANK BUILDING
ST. PAUL, MINNESOTA 55101
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WILLIAM R. HIBBS
(612) 340-2663

May 1, 1975

Mr. Donald D. Bridgwater
Director
Minnesota Zoological Garden
207 Veterans Service Building
St. Paul, Minnesota 55102

Dear Don:

Per our afternoon telephone conversation, I enclose herewith three copies of the proposed Articles of Incorporation of the Minnesota Zoological Garden Foundation, together with three copies of the proposed Bylaws of the Foundation. The Articles and Bylaws contain the changes recommended by the Minnesota Zoological Board Finance Committee yesterday and, in addition, pursuant to the request of Bob Bonawitz of your office after the meeting, the Articles have been changed to eliminate from lines 4 and 5 of Article II of the proposed Articles submitted yesterday, the words "to perform the functions of, and to carry out the purposes of . . ." thus leaving that part of the first sentence of Article II to read ". . .this corporation is organized and shall be operated exclusively for the benefit of the Minnesota Zoological Garden . . .".

As indicated by telephone today, if any questions arise with respect to the Articles or Bylaws during your meeting tomorrow, please do not hesitate to call me. Following the meeting, please contact me with a list of the First Directors and for the purpose of setting a meeting to commence preparation of the Foundation's exemption application.

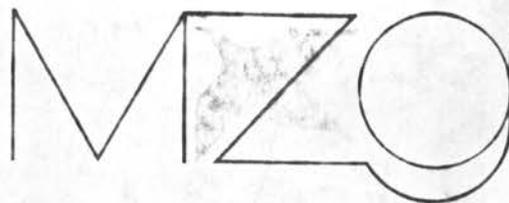
Very truly yours,

Bill

William R. Hibbs

WRH/jh
encl.

MINNESOTA ZOOLOGICAL GARDEN



March 14, 1975

MEMO TO: Richard Slowes, Office of the Attorney General
FROM: Donald D. Bridgwater, Director, MZG

SUBJECT: Fund Raising Programs for Minnesota Zoological Garden

I have been instructed by my Board to recommend the establishment of a private non-profit fund raising foundation. The primary purpose would be the implementation of fund raising programs and the chaneling of those monies to the Zoological Garden project.

We believe that this is necessary due to constitutional and possibly statutory restrictions regarding fund raising relative to departments of state government.

Toward this end, I would appreciate it if you could attend a meeting of our Finance Committee on Wednesday, March 19th, at 3:00 P.M., in our offices, to provide legal counsel relative to this situation.

Basic questions would include:

1. Legal restrictions on the Board relative to fund raising activities.
2. Source of legal counsel relative to establishing a foundation for this purpose, including whether state monies could be spent.
3. Possibility of Board members serving on such a foundation.
4. Any other problems which you can render judgment on relative to this structure.

DEPARTMENT ATTORNEY GENERAL*Office Memorandum*

TO : DONALD BRIDGWATER, Director
• Minnesota Zoological Board

DATE: 4/25/75

FROM : RICHARD S. SLOWES ^{RSS}
Special Assistant
Attorney General

SUBJECT: Relationship of the Minnesota Zoological Board to the
Proposed Minnesota Zoological Garden Foundation

As I will not be able to attend your meetings next week concerning the establishment of a Minnesota Zoological Garden Foundation, I want to clarify my position with respect to its relationship to the Minnesota Zoological Board and its members. As I have previously told you, I do not believe that the Board's statutory authorization extends to the creation of an independent, essentially private, non-profit corporation or foundation. Accordingly, I have said that the Board may not expend state moneys for the benefit or creation of such a foundation. In addition, I do not think that the Board or any of its members have the authority to act in an official capacity to control or run such a foundation. Although I have no problem with individuals who happen to be Board members also serving as officers or directors of such a foundation, again, I don't believe they can do so in an official capacity as Board members.

It has been mentioned that the University of Minnesota has just such a relationship with the University of Minnesota Foundation. Unfortunately, the analogy is inappropriate. The University of Minnesota is a unique state institution governed by its Charter and the Board of Regents, and, as such, is not subject to all the limitations imposed on ordinary state agencies.

I am hopeful that this does not present any insurmountable problems in the creation of the foundation, particularly with respect to the tax status under federal law. If it does so, I guess we had better discuss the matter as soon as possible after my return from vacation on May 5, 1975.

On a related matter, Mr. Tilton raised the question at the Finance Committee meeting on April 18, 1975, of whether funds already contributed and deposited in the zoological garden accounts might be refundable, for the purpose of directing them to the foundation. At the time, I said that I thought the answer would probably be in the negative. I have since discovered

Minn. Stat. § 16A.48, which establishes a procedure for refund of money paid into the state treasury "through error or under circumstances such that the state is not legally entitled to retain it" (A copy of that statute is attached hereto.) I am not certain whether the revocation of a gift would properly fall within that statute, but if the Finance Committee and the contributing foundation deem it advisable, they might submit a claim and see what the Commissioner of Finance does with it.

If you have any further questions on these or any related matters, please do not hesitate to contact me.

RSS/sg

Enclosure

078 V
52% COTTON FIBER
BROADBOND BOND
Community

JOHN E. TILTON
Mr. and Mrs. John E. Tilton
5320 Malibu Drive
Edina, Minnesota 55436
Minnesota, Minn. 55410

9 February 1975

Don Bridgwater:

Don...if you and the board approve the recommendations in the memorandum attached to this letter then I would suggest a meeting with Duncan Laidlaw, director of the new Methodist Hospital Fund.

Dunc is a great person and the most impressively knowledgeable of any professional fund raiser I've ever met.

More important, he and his wife are Zoo buffs...they did, I gather, a great deal of work for the Detroit Zoo before coming here and have volunteered to help us in any way ~~we~~ they can.

We will have to be a little careful in this area because we will, in many instances, be in conflict with the Methodist Fund objectives. But in the area of the kind of organization to set up and perhaps in our search for a director of the fund (should it come to that) he should be able to help us without compromising his current fund raising job.

You know, of course, that I felt forced to resign from his executive committee because I felt there was a conflict of interest in our two fund raising efforts.

I would suggest that you, Ace, Jim Weiler and Maryanne Scroggins (all of you or any of you) might arrange a half hour with Laidlaw at his office in the Methodist hospital, St. Louis Park. He's the kind of guy who can make our task seem easy.

John Tilton.