



Minnesota State Zoological Board.
Zoo-Related Organizations Files.

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Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

December 31, 1980

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Minnesota Zoological Garden

EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Mr. E. Peter Gillette, Jr.
President
Northwestern National Bank
7th and Marquette
Minneapolis, Minnesota 55480

Dear Peter:

Two of your associates have been recently identified to me as individuals who would be of great help as members of the Minnesota Zoological Garden Board of Directors. I am writing to you to inquire as to your reaction and hopefully your recommendation for approaching them in this regard.

Both Harold Webster and Paul Eisen have been suggested as individuals with great skills and abilities who could assist the Zoo tremendously in the fields of public relations and marketing. I have no idea as to their interest in the Minnesota Zoo. However, I would be pleased to have the opportunity to meet with them to discuss this challenge and opportunity.

The Governor of Minnesota appoints eleven persons to serve alternating terms of three years as a member of the Minnesota Zoological Board. Early in 1981, Governor Quie will be appointing four new members to the Zoo Board. Responsibilities would be to help establish policy and provide guidance for staff in the implementation of policies and programs. There would also be the opportunity to work with members of the Minnesota Zoological Garden Foundation and the Minnesota Zoological Society to implement their respective and related programs.

I would welcome an opportunity to visit briefly with you about the Zoo Board needs and certainly defer to your recommendation as to the best way to proceed.

Thanks for giving my idea your consideration. I am looking forward to visiting with you.

Sincerely,

Robert S. Voigt
Executive Director

RSV/dm

cc: Stanley J. Nelson

cc: E. Kohn ✓



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December 31, 1980

Handwritten notes:
D. Bender
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K

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EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Mr. Charles F. Murphy
Executive Director
Graco Foundation
60 Eleyenth Avenue N.E.
Minneapolis, MN 55413

Dear Mr. Murphy:

Our sincere thanks to you and your Foundation Board for their continued support of the Minnesota Zoo. Your continuing interest and support is helping to provide new exhibits and expanded programs for the visitors to the Zoo.

I am forwarding a copy of your letter to James Hetland, Chairman of the Zoo Board, and to Ed Kohn, General Director of the Minnesota Zoo. I am calling to their attention your Board's feeling about the Zoo's visibility and marketing results.

We would certainly welcome and opportunity to meet individually or collectively with you and your associates to discuss the Zoo's current status and proposed future efforts. Several exciting proposals are in the final stages of design and budgeting which will add to the many good features now existing at the Minnesota Zoo. Some of these will be prime discussion items during the next session of the Minnesota Legislature. The combined efforts of many dedicated individuals within our State are being directed towards the goals which you have so well identified. We all believe that these goals can be achieved with the continued support and involvement of many people like you throughout the entire State of Minnesota.

May I plan another meeting with you and your associates in order to show you some of these proposals and discuss some of these options we are considering? I will telephone you in the near future to see what we can arrange for the next visit.

Thanks again for your sincere interest.

Sincerely,

Robert S. Voigt
Executive Director

RSV/dm

cc: J. Hetland
E. Kohn ✓

GRACO FOUNDATION

60 Eleventh Avenue NE
Minneapolis, MN 55413

CHARLES F. MURPHY
Executive Director

Phone 612-378-6223

December 18, 1980

Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
1422 W. Lake Street, Suite 303
Minneapolis, Minnesota 55408

Dear Mr. Voigt:

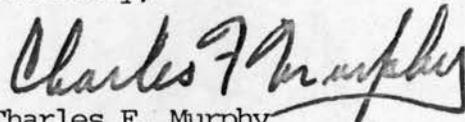
We have carefully considered your request for continued support of the educational programs at the Minnesota Zoological Garden.

The Graco Foundation Board had an active discussion on the programs and problems that are currently facing the Zoo. There was a feeling that efforts should be made to market the unique features of our Zoo and initiate higher visibility programs and events to attract more favorable public response and attendance. We believe that it is imperative that the Zoo demonstrates an ability to become more self-sufficient financially in the near future.

Our Board does recognize, however, the need for continuing support during these formative years while the Zoo is still searching for it's own identity. A \$2,500 grant in general support of the programs has been approved and the check is enclosed herewith.

We will watch with interest the events relating to the Zoo during the coming year.

Sincerely,



Charles F. Murphy
Executive Director

CFM:jd
Enclosure



12/31/80
RJ



Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

*Don / Nancy
copy
gd*

December 24, 1980

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Mr. Lawrence P. Hage
Assistant Program Director
WCCO Radio
625 Second Avenue South
Minneapolis, Minnesota 55402

Dear Larry:

Thanks for the chance to chat yesterday about the Minnesota Zoo and some of the opportunities which we are working on for future development.

I appreciate your suggestion that someone from the Zoo should be on one of your Open Mike talk shows. I will forward your recommendation to Ed Kohn, General Director of the Minnesota Zoo, for his awareness. As you proceed further in your programming, please let me know and I am sure that Ed would be delighted to respond to your invitation.

As I mentioned yesterday, we have an exciting building program that is in final stages for proposed development during the next decade. I look forward to sharing more information with you as these specific details are worked out and proposed budgeting schedules are determined.

Thanks again for your interest in the Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV/dm

cc: Ed Kohn ✓

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Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

December 8, 1980

Mr. James L. Hetland
Senior Vice President
Urban Development Department
First National Bank of Minneapolis
120 South Sixth Street
Minneapolis, Minnesota 55402

Dear Jim:

This letter is written as a follow-up of the Foundation's Executive Committee meeting on Friday, December 5th. President Nelson has asked me to forward these ideas to you.

First, it appears more urgent than ever that the Zoo initiate a positive, assertive public relations and marketing program to deal with the many positive examples of Zoo activities rather than continuing to be responsive or reactive and continually on the defensive. The Minda Proposal, dated November 4, 1980, which both Stan Nelson and Dick Gray, chairman of the Public Relations Advisory Committee have visited with you about, seems to be even more important and necessary. The Foundation Executive Committee encourages you to take the lead in implementing the concepts contained in this proposal. I'm sure that Mr. Minda would be very happy to meet with you and other representatives from the Zoo Board to discuss his recommendations in greater length. Also, the Foundation is not necessarily endorsing Mr. Minda but is highly recommending a program of this type. The Foundation continues to believe that this need must be met through yours and the Zoo Board's leadership.

Second, it is a Foundation Executive Committee recommendation that the ideas and proposals of John Tilton be a major discussion item within the Intergroup Committee. As you have appointed Dick Arndt and Herb Goldenberg to provide Zoo Board analysis and response by December 11th, it would appear that the Intergroup would not have an opportunity to participate at this time. However, it was the Foundation's Executive Committee's recommendation that this issue be seriously considered as a viable option to the continuation of the present separate relationships. The Foundation's Executive Committee believe that this issue continually is talked to but never resolved and therefore urges your action in this issue.

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Mr. James L. Hetland
December 8, 1980
Page Two

Third, it appears that the animal adoption program is receiving another new proposal for identification and program content. The Foundation Executive Committee urges you and the members of the Zoo Board to follow closely the development of this proposed Zoo benefits program and to insure that the title is specific and not general, that the title applies to the program intended and does not add more confusion or misinterpretation as to benefit or how funds are being used. All of these building programs impact on future development efforts of any kind on behalf of the Zoo.

Thanks, Jim, for the opportunity to bring these ideas to your attention. If you have any questions, please feel free to discuss your ideas with Stan Nelson, our President or any of the other members of the Executive Committee, or with me.

Kindest regards,



Robert S. Voigt
Executive Director

RSV/dm

cc: Executive Committee Members
Dick Arndt
Ed Kohn ✓
Herb Goldenberg
John Tilton
Dick Gray

P.S. The Tilton proposal being studied by the Arndt/Goldenberg Sub-committee also ties in very closely with the organizational relationship question that has been raised by the Society and the Foundation. Consequently, it would appear that the Engels/Reinhardt Sub-committee might want to reflect upon these proposals which do have a major impact on all of us.

cc: Robert Engels
Hazel Reinhardt



Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

November 26, 1980

Pat Tennesen
11934 168th Street West
Lakeville, MN 55044

Dear Pat:

It has been delightful to talk to you several times and to learn that your ex-stewardess' association may consider a gift to the Minnesota Zoological Garden Foundation to purchase an animal for exhibit at the Minnesota Zoo.

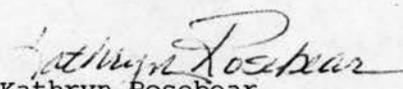
I have talked to Sandy Friedman, Acting Director of Biological Programs, at the Minnesota Zoo in regard to their plans for acquiring animals in the spring of 1981. Two planned purchases fall within the amount of \$800 to \$900 that you specified as a possible contribution.

The Zoo plans to acquire additional bison, or American buffalo, in the spring to add to the Northern Trail elk exhibit. These two species can cohabit the same exhibit area easily; the exhibit space itself is several acres in size and suitable for both grazing species. A male bison could be purchased for approximately the amount you are considering.

In addition, the Zoo also plans to acquire a large number of Southeast Asian lizards which would be released in the Tropics Building. Approximately 40 to 100 lizards could be purchased for the amount you specified. The lizards serve a valuable function in controlling insects naturally (pesticides cannot be used on the plantings as they would harm birds and animals) and also add to the "natural habitat" which the Tropics Building is intended to simulate. Though not confined to one exhibit area, the lizards would be visible throughout the building as they dart from one place to another or warm themselves on the rockwork.

If you would like additional information regarding the Zoo's plans for acquiring animals, please feel free to contact me and I'll assist in any way possible. If your group would like additional information on the Zoo, its programs and objectives, I'll be glad to provide copies of brochures and materials for your next meeting.

Sincerely,


Kathryn Rosebear
Administrative Assistant

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EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

cc Ed Kohn



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Foundation

November 24, 1980

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ROBERT S. VOIGT

Mr. James L. Hetland, Jr.
Senior Vice President
Urban Development and Legal Department
First National Bank of Minneapolis
120 South 6th Street
Minneapolis, Minnesota 55402

Dear Jim:

This weekend I had an opportunity to visit briefly with our mutual friend, Paul Hauge, an attorney who has his office on Highway 13 in Eagan. Paul is also president of the Northern Dakota County Chamber of Commerce. Paul said that he would appreciate the opportunity to be of help to you or the Zoo in any way that he personally could assist and certainly the Chamber of Commerce would welcome an invitation to assist in any way of marketing, promoting or working with any lobbying ideas which you had in process. Because the two of you know each other, I suggested that Paul call you directly and share this offer with you.

Hope there is some way that the Zoo can use this viable community resource.

Sincerely,

Robert S. Voigt
Executive Director

RSV/dm

cc: Stanley J. Nelson
Ed Kohn



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November 18, 1980

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EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Mr. David L. Duclos
Executive Director
The Medtronic Foundation
Post Office Box 1453
Minneapolis, Minnesota 55440

Dear David:

I have received your letter today of November 6 and thank you for sharing with us the latest of information about your interest in the Minnesota Zoo. We are obviously sorry that the financial support is not possible at this time but look forward to working with you on other areas of mutual benefit that will assist both of us in our basic programs.

I will forward a copy of your letter to Ed Kohn, General Director of the Minnesota Zoo and Dr. Kent Kane, staff veterinarian for the Minnesota Zoo. These individuals will be primarily responsible for the continuation of discussions which Ralph Waterhouse and I have had with you over the past couple of years. As we develop more specific things to share with you as to what is needed, we will be back to you in the near future.

Again, thanks to you and Shirley for your continued interest in the Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV/dm

cc: Ed Kohn ✓
Dr. Kent Kane
Ralph Waterhouse

*Ed - I'll follow up with
Kent for the next step.*



The
Medtronic
Foundation

November 6, 1980

Mr. Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
12101 Johnny Cake Ridge Road
Apple Valley, MN 55124

Dear Bob:

We have carefully reconsidered support of the telemetry program following our September meeting. Our review process included discussions with Dr. Kent Van Kampen, who directs our Physiological Research Laboratories, and Dr. Roy Testerman. We regret that in light of our funding priorities and limitations, and our evaluation of the program and what is needed to assure its success, we cannot offer financial support.

We would, however, be glad to consult with you on the program if you think we could be of any help in view of our interest and involvement in this area.

Our interest in the Minnesota Zoo remains strong and we, therefore, would welcome requests for support in other ways.

Very truly yours,

A handwritten signature in cursive script that reads "David Duclos".

David L. Duclos
Executive Director *sp*

DLD:sp

cc: Ralph Waterhouse

11/18/80
R

Foundation
X Brigid Hottel

September 2, 1980

Mr. David L. Duclos
Mrs. Shirley Peterlin
MEDTRONIC FOUNDATION

We have prepared a brief outline highlighting the Minnesota Zoo's telemetry program progress and needs in the immediate future.

As you may recall, the Minnesota Zoo is obligated by its objectives to provide an educational and recreational experience for its visitors, and conservation and research programs for its inhabitants. Utilizing the captive wildlife resource to its fullest potential saw the planning and construction of a truly unique zoological garden. The foresight of the founders has provided in the physical plant of the zoo the foundation of the telemetry program -- installed telemetry cables throughout, and a high quality animal hospital in which to carry out the surgical and post-operation care.

We now are in need of your support to see the telemetry program fully initiated.

Sincerely,

Ralph Waterhouse
Executive Officer

RW:gd

Att.

cc Bob Voigt, MZGF

TELEMETRY PROGRAM PROGRESS HIGHLIGHTS

- . May 1974 Groundbreaking for zoo
- . March 1975 Design and specifications complete for closed circuit television and telemetry hardwire system distribution
- . May 1974-1977 Telemetry hardwire distributed throughout the zoo
- . April 1977 to date Research into telemetry devices, implantation techniques, new technology
- . January - July 1978 Telemetry/computer development team identification of equipment
- . November 1978 First transmitters and receiver arrive and begin calibration
- . December 1978 Mr. Dave Duclos, Medtronics Foundation, visit
- . January 1979 Grant proposal to Medtronics Foundation
- . February 1979 to date One domestic goat implanted with temperature/activity transmitter
- . December 1979 Partial order of computer equipment arrives
- . January 1980 Mrs. Shirley Peterlin and Dr. Roy Testerman, Medtronics Foundation visit
- . March 1980 Balance of computer equipment arrives
- . March 1980 to date Development of a staff position for Animal Management/ISIS programmer/analyst
- . April 1980 to date Telemetry software development
- . May - August 1980 Re-evaluation of telemetry program implementation

TELEMETRY PROGRAM CURRENT NEEDS

- . Reimburse zoo capital emergency fund - \$25,000 (computer equipment purchase)
- . One-year veterinary services \$63,000
- . One Veterinarian, 2 vet techs 55,000
- . Veterinary supplies 2,000
- . Telemetry devices 6,000
- . Computer terminal (to be identified - estimate \$2,000)
- . Data recorders (hand-held portable units) \$5,000

TELEMETRY PROGRAM CURRENT NEEDS

.	Reimburse zoo capital emergency fund	
	Computer equipment purchase	\$25,000
.	One-year veterinary services	\$63,000
	One Veterinarian, 2 vet techs	55,000
	Veterinary supplies	2,000
	Telemetry devices	6,000
.	Computer terminal	
	(To be identified - estimate \$2,000)	
.	Data recorders (hand-held portable units)	5,000



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MEETING NOTICE

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EXECUTIVE DIRECTOR:

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TO: Board of Directors

FROM: Connie Deland, President

DATE: August 28, 1980

The following meetings are now set and I hope you will mark your calendars and attend when it is possible. Further information on the Foundation meetings will be mailed prior to the meetings.

- (1) SEPTEMBER 10, 1980 - 10:00 a.m., FOUNDATION NOMINATING COMMITTEE
(Executive Committee plus two), meet at the Foundation Office - to review objectives and establish direction prior to Annual Meeting in November.
- (2) SEPTEMBER 10, 1980 - 1:00 p.m., ZOO'S AUDIT AND FINANCE COMMITTEE
Board Room, Minnesota Zoological Garden, Apple Valley - to review proposed operating budget to be subsequently presented to 1981 legislative session. This information is an essential ingredient in justifying fund raising requests.
- (3) SEPTEMBER 22, 1980 - 1:00 p.m., ZOO'S EXECUTIVE COMMITTEE
Board Room, Minnesota Zoological Garden, Apple Valley - to review proposed capital construction and long-term development program to be presented to full Zoo Board meeting at 2:30 p.m., same day, and subsequently to legislature. This is the central information for the Zoo's case statement and basic to all Foundation fund raising efforts on behalf of the Zoo.
- (4) OCTOBER 7, 1980 - 3:00 p.m., FOUNDATION'S BOARD OF DIRECTORS
(place to be determined) - to review program proposals for implementation in the months ahead. Goal statement and objectives will be mailed ahead of the meeting, as well as program proposals for your consideration and action.
- (5) NOVEMBER 6, 1980 - 3:00 p.m., FOUNDATION'S ANNUAL MEETING
(place to be determined). New Board Members and Officers will be elected; adoption of 1981 program; and other business as applicable.

Also, during the next couple months, committees will be meeting to firm up recommendations for action programs in the months ahead. Your help is needed and greatly appreciated.



12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9010

JOINT EXECUTIVE & AUDIT AND FINANCE

&

MINNESOTA ZOOLOGICAL BOARD

September 10, 1980

Board Conference Room, Administration Building

1:00 P.M.

AGENDA

- I. Operating Budget (Biennium 1982-83)
- II. Revenue Structures (Includes Parking Fee)

The full Board will convene at termination of discussions at the Joint Executive/Audit & Finance Committee meeting. Final approval of the zoo request is required for September 15, 1980.

DETAILED BOARD MATERIAL TO FOLLOW.



12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9010

JOINT EXECUTIVE & OPERATIONS AND PLANNING

&

MINNESOTA ZOOLOGICAL BOARD

September 22, 1980

Board Conference Room, Administration Building

1:00 P.M.

AGENDA

I. Capital Construction Program

The full Board will convene at termination of discussions at the Joint Executive/Operations and Planning Committee meeting. The Governor's Office must receive the plan by October 3, 1980.

DETAILED BOARD MATERIAL TO FOLLOW.



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

August 8, 1980

To: Connie DeLand
Margee Kinney
Malcolm McDonald
Stanley Nelson
Dean McNeal
Firmin L. Alexander
John Tilton

From: ED KOHN

Re: MZGF Executive Committee Meeting Minutes - 7/22/80

I want to clarify to those Foundation Board members at the 7/22/80 Executive Committee meeting the circumstances of the \$5,000 check to Como Zoo which MZGF assumed was undelivered.

I am attaching a letter which accompanied the check to Como dated June 24, 1980. It was, per telephone conversation with John Fletcher, Director of Como, received shortly after June 24; however, Mr. Fletcher was on leave and the letter and check were buried in his incoming mail and only just found on this date.

The error involved was due to omitting to send a copy of the letter to the Foundation's office.



Chron
MZGF

12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612 432-9010

June 24, 1980

Mr. John Fletcher, Director
Como Zoo Park
Midway Parkway & Kaufman Drive
St. Paul, Minnesota 55103

Dear John:

Let us consider that the mails are simply slow. I delivered the enclosed check in spirit, if not in fact, to you at the Como Zoological Society annual meeting last fall.

If we keep waiting for one propitious time mutually agreeable to all our friends to deliver the real one, the check may wind up eventually as a museum display.

Our every good wish to you, to the zoo, and to the Society for success in meeting your worthy goals.

Sincerely,

Edward Kohn
General Director

EK:gd

Enc.

cc: MZGF (with apologies)
7-30-80



Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

July 10, 1980

ES
*Frank is a friend
and a neighbor.*
Bob

OFFICERS AND DIRECTORS:

CONNIE DeLAND
President
Minneapolis
MARGEE KINNEY
Vice President
Wayzata
MALCOLM McDONALD
Vice President
North Oaks
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GORDON ROSENMEIER
Little Falls
MARY ANN SCROGGINS
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SANDRA STOKESBARY
Minneapolis
JOHN E. TILTON
Hopkins

EX-OFFICIO MEMBERS:

ROBERT L. BONAWITZ
President
Minnesota Zoological Society
JAMES L. HETLAND
Chairman
Minnesota Zoological Board
EDWARD KOHN
General Director
Minnesota Zoological Garden

EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Mr. Frank Wright
Managing Editor
Minneapolis Tribune
425 Portland Avenue
Minneapolis, MN 55402

Dear Frank:

Just a short note to enclose a copy of a zoo story which appeared in the Lake Minnetonka Sun on June 18, 1980. I thought you might be interested in seeing Dick Gray's comments.

Another story about the Minnesota Zoo is also in the July, 1980, issue of Twin Cities magazine. Although the comparative approach is well-intended, the story leaves the door open for many similar opportunities to tell the positive side of all the great things happening at the Minnesota Zoo.

I will call you early next week to see when it might be convenient to get together to bring you up to date on the Minnesota Zoo. Thanks for your interest and consideration.

Kindest regards,

Robert S. Voigt
Executive Director

RSV:kr

Enc,

Zoo Foundation
K.

June 10, 1980

Braman-Doremus & Company
650 Baker Building
Minneapolis, MN 55402

Attention: Mr. Bill Wells

Dear Bill:

How can I say thanks enough for the tremendous job that you and Mary did for the Zoo Foundation and the whole Zoo organization in developing the Annual Report.

It was exceedingly well done. I've been passing out a number of copies and have had many many favorable comments on it-- both from a concept standpoint and a presentation standpoint. I think it was a superbly well done piece of work.

Your contribution of creativity, time and effort is greatly appreciated and I am sure that you have had a very favorable impact on all the Zoo oriented organizations.

Thanks again, Bill.

Best personal regards.

Cordially yours,

Tony Andersen
President

cc: Bob Voigt
Connie Deland
Ed Kohn ✓
James Hetland
Robert Bonawitz
Karla Williams

BRAMAN/DOREMUS & COMPANY
PUBLIC RELATIONS • ADVERTISING

WILLIAM S. WELLS
Vice President

650 BAKER BUILDING, MINNEAPOLIS, MN 55402 612-339-7123

1226 AF

cc
Connie Del. 7
Bob V.
Ed K
Jim H.
Zoo Francklin
Zoo Garden

June 12, 1980

Mr. Tony Andersen
H.B. Fuller Company
2400 Kasota Avenue
St. Paul, MN 55108

Dear Tony:

Mary and I much appreciated your kind note on the Zoo annual report. We much enjoyed working on the project and hope to be involved with the Zoo in the future.

The people in our office feel that the Zoo has a great many positive stories to communicate, and we will be available to help in any way we can.

Cordially,

Bill

William S. Wells

WSW:jjs

I thought you'd like to see
Bill's response - Hopefully
They can help us -
Tony



Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

Donations

May 23, 1980

OFFICERS AND DIRECTORS:

CONNIE DeLAND
President
Minneapolis
MARGEE KINNEY
Vice President
Wayzata
MALCOLM McDONALD
Vice President
North Oaks
STANLEY NELSON
Vice President
Minneapolis
DEAN McNEAL
Secretary
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ANTHONY L. ANDERSEN
Treasurer
St. Paul

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JOSEPH T. O'NEILL
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GORDON ROSENMEIER
Little Falls
MARY ANN SCROGGINS
Afton
SANDRA STOKESBARY
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JOHN E. TILTON
Hopkins

EX-OFFICIO MEMBERS:

ROBERT L. BONAWITZ
President
Minnesota Zoological Society
JAMES L. HETLAND
Chairman
Minnesota Zoological Board
EDWARD KOHN
General Director
Minnesota Zoological Garden

EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Judy Shirk
Apple Valley Jaycee Women
160 Hayes Road
Apple Valley, Minnesota 55124

Dear Mrs. Shirk:

Thank you very much for your donation of \$150 to the educational division of the Minnesota Zoo. We are sincerely appreciative of your thoughtfulness and help in this most significant segment of the Zoo's outreach program.

Please extend our sincere appreciation to all of the members of the Apple Valley Jaycee Women who have helped make this gift possible. All of you being members of the community undoubtedly have a closer appreciation for the many values and benefits of the Zoo. We believe that the educational program has been a significant contribution to the statewide awareness and enjoyment of the Zoo.

The Minnesota Zoo celebrated its second birthday yesterday, May 22nd. During the first two years, almost two million visitors have attended the Zoo. All of you through your enthusiasm and support are helping the Zoo to achieve its long-term goals.

Thanks again for your interest and fine donation. Please let me know if I can be of further assistance to you and the Apple Valley Jaycee Women at any time.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. Ed Kohn, MZG



Minnesota Zoological Garden Foundation

1422 West Lake Street, Suite 303 • Minneapolis, Minnesota 55408 • Phone (612) 827-3661

Foundation

May 20, 1980

OFFICERS AND DIRECTORS:

CONNIE DeLAND
President
Minneapolis
MARGEE KINNEY
Vice President
Wayzata
MALCOLM McDONALD
Vice President
North Oaks
STANLEY NELSON
Vice President
Minneapolis
DEAN McNEAL
Secretary
Mound
ANTHONY L. ANDERSEN
Treasurer
St. Paul

FIRMIN ALEXANDER
Apple Valley
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EX-OFFICIO MEMBERS:

ROBERT L. BONAWITZ
President
Minnesota Zoological Society
JAMES L. HETLAND
Chairman
Minnesota Zoological Board
EDWARD KOHN
General Director
Minnesota Zoological Garden

EXECUTIVE DIRECTOR:

ROBERT S. VOIGT

Mr. David Duclos
Medtronics, Inc.
3055 Old Highway 8
P.O. Box 1453
Minneapolis, MN 55440

Dear Dave:

I was sorry to receive the phone call today that informed me that another date would be preferable for our discussion of the zoo request. Both Ralph Waterhouse and I were looking forward to bringing you up to date on the many new and great things that are happening at the zoo. This year, attendance has been exceeding last year's actual attendance. New exhibits and facilities are being added this year which will make the zoo an even more exciting and meaningful experience for over one million visitors each year.

The Minnesota Zoo has one of the finest representational habitat exhibits in existence throughout the entire zoo world. A sound clinical health program demonstrates the zoo's commitment to effective long-term genetic custodianship. The Minnesota Zoo has contributed a unique animal data bank (International Species Inventory System) for the service of sustained reproduction of captive species. At the Minnesota Zoo and other zoos throughout the world, these characteristics and many others add to the tremendous program that exists now and is designed for future benefits.

Ralph Waterhouse and I are looking forward to meeting with you in the near future at your convenience. Thanks for your continuing interest.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. Ralph Waterhouse

I tried to phone you this morning but missed you. Looks like we have to keep trying but we aren't moving very fast. Please give me a call



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

Donations

K

March 17, 1980

Mr. Gilbert P. Goetz
Vice President - Public Relations
and Advertising
Investors Diversified Services, Inc.
IDS Tower
Minneapolis, MN 55402

Dear Mr. Goetz:

On behalf of the thousands of visitors who are finding the Minnesota Zoo a great place to visit, I am pleased to acknowledge receipt of your corporate contribution in the amount of \$2,500 which represents the first half of your 1980 pledge. Thank you very much for this great support.

Winter attendance this year has been ahead of last year. All the many special events and exciting activities taking place at the Zoo have attracted visitors beyond our projections. We are pleased with this response.

Enclosed is a copy of a recent Foundation newsletter which gives the summary of both last year's activities as well as references for things to come in the near future. Thanks again for your kind support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 4, 1980

Mr. N. A. Ostlund
Manager
Customer Relations
Northwestern Bell Telephone Company
200 South Fifth Street
Room 360
Minneapolis, MN 55402

Dear Mr. Ostlund:

It gives me great pleasure to acknowledge receipt of your company's draft in the amount of \$7,000 toward the Capital Development Program for the Minnesota Zoo. Thank you very much for your leadership and participation in the Foundation's Capital Development Program.

This winter has been a most exciting year for the Zoo. With the addition of cross-country skiing and new special events and activities on the weekends, the Zoo attendance is surpassing that of one year ago. The Zoo is also in the process of adding \$1.2 million of facilities and exhibits that have been underwritten by foundations and businesses such as you who find the Zoo a most valuable resource in our community. These new additions will expand the educational opportunities for the visitors to the Zoo.

If there is any special information you would like to have on the Zoo, please let me know. Thanks again for your continuing interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

March 4, 1980

Mr. Saul L. Kitchener, Director
San Francisco Zoo
Zoo Road and Skyline Blvd.
San Francisco, CA 94132

Dear Mr. Kitchener:

Thank you for the opportunity to visit with you yesterday and to briefly share with you information about my forthcoming trip to your area.

The National Society of Fund Raising Executives are holding their National Conference at the Sheraton-Palace Hotel on March 11 - 14. The Conference concludes at noon on the 14th. Enclosed is a xerox copy of the scheduled program for those three days.

I am pleased to learn that you have some time available on Friday afternoon, March 14th to visit with me about development. I also hope that Annette Lamont will be able to join us. I would like to share with you information about the program of development which is currently being directed by the Minnesota Zoological Garden Foundation for the Minnesota Zoo. The ideas or experiences which you can share with me on your programs will be greatly appreciated.

If you wish to contact me anytime between the 11th and the 14th, I will be at the Sheraton-Palace Hotel. I am looking forward to meeting you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

Edward Kohn

*Foundation
cc - orig to SF
gd*

DEPARTMENT MZG

Office Memorandum

TO : Ed Kohn

DATE: March 3, 1980

FROM : Dave Bender *Dave*

PHONE: #227

SUBJECT: FILES FOR PHOTO LAB

We have reached capacity in our current slide files. In order to continue our filing system and develop a permanent black and white photo file, we are in need of additional file cabinets. Due to the governor's freeze on ordering file cabinets, we need monies from the Foundation Emergency Funds.

See attachment.

*Dave
File for Emergency funds
E*

cc: Bev Rongren
John Perrone

DB/pc

PROPOSED FILE CABINETS FOR PHOTO LAB

Catalog used: Burnsville Printing & Office Products Catalog 1980

Page 57 - Lateral Files

Solid Front Units, designed for hanging folder filing.

Photo Lab needs two (2) of the following:

<u>Stock #</u>	
or SU-1203L5-18 (Black)	3 drawer lateral file, 39" tall, 45" wide, 185 lbs.
SU-1203L5-04 (white)	
	<u>each \$438.00</u>

TOTAL FOR 2: \$876.00

pc
3-3-80



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

JAN 31 1980

January 28, 1980

Kenneth Knopf
28 Halfway Road
Ocean Reef
Key Largo, Florida 33037

Dear Ken:

For your information, Ken, I checked with Dick Erickson and the Board Meeting of Correctional Services is scheduled for Wednesday, February 6, 1980, at 3 p.m. in the Soo Line Board Room.

I have also visited briefly with Ed Kohn and Jim Hetland about holding your proposed meeting on February 7 -- following a noon box lunch inter-Board coordinating meeting at Jim Hetland's office in Minneapolis.

The First Bank does have video equipment which can show Jeff Strate's film so we have reserved a room in the Human Resources Department on the 5th floor for the meeting around 1:30.

At this meeting we can discuss the Foundation's need for (1) visuals on the Zoo to promote the capital campaign, (2) Jeff Strate's films, (3) your suggestion, (4) the Zoo's resources and assistance and (5) next steps.

The Foundation has a Capital Campaign Committee meeting today, an Executive Committee meeting on Tuesday, and an Individual Gifts meeting on Thursday. Dick Gray has scheduled a Public Relations Advisory Committee meeting for February 11.

Looking forward to seeing you next week.

Sincerely,

Robert S. Voigt
Executive Director

cc: Connie DeLand
Jim Hetland
Ed Kohn ✓



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

K
wsp
Ray
90

January 16, 1980

Mr. William A. Strauss
Chairman of the Board and
Chief Executive Officer
Northern Natural Gas Company
2223 Dodge Street
Omaha, Nebraska 68102

Dear Bill:

I had mixed emotions today when I read in the Minneapolis paper the story about your forthcoming change in title and official responsibilities with Northern. However, I'm sure you are looking forward to some of these changes that are both natural those which will allow you to pursue some of your personal objectives as well. My best wishes to you in this new situation.

During the past several years, Bob Engels and I have mentioned on several occasions how much we appreciate the help which Northern provided to the Minnesota Zoo during its early stages of capital procurement. The Minnesota Zoo has made great progress and is looking forward to the future when the Minnesota Zoo will be more widely recognized as one of the leading zoos in the United States.

On several occasions when Jim Finnegan was in your Minneapolis office, we discussed the possibility of putting a story on the Minnesota Zoo in your Transmission magazine. This is even a better idea now with a track record of 1 1/2 years of great operation experience and new additions in process which will provide even greater dimensions to an already existing, fine facility. I would love to visit with you and Jim about this at your convenience. I am looking forward to visiting with you in the near future.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn

OFFICERS AND DIRECTORS: CONNIE DELAND, President, Minneapolis; MARGEE KINNEY, Vice President, Wayzata; MALCOLM McDONALD, Vice President, North Oaks; STANLEY NELSON, Vice President, Minneapolis; DEAN McNEAL, Secretary, Mound; ANTHONY L. ANDERSEN, Treasurer, St. Paul; FIRMIN ALEXANDER, Apple Valley; W. ANDREW BOSS, St. Paul; WALLACE C. DAYTON, Minneapolis; LOUIS I. GELFAND, Minneapolis; RICHARD G. GRAY, SR., Minneapolis; KATHY GRETSCH, North Oaks; REUEL HARMON, Inver Grove Heights; KENNETH M. KNOPF, Minneapolis; JOHN C. MCKAY, South St. Paul; CHY MORRISON, Wayzata; DAVID W. ONAN, II, Wayzata; JOSEPH T. O'NEILL, St. Paul; GORDON ROSENMEIER, Little Falls; MARY ANN SCROGGINS, Alton; SANDRA STOKESBARY, Minneapolis; JOHN E. TILTON, Hopkins;
EX-OFFICIO MEMBERS: ROBERT L. BONAWITZ, President, Minnesota Zoological Society; PATRICIA DAVIES, Vice Chairperson, Minnesota Zoological Board; JAMES L. HETLAND, Chairman, Minnesota Zoological Board; EDWARD KOHN, General Director, Minnesota Zoological Garden



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

✓ Edward Kohn

January 11, 1980

Ladd
90

Mr. Edward Rhodes
Vice President of Marketing
National Car Rental System, Inc.
5501 Green Valley Drive
Minneapolis, MN 55437

Dear Mr. Rhodes:

Thank you so much for taking time out of your busy schedule to meet with me and Ladd Conrad and visit about the Minnesota Zoo. We enjoyed the opportunity to share with you and Diane Ogg some of the successes and challenges of the zoo.

I know that your thoughts on some of the marketing questions which Ladd had will be very helpful to him in planning and accomplishing his marketing program. Your reference to Professor Dickenson of the University of Minnesota will undoubtedly lead to some very helpful assistance from that source.

For the Foundation, I am pleased to have your comments on the special programs and recognition events that you are aware of that have been successful for other community organizations. We believe that the individuals who are supporting the Minnesota Zoo also need to have this sort of appreciation for their kind support.

As I mentioned, we are in the assembly stage of what will perhaps be a major Capital Campaign later this year. As soon as more specific information is assembled on the case statement and supporting documents, I would be glad to share this information with you and perhaps discuss it in greater detail.

We sincerely appreciate your offer to consider the possibility of providing two passenger vans for use by the Minnesota Zoo for transporting visitors from the parking areas to the winter entrance and at other times there is need for transportation assistance on the zoo site. With over 1 million visitors to the zoo each year, if you are interested in any sort of recognition on the side of the van, you would certainly gain the attention and appreciation of many zoo visitors.

Mr. Edward Rhodes
January 11, 1980
Page 2

Again, thanks for allowing Ladd Conrad and me to share with you and Mrs. Ogg our enthusiasm and information about the Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Ladd Conrad
✓cc: Edward Kohn

P.S. If there is any corporate policy or preference that National Car Rental not be identified as the donor of these two vans, we would certainly be glad to comply with your preference. I know that several transportations companies and auto agencies in the Metropolitan area do provide vans of this type for a number of community projects. Each year, these vans move out of a fleet status for this form of community service and then are replaced annually through a revolving, on-going commitment of support. We would be extremely grateful if this idea might work out for the benefit of both of us. Thanks for your consideration.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

✓ Edward Kohn

January 11, 1980

Mr. Edward Rhodes
Vice President of Marketing
National Car Rental System, Inc.
5501 Green Valley Drive
Minneapolis, MN 55437

Dear Mr. Rhodes:

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Ed
There was no
request for
vans.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

January 2, 1980

files
BR
Account
EK

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, MN 55124

Dear Ed:

Enclosed is a copy of a letter which we received from Mr. D. W. Bangerter, Manager of the Cenex Foundation requesting a name change on the zoo's Donor Wall. This foundation has instituted a name change about a year and a half ago. We would like to have their recognition on the Donor Wall reflect the current name.

Thanks much for passing this request on to the appropriate person handling the re-listing.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

Cenex Foundation
1185 N. Concord St
So St. Paul 55075
451-5105

Mr. Edward Rhodes
January 11, 1980
Page 2

Again, thanks for allowing Ladd Conrad and me to share with you and Mrs. Ogg our enthusiasm and information about the Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Ladd Conrad
✓ Dec: Edward Kohn

P.S. If there is any corporate policy or preference that National Car Rental not be identified as the donor of these two vans, we would certainly be glad to comply with your preference. I know that several transportations companies and auto agencies in the Metropolitan area do provide vans of this type for a number of community projects. Each year, these vans move out of a fleet status for this form of community service and then are replaced annually through a revolving, on-going commitment of support. We would be extremely grateful if this idea might work out for the benefit of both of us. Thanks for your consideration.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

K

January 2, 1980

Mr. Charles F. Murphy
Executive Director
Graco Foundation
60 Eleventh Avenue NE
Minneapolis, MN 55413

Dear Mr. Murphy:

Thank you very much for your letter of December 20th and your check in the amount of \$2,500 representing continued support for the development program of the Minnesota Zoo.

One of the original goals of the zoo is to be self-supporting. Everything that is being planned and designed and implemented in the programs and activities at the zoo is directed toward this goal. In addition to the regular exhibits and activities at the Minnesota Zoo, the staff has instituted a series of special events and programs at the zoo to make the facility attractive and exciting for the visitor. It is our hope that this will also help increase attendance and work toward the objective of self-sufficiency. Enclosed is a newspaper article identifying these special events that are planned during the next two months.

There are many things "on the drawing board" right now that will add to the excitement of visiting the zoo and help the zoo toward its goals of providing great educational and recreational opportunities for the families of our community.

Thanks again for your great continued interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

✓ cc: Edward Kohn

GRACO FOUNDATION

60 Eleventh Avenue NE
Minneapolis, MN 55413

CHARLES F. MURPHY
Executive Director

Phone 612-378-6223

December 20, 1979

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

Dear Mr. Voigt:

Your request for funding the continued development of educational programs and completion of the Northern Trek exhibits at the Minnesota Zoological Gardens has been carefully reviewed at a recent meeting of the Graco Foundation.

The Board did approve an additional \$2500 grant and the check is enclosed herewith. 14-14

I might add that our Board expressed some concerns relative to the future ability of the Zoo to become self-supporting and will watch with interest for increased attendance by the public and financial stability in your operations before considering any future requests for support.

Sincerely,

Charles F. Murphy

Charles F. Murphy
Executive Director

CFM:jd
Enclosure

*\$2,500
check deposited
to savings 12/28/79
KV*

*12/31/79
R*





MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

January 2, 1980

Edward Kohn

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

Dear Lloyd:

On behalf of the thousands of visitors who are enjoying the zoo everyday, thank you very much for your continued support. We are pleased to acknowledge receipt of your check in the amount of \$25,000 which represents the third payment of your \$100,000 pledge.

Both your support and your participation in the many zoo-related programs means a great deal to us. We sincerely appreciate all the ideas and leadership that you have shared with the Society and the Foundation during the past several years. It is because of the personal dedication of people like you and the great help provided by many throughout our community that the zoo became a reality. We believe that the "surface has only been scratched" and that the years ahead will bring many new great opportunities and additions at the zoo for the families of our region and visitors to our area.

I'm sure you have heard of the zoo's current decision for the next stage of development of the Northern Trail. As these plans are finalized and the Foundation's program developed to seek support for these needs, I will get in touch with you and perhaps we can visit about these next approaches. Your awareness of the community and experience in similar programs would be of great help to us in designing and implementing our next Capital Campaign.

Again, Lloyd, our thanks for your great help and also our best wishes for the New Year.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

December 14, 1979

Mr. Paul A. Verret
Secretary
Mardag Foundation
1120 Northwestern National Building
St. Paul, MN 55101

Dear Mr. Verret:

Re: Grant #11-77

A most sincere thank you to the Trustees of the Mardag Foundation for their support in the Capital Improvement Program of the new Minnesota State Zoo. We are pleased to acknowledge receipt of your check in the amount of \$12,500 which represents the third payment of the grant authorized.

I appreciated the recent opportunity to provide current information on the status of the Minnesota Zoo to your associate, Nancy Harris. I also appreciate each opportunity to visit with you about current events and operating programs of the zoo. If you need additional information at any time, please let us know.

The Minnesota Zoological Board, at their regular monthly Board meeting yesterday, reached a decision on the next stage of proposed development for the zoo. Facilities and exhibits which will be added will have emphasis on the Tundra and Taiga community. The polar/marine exhibit will be a major facility on the development program. The preliminary concepts and design package were approved yesterday. The Zoo expects to have more detailed information within the next couple months. As this develops, I will try to keep you informed.

Kindest regards,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn



First Bank System

First Bank System, Inc.
1400 First National Bank Building
P.O. Box 522
Minneapolis, Minnesota 55480
612 370-5100

1126F
DEC 28 1979

K

December 27, 1979

Mr. Ed Kohn
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

I wanted to thank you for the invitation to join your session on December 13th. It would have been a good experience for me I am sure, however my schedule simply was not flexible enough to allow it.

While I am a little late for "Merry Christmas", I do wish you a great New Year and I look forward to working with you.

Sincerely,

Lloyd Brandt



DEPARTMENT MINNESOTA ZOOLOGICAL GARDEN

STATE OF MINNESOTA

Foundation
Office Memorandum

TO : Minnesota Zoological Garden Foundation Board

DATE: December 18, 1979

FROM : Ed Kohn, General Director

PHONE: 432-9010 x299

SUBJECT: TUNDRA COMMUNITY DEVELOPMENT

Per Bob Voigt's recommendation, I am transmitting a copy of the Tundra Community Development presentation which was the subject of the Minnesota Zoological Board meeting on December 13, 1979.

gd

quinto *SAT 1-3-80* *See memo* *X* *rec'd* *MZGF*
2 1979

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION Capital Funding Study

Summary of decisions at 12/27/79 meeting of Ed Kohn, ✓ Connie DeLand, Bob Voigt, and George Doty.

- 1) Before MZGF Board meeting January 8 (NW Bank Mpls Committee Room A, 3 pm), CWS Co. will provide Bob Voigt with a revised list of prospective interviewees for his and Board review. Final list should emphasize leadership and giving prospects in the larger community. No State Legislative or Executive officials to be interviewed unless and until CWS Co. is instructed specifically otherwise. CWS Co. will provide MZGF with a draft letter, to go to prospective interviewees, from Mrs. DeLand.
- 2) Facts-package materials still needed for interview process:
 - a) Year-by-year capital funding needs (MZG to provide).
 - b) Reduced copies (+ 2 large prints) of new site plan (MZG to provide).
 - c) Project list per sketch using "thumbnail" photos/sketches of added or relocated animals/new facilities (MZGF/MZG to provide).
 - d) Brief case statement based on Mr. Kohn's reports and highlighting successes in education, attendance, etc. (Mary Weber of Braman/Doremus is preparing).
 - e) Revised Zoo facts page (Braman/Doremus).
 - f) One-page chart, with capsule descriptions, of Zoo + Foundation + Society et al. (Bob Voigt).
 - g) One-page financial summaries on Zoo + Foundation + Society (Dick Arndt of MZG Board is preparing)

CWS Co. can assist as needed with producing the facts package but would be compensated for its service in this, as outlined in Mr. Currie's Nov. 6 letter to Mrs. DeLand, at the rate of \$400/day.

- 3) Our position in the interview process will be that the entire \$5.6 million will have to be found in the private sector; the State's future role will be in operational funding.
- 4) Mr. Voigt's informal memorandum of December 12 (copy attached) was shared with those present.
- 5) No letters will sent to prospective interviewees until the materials cited above are available; it is hoped they can be completed within the next several weeks.

GD
George Doty

cc: Andrew C. Currie
12/27/79

The Foundation respects and appreciates the great effort and personal energy and dedication that has gone into analyzing zoo policy and determining future development options that best fit into the objectives and guidelines as adopted by the Minnesota Zoological Board.

The Foundation is also supportive of the belief that the best zoo is one that offers the visitor a continuing high standard of excellence; and supports the General Director's statement that development targets should be identified only to the extent of effective creativity and discipline. This target level also needs to be effectively coordinated with external levels of community interest and potential levels of financial support.

The Foundation is aware of the local environment in which needs and options to meet these needs have been considered. Operations during the first year and one half of the zoo's existence have been in the "spotlight" created by the media and visitor impressions. The Foundation concurs in your observation that much more success and benefit have resulted during this period of time than has been credited to the zoo.

The Foundation also recognizes, from its position as fund raiser for the Minnesota Zoological Garden, that certain informational standards must be met in order to secure the levels of financial support that you have identified today as basic development recommendations and costs. The proposed project's descriptions are well described - statements are harmonious with the zoo objectives and guidelines - the material assembled for today's meeting is a tribute to the leadership that Ed Kohn is bringing to the discussion of the zoo's future development opportunities.

The Minnesota Zoological Garden Foundation is anxious to assist in seeking private sector funds that will help the Minnesota Zoological Garden in its next stage of development. We look forward to working with you the Board, and Ed and his staff in getting on with the job ahead.

The Minnesota Zoological Garden Foundation believes the immediate future presents a good period of time to meet with community leaders, representatives of foundations and corporations, and individuals to present our case for support. Corporate earnings appear to be at a very high level this year. Philanthropy is a growing sector of our community. Individuals are seeking opportunities to participate both in a leadership capacity as well as a financial underwriting source in successful growing community programs. In order for us to successfully compete with the many good organizations in our area that are seeking the philanthropic dollar, we need to have the best possible case statement describing not only needs but the rationale and justification in support of that need.

The Foundation recommends first of all a building program "on" the material presented today - a building program that develops the support information and justification that has to be documented in order to get the successful consideration from the donor community.

This proposed information building program is to develop a justifiable case statement that can be spoken to by Capital Campaign leaders and information which can be delivered to corporate and foundation staff for their analytical consideration. Financial analysis which goes beyond a needs list is an absolute necessity.

The proposed case statement should also include answers to many variations of the question, "Why?". Why are these additions needed? Why is the private sector being asked to support this expansion program? What effect (detailed) will it have on attendance and operating income? What is the basis of or who made the analysis of impact on present operating statement and how were the conclusions reached? Where will the increased attendance come from? Who will use the expansion? What impact will these additions really have on operating budgets - both dollar wise and percentage wise of the total budget? Extend the operating statement on a year-by-year basis and show the impact! How will the private sector support enhance legislative support? Some of the desired future expansion areas have been identified - what will be the next stage of capital development and how soon will the zoo be coming back to the private sector for support? These "why" questions and many like them need to be addressed as soon as possible.

The Foundation Board members and Campaign Committee members will be representing the Zoo Board and the zoo to our community. We look forward to this opportunity. We also look forward to participating in the preparation of material that will help all of us answer more effectively the operational effect questions which we know will be asked in response to our appeal for development support.

The Foundation currently has a contract with the C. W. Shaver Company to assist in the preparation of a fund raising feasibility and procedural study. Based upon their assistance to date, the next step would be to draw together the necessary information for validation of the needs and preparation of the case for funding. Then, when they are in a position to discuss the zoo's plans and requirements in a knowledgeable manner, they would interview, (confidentially) some 50 - 70 trustees, public officials and corporations, foundations, and community leaders who may be considered as key prospects for leadership activity and/or significant gifts. Based upon responses received, the Shaver Company would be in a position to develop the concept, strategy and specific plans for the implementation of a total financial development and fund raising program including dollar objectives, leadership requirements, timing and duration, staff and/or professional assistance requirements and estimated costs---in short, to pinpoint the goals and to draw the road map to get there. The Foundation staff has assembled a tremendous amount of information on prospects and stands ready to participate in the implementation of this Capital Campaign. The Foundation Board is also ready to lead in this effort.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

December 6, 1979

K

TO: Connie DeLand
Margee Kinney
Malcolm McDonald
Stan Nelson
Dean McNeal
Jim Hetland
Ed Kohn ✓

FROM: Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

Thought you might like to have a copy of my notes which attempt to summarize our meeting on November 30, 1979.

SUMMARY OF IDEAS REVIEWED

at the

INFORMATION MEETING

November 30, 1979

Those attending: Connie DeLand, Margee Kinney, Malcolm McDonald, Stan Nelson, Dean McNeal, Bob Voigt, Jim Hetland, Ed Kohn.

Meeting location: Conference Room adjoining Jim Hetland's office, First National Bank of Minneapolis, meeting from approximately 8:30 a.m. until 10:00 a.m.

Connie DeLand thanked the group for getting together to discuss the various ideas and needs for information as identified by the Foundation for its proposed Capital Campaign.

Dean McNeal stated that currently, in his opinion, the proposed Campaign is clouded with a great PR disadvantage. There is need to persuade the papers and other media to tell the best story possible to the public and to avoid sensational situations or problems. There is greater emphasis needed for the realization of the quality experience at the Zoo. Dean also stated that there is great for information as to what the impact will be resulting from the proposed expansion, what operating costs will be covered and detail this information and what real benefit will accrue to the Zoo.

Jim Hetland stated that the additional costs will be covered by the projected 220,000 additional visitors to the Zoo each year. Ed also stated that each five percent increase in attendance will probably increase the Zoo's self-sufficiency by two or three percent.

Stan Nelson raised the question, Do we really know where the additional increase in attendance will come from? Who made this study to come up with this sort of conclusion?

Jim Hetland restated that the operating cost base is currently guaranteed by the State and only capital costs are needed from the private sector.

Malcolm stated that this is only for the current biennium. Who can say that this is an on-going, underwritten guarantee? Also, Malcolm identified a need for more positive support from legislators and asked the question of, How do we get it?

Ed responded that Ashback Kirchner and Humphrey are very supportive. They are leaders among the legislative support.

Stan Nelson asked how this could all be weaved into a series of articles of positive support for the Zoo.

Ed stated that the National Geographic, Smithsonian magazine and others are all working on a series of articles to come out during the next year.

Malcolm stated that he believes there is a very definite need to shape a program which will indicate that the Zoo will be calling on the legislature in lessening amounts in the years ahead. Demography is a basis on which future projections should be based in order to gain more credibility. Malcolm also stated that there is a need for other experts in the Twin City area to aid in the planning and add credibility to the results. He mentioned such firms as Arthur Anderson and Company (Dick Arndt), Peat, Marwick, General Mills, Pillsbury and others that are in the cities that have a strong marketing research department. Jim Hetland added that Honeywell or Dayton Hudson or Metro Council might be able to add input to this analysis. Malcolm stated that having firms such as this do a study would add not only a credible element in the analysis because of their community leadership, but also would be a pre-conditioning for future support. It would also help in the legislative relationship too.

Stan Nelson stated that information is needed somewhere between Andy Currie's suggestion for a case statement and Jim Hetland's position on current information.

Margee Kinney stated that our community, through its past experience as well as current involvement, wants to pour dollars into good projects.

Malcolm stated that the Zoo should state that these additions will provide an opportunity to lessen the amount of funds needed each year from the State. No other State program can make that statement. We have to show what a great worthwhile project the Zoo is and talk to the appeal that it has. This is a positive situation that we have to use. We need to show that the increased numbers of exhibits (expansion) will increase the numbers of visitors, dollar return, etc. We should somehow point out and emphasize the increased business activity in the area as a result of the Zoo. This plus position should also help in the legislative contact. Also, the press should pick this up as a good investment. The future must be shown as sound, credible in operations and providing great benefits.

Ed stated that he and his staff are currently working on a ten year program which will show future developments and needs in the \$20 million addition range.

Jim Hetland stated that he thought it was important to show that this current campaign will complete the Zoo.

Dean stated that he thought it would be important to have press conferences to emphasize the strengths of the Zoo but certainly not on December 13th when future plans are being reviewed. There is a need to wait until agreement has been obtained and a positive program established.

Margee suggested that maybe more time is needed in order to build credibility in the community. Perhaps the decision to start by no later than June, 1980 is too soon.

Jim Hetland agreed that we don't want to start with only a marginal success possible.

Dean stated that we all have to be in agreement on the needs and understand the benefits.

Jim Hetland stated that the information will be assembled and presented to the Foundation at the Zoo Board Meeting on December 13th. It will then be up to the Foundation to respond and to tell the Zoo what further needs the Foundation has in order to proceed.

Malcolm stated that our planning period will cover a major period of time too. The Foundation will need time to assemble its committee, secure leadership and develop its tactical schedule.

Jim Hetland stated that this year, corporate profits are high so it should be a good time to initiate the Foundation's Capital Campaign.

Dean suggested that Dick Gray's Public Relations Committee could help.

Jim Hetland stated that he would try to work toward getting operating projections and supporting information assembled through a five year period of time rather than just the current biennium. However, he suggested excluding information relating to the operations of Zoo Ride. Ed stated that he would need time to consider this proposal.

Stan Nelson stated that the real question facing the Foundation is certainly the one which will be asked in an attempt to justify this campaign is; "What is the payback? What attendance will result? Where will these people come from? Do we really have a good ideas that these proposed increased will increase attendance?"

Malcolm suggested that in these proposed additions that certain "stops" be built in so that if these goals are not achieved that the additional programs will be reviewed prior to continuing.

Margee suggested the need for planting the idea of a long-term building program - and at the same time trying not to scare the potential donors with a big project.

Malcolm stated that if properly approached, there are many individuals as well as corporate sources and foundation trustees who will make a place for Zoo support in their future financial planning.

Jim Hetland summarized the meeting as follows: 1) The Zoo recognizes its primary position to identify development needs and obtain agreement from within its Board. The Zoo will provide more meaningful financial analysis and projections including five year operating information. The Zoo will review the approach toward making a credible market analysis of these proposed additions and their impact, increased attendance, payback and other benefits. Current discussion is under way as to improving the community perception and image through special media features and press coverage. It seems that the immediate direction should only attempt to show current capital needs of approximately \$6 million rather than the long-range potential shopping list of around \$20 million.

2) The Foundation will encourage its Board members to attend the December 13th meeting of the Zoo Board. This meeting will include a special presentation of the Zoo's proposed Capital Building Program. The meeting will probably also include a walking tour of the proposed development area. After this meeting, the Foundation will subsequently determine what additional needs (if any) and report this need back to the Zoo Director and the Zoo Board Chairman. The Foundation will concurrently be working on its strategy and structure to build a Campaign Committee, secure leadership, establish timelines and initiate activities needed to initiate this Capital Campaign.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

noted K

December 5, 1979

Mr. Bob Carter, Jr.
President
Bob Carter Ford, Inc.
Highway 110 and South Robert Trail
Inver Grove Heights, MN 55075

Dear Bob:

Thanks for the chance to visit with you today about an idea which has been submitted to me from Ed Kohn, General Director of the Minnesota Zoological Garden.

Mr. Kohn has identified a need for a courtesy car or Club wagon type vehicle which can be used as kind of a shuttle bus to bring Zoo visitors from the outer reaches of the parking lot up to the main entrance of the Zoo building. This type of service would be extremely valuable during the winter season or in other times of the year during inclement weather. The Zoo does have a "drop off" area available at the main entrance but when the driver of the automobile parks the car, the driver has in some instances, a fairly good distance to walk.

The idea which I discussed with you briefly today is wondering whether or not the Twin City Ford dealers could collectively sponsor a Chateau Club wagon or Super wagon vehicle which would be located at the Zoo and used as a taxi service vehicle. It would be possible to have a logo or some other type of identification on the side showing that the courtesy van has been provided by the Twin City Ford dealers.

There is also the possibility that the van might be used within the Metropolitan area for an occasional business trip or staff-related project. The exact or limited nature of the use of this vehicle has not been solely determined but it would be basically used for Zoo-related purposes.

We would appreciate your taking the lead in this inquiry and pursuing this request with your affiliated Twin City Ford dealers.

Mr. Bob Carter, Jr.

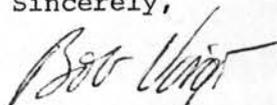
-2-

December 5, 1979

If there is additional information which we can share with you or other information about the Zoo which would be helpful in your deliberation, please let me know and I will be glad to secure the information for you.

Thanks much for taking the lead on this inquiry on our behalf.

Sincerely,

A handwritten signature in cursive script, appearing to read "Bob Voigt".

Robert S. Voigt
Executive Director

cc: Edward Kahn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

December 4, 1979

Mr. Paul M. Olson
Executive Director
Charles K. Blandin Foundation
Room 203, First National Bank Bldg.
P. O. Box 530
Grand Rapids, MN 55744

Dear Paul:

On behalf of the thousands of visitors who have already been to the Zoo and enjoyed this great new resource and thousands who are going to be coming in the years ahead, thank you very much for the support which the Blandin Foundation has granted to this initial development phase of the Zoo. Your check for \$75,000 arrived today and we appreciate your generous and meaningful contribution.

We have just completed an assembly of numbers for both the Foundation and the Zoo for the fiscal year ending June 30, 1979. Enclosed are copies of this brief statement. I hope that this information will be helpful to you to see both the progress which the Zoo is making and the application of funds for the total Development Program. Also enclosed for your reference is a summary statement which includes attendance figures for the first year. This year's attendance is ahead of this year's projections so we are looking forward to another good year.

Enclosed is a copy of a letter from Ed Kohn to the Zoo Foundation in which Mr. Kohn describes the Zoo's current Development Program. If you would like to have a more detailed listing of how these funds have been applied, please let me know and I would be glad to furnish this information to you.

Kindest regards,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

cc: J. R. Oppenheimer
✓ Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

SPECIAL NOTICE

TO: ALL BOARD MEMBERS
FROM: BOB VOIGT
DATE: NOVEMBER 30, 1979

JIM HETLAND, CHAIRMAN OF THE MINNESOTA ZOOLOGICAL BOARD,
HAS EXTENDED A SPECIAL INVITATION TO ALL FOUNDATION BOARD
MEMBERS TO ATTEND THE NEXT ZOO BOARD MEETING, THURSDAY,
DECEMBER 13, 1979, AT 10:30 A.M. AT THE MINNESOTA ZOOLOGICAL
GARDEN.

A SPECIAL PRESENTATION WILL BE GIVEN ON THE ZOO'S
PROPOSED CAPITAL DEVELOPMENT PLAN.

OUR ATTENDANCE AT THIS MEETING AND PARTICIPATION IN THE
DISCUSSION OF THE PROPOSAL IS MOST IMPORTANT IN OUR PREPARATION
FOR A CAPITAL CAMPAIGN. I URGE YOUR ATTENDANCE AT THIS MEETING.

PLEASE CALL THE FOUNDATION OFFICE, 457-2579, TO CONFIRM YOUR
ATTENDANCE.

RSV:pb



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

November 29, 1979

Mr. Frank A. Thorpe
President
James R. Thorpe Foundation
2050 Dain Tower
Minneapolis, MN 55402

Dear Frank:

I am extremely pleased to acknowledge receipt of your Foundation check in the amount of \$2,000 and your commitment to help support the Library Book/Periodical Fund Program at the Minnesota Zoo. Your interest in this project and your support of the valuable resource area will mean a lot to the staff and also to the many visitors to the Zoo each year.

Many visitors to the Zoo are primarily aware of the recreational side of the Zoo and the enjoyment they receive from visiting the many exhibits. We are attempting to expand this interest in the zoological field through the education programs that are being offered to school children and by the many forms of resource material available to those who wish to spend an extended visit at the Zoo.

Ed Kohn, General Director, and Beverly Rongren, Associate Director for Education and Visitor Services, join with me in expressing our thanks to you and your Trustees for this support. We believe that our community has shown great interest in the Zoo and it is always gratifying to receive letters like yours which reaffirm our belief that there are lots of people in our state that like the Zoo.

I treasure my friendship with you and Sam and look forward to becoming better acquainted with the other members of your families and of the Foundation.

Kindest regards,


Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Edward Kohn

K

JAMES R. THORPE FOUNDATION

2050 Dain Tower

Minneapolis, MN 55402

November 28, 1979

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

Gentlemen:

The James R. Thorpe Foundation is pleased to enclose a check for support of your programs. The Board of Directors recently met and have allocated these monies to you. If you have any questions please contact us at your convenience. These monies are to be used for proposal No. IX, Library Book/Periodical Fund, as per your proposal dated November 21, 1979.

11/29/79
R

Sincerely,

Frank A. Thorpe
Frank A. Thorpe
President

Enclosure
FAT/dmp

Dear Bob -

*Thanks for your proposals - Good
Luck and keep up the good work. It
seems that lots of the Thorpes like
the Zoo - Warm Regards*

*Check deposited
11/29/79
\$21,000.00*

Frank



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

November 28, 1979

Mr. Jack W. Nichols
Director of Communications
Sperry Univac
P.O. Box 3525
St. Paul, MN 55165

Dear Jack:

We are delighted to acknowledge receipt of your Sperry Corporation check in the amount of \$500 representing payment of your pledge to the Foundation for 1979. Thank you very much for your continued support.

This first year has been a most exciting year for the Zoo. During the first twelve months, over 1 million people visited the Zoo. Also, during that same period of time, approximately 116,000 school children visited the Zoo on one of the educational programs for them. The community response has been very good and we're looking forward to this increasing and growing in the years ahead.

There are several programs through the Zoo which might be of interest to you and the employees of Univac. These involve special events activities, on-site programs and also purchase of group discount tickets which may be sold or distributed to your employees. If I can be of any help providing you with more information about any of the Zoo programs or goals, please feel free to contact me.

Thanks for your continuing interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

November 28, 1979

Mr. D. W. Bangerter
Manager
Cenex Foundation
1185 North Concord Street
So. St. Paul, MN 55075

Dear Mr. Bangerter:

We are very pleased to acknowledge receipt of your check in the amount of \$2,500 representing the fourth payment of your five-year grant on behalf of the Minnesota Zoo. Thank you. Your support means a great deal to us and to the thousands of visitors to the Zoo every day.

During the Zoo's first year of operation, over 1 million people had an opportunity to visit this new facility. The response to the education program has also been very good with more than 116,000 students participating in some of the on-site activities during the first 12 months of the Zoo's program. Additional exhibits are planned and some of them are being added at the present time. The monorail is now operating and the Zoo is attaining some of the goals that were originally conceived.

Again, thanks for your support. Please let me know if we can be of any help to you and your organization by providing more information about the Minnesota Zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

NOV 16 1979
Routed to
Mgmt
Dep.

K

November 15, 1979

Mr. Gilbert P. Goetz
Vice President -
Public Relations and Advertising
Investors Diversified Services, Inc.
IDS Tower
Minneapolis, MN 55402

Dear Mr. Goetz:

We are delighted to receive your letter dated November 9, 1979, informing us of your 1980 commitment of \$5,000 to the Minnesota Zoological Garden Foundation. Thank you for this expression of confidence in the zoo and the goals toward which it is striving.

In spite of the first year's attendance falling short of the projected goals, the zoo is still the top community attraction as far as numbers of visitors during this past year. The Zoo Foundation has recently authorized a conveyance of \$1.2 million to the zoo for adding additional features and facilities, many of which are in process right now and others which will be completed for the 1980 visitor year. We are also considering several possibilities for introducing a major community capital support program this next year. We will keep you informed as all of our ideas come together on this proposal.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn

NOV 19 1979

INVESTORS DIVERSIFIED SERVICES, INC. ♦ IDS TOWER ♦ MINNEAPOLIS, MINNESOTA 55402

GILBERT P. GOETZ
VICE PRESIDENT - PUBLIC RELATIONS & ADVERTISING

November 9, 1979

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth Ave. E.
Suite 218
W. St. Paul, MN 55118

Dear Mr. Voigt:

We are pleased to advise you at this time that the Minnesota Zoological Garden Foundation will be included in the IDS 1980 corporate contributions budget. Our contribution will be in the amount of \$5,000.00 and will be paid in two installments: \$2,500.00 in March and \$2,500.00 in July, 1980.

Our best wishes for a prosperous year.

Sincerely,

Gilbert P. Goetz
1/11/80

GPG/mlk

11/15/79
R



12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9010

October 18, 1979

To The Board of the Minnesota
Zoological Garden Foundation

Late last week I learned, to my great distress, that a number of Foundation Board members believe that it was I who at the last minute caused cancellation of your Board meeting on September 20. To the contrary, I and my staff were looking forward with interest to a needed strategy discussion on the development program.

I had arranged for our public relations work on that day's monorail opening to be completed by early afternoon so that I could be clear for the meeting.

When I received word at noon that the meeting had been cancelled by the Foundation I called Bob Voigt immediately and encouraged him to advise any who might not yet have been contacted (and any that might be recontacted) that I would still welcome them to the Zoo for the afternoon and that I would guarantee to each an interesting and rewarding visit. We had hoped that, if your agenda had permitted, the Board would ride the monorail with us and look (in the daylight this time!) at the prospective Northern Trail exhibit sites so that joint discussion of options could be more meaningful. I expressed to Bob my concern that any of you who had seized time from crowded schedules for the meeting might be disheartened to find your commitment to be for naught.

As you may know I have welcomed every chance to tour with you at the Zoo. My interest derives from the simple logic that if you are to advocate the Zoo's development it should be essential sooner than later that you be provided a personal basis for informed enthusiasm.

Consistently since January my staff and I have worked for a strong and productive relationship with the Foundation in the service of our objectives. Our actions that attest to this commitment have ranged from the effort to involve your Board thoroughly in the consideration of development goals and strategies in March and April, to repeated service to your staff and

ci (Foundation)
10/18 mailed (handwritten salutation to Foundation Bd. copy to Hetland by)
10/20 mailed to balance of Foundation members (EK)

To The Board of the Minnesota
Zoological Garden Foundation
October 18, 1979
Page 2

consultants as requested, and to our enthusiastic service to the Foundation's guest evening at the Zoo on September 10. Such actions I can guarantee.

What I cannot guarantee is that Zoo development decision-making can compose into a simple "ask-for-it" matter. It is not simple. Among other issues, since February I have repeated at every meeting with you that the shadow of the Monorail would loom over our efforts and may be ignored only at the cost of our most precious commodity--credibility, that I believe we have invested effectively in this year.

What we have presented thus far are the total costs of Northern Trail completion. What we are continuing to do, as expeditiously as is possible, is to consider credible options within the total program based on evolving realities. The only thing that remains simple is the final product: an enjoyable and enlightening discovery of the beauties of our natural kingdom by increasing numbers of citizen customers.

I would not have come here in January were it not for the apparent strength of citizen commitment to our Zoo. I knew the task would be tough and complex. But I believed in the viability of the Zoo itself and that we could, as we have, achieve a solid base on which to build made up of a visiting citizenry who would enjoy the place deeply and thus commit to it.

That formula should apply no less to each of you. You may continue to count on me to respect and encourage your informed and spirited service to our good cause.

Sincerely,

Edward Kohn
General Director

EK:bd
cc: James Hetland



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

OCT 4 1979

K

October 2, 1979

Mr. Jon Pekel
Director of Corporate Responsibility
Green Giant Company
Hazeltine Gates
Chaska, Minnesota 55318

Dear Jon:

Thank you for your current letter which informed me of the recent meeting of your company's employee Corporate Council. I appreciate the many opportunities you have for support and also the change that has taken place because of your recent merger with the Pillsbury Company.

We have received generous support from the Pillsbury Foundation and appreciate the interest and leadership which they have given to our Capital Development campaign. Yes, the Minnesota Zoo is a state-wide program and in effect is reaching many visitors from surrounding states as well. The first year has been a most gratifying year. Approximately 1.1 million people visited the zoo and over 116,000 school children participated in one of the on-site educational programs. As of September 20th, the monorail is now complete and operating. Several new exhibits have been added this year and several major additions are currently in process for next year. Enthusiasm is still running high. Plans are in final stages now for identifying and phasing the additional exhibits and facilities which will be added to the zoo during the next five years. I would enjoy an opportunity at some time convenient to you to bring you up to date on these latest plans.

Thanks again for your interest in the Minnesota Zoo and pursuing our request for support.

Kindest regards,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

OCT 4 1979

K

October 2, 1979

Peggie Scott
Executive Director
Onan Family Foundation
P.O. Box 1
400 South County Road 18
Minneapolis, MN 55426

Dear Peggie:

Thanks much for your support of the Minnesota Zoo and your current check in the amount of \$1,250 representing the third quarter of this year's grant. We appreciate your continued interest and support.

Perhaps you have read in the paper that the monorail is now completed and operating. The first day for the public to ride was on September 20th. Since that day, about 60 percent of all visitors to the zoo have taken the ride through the Northern Trek. This is a beautiful time to see the zoo.

We are currently going through the various steps in preparation for a major Capital Campaign to begin sometime in 1980. As more information develops on this future development program, we will keep you informed of our needs and accomplishments.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn

Board Conv.

Malcolm W. McDonald
21 East Oaks Road
North Oaks, Minnesota 55110

September 12, 1979

Dear Ed,

Congratulations on the way things went last night. What a fine lot of compliments the zoo received as we rode back on the bus. The monorail was a particular success!

Your tour guides are to be commended for their attention to questions.

Again, Congratulations

Sincerely,

Malcolm



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

July 19, 1979

Mr. Gilbert P. Goetz
Vice President - Public Relations
and Advertising
Investors Diversified Services, Inc.
IDS Tower
Minneapolis, Minnesota 55402

Dear Mr. Goetz:

We are honored to acknowledge receipt of your check in the amount of \$2,500 for the Capital Development Program of the Minnesota Zoo. Thank you for your kind support.

The Minnesota Zoo has just completed its first year and has received a great deal of praise and recognition from the visitors and zoo people throughout the world. It is most gratifying to see this dream become a reality. Your support and that of many other people throughout our community is bringing a great resource to the many families in our region.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Edward Kohn



POSTCARD

FROM: _____

TO: Mr. Edward Kohn
Minn. Zoo Garden
12101 Johnny Cake Ridge Rd
Apple Valley, Minn. 55124

MZF
9/12/79

Dear Ed,

Thank you very much for all you did to make the evening at the Zoo so special for us all. Many, many people had their first experience with the Zoo, and with very positive results.

I especially appreciated Bev's help and Dorothy Cote's expertise as a guide.

It was nice to meet your wife.

Thank you again,

Marge Kinney



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

SEP 14 1979

33 Wentworth Avenue East, Suite 218

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

Copy routed
to Mgmt.
Hyp. B

September 12, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, MN 55124

Dear Ed:

A most sincere thanks to you and your great staff for all of your time and assistance in planning and carrying out the Foundation's/Orchestra Party at the zoo on Monday night, September 10th. It was a delightful experience and all of the guests enjoyed the personally conducted tours through the Tropics, monorail ride and getting to know more about the zoo.

On behalf of the Foundation, please extend our sincere thanks also to Bev Rongren and each individual of your staff who helped during the evening. Their friendly participation added greatly to the success of the event.

We at the Foundation feel very confident that those invited as well as those who attended are major prospects for future community support. Impressions and information conveyed to these people will aid tremendously in securing the funds needed for the zoo's Capital Improvement Program.

Thanks again for your continuing interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

SEPTEMBER 10TH EVENT INVITATION LIST

Minnesota Club

MZGF Board Members:

1. Reuel Harmon
2. Malcolm McDonald

Foundation and Zoo Staff:

1. Pam Bakko
2. Dick Abraham
3. Ken Young

Others Attending:

1. Fred Bjorklund
2. Deedie Bjorklund
3. Ron Hubbs
4. Margaret Hubbs
5. Phil Nason
6. Tat Nason
7. Richard Moore
8. Elizabeth Moore
9. Humphrey Doermann
10. Betsy Doermann
11. Gordon Shepard
12. Jan Shepard
13. Jim Day
14. Mary Day
15. Paul Verret
16. Roger Foussard
17. Marianne Foussard
18. Fred Lanners
19. Leonette Lanners
20. Richard Klingen
21. Carmen Klingen
22. Perrin Lilly
23. David Lilly
24. John Donovan
25. Eleanor Donovan
26. Bob Haugan
27. Clyde Haugan
28. Peter Hinsch
29. Ruth Hinsch
30. Margaret Harmon
31. Lew Lehr
32. Doris Lehr
33. George Rutman
34. Yvette Rutman
35. Judy McDonald
36. Walt Richey
37. Winston Borden
38. Betty Borden

Others Attending: (con't)

39. Dick Giefer
40. Janet Giefer
41. Fred Collatz
42. Liz Collatz
43. Mrs. Ingram

Minneapolis Club

MZGF Board Members:

1. Margee Kinney
2. Lou Gelfand
3. John Tilton
4. Mary Ann Scroggins
5. Tony Andersen

MZB Board Members:

1. Pat Davies

Foundation and Zoo Staff:

1. Bob Voigt
2. Dave Bender
3. Beverly Rongren

Others Attending:

1. Bob Kinney
2. Judy McLaughlin
3. Dave McLaughlin
4. Harold Larson
5. Mrs. Larson
6. Bud Onan
7. Betty Onan
8. Donald Dayton
9. Lucy Dayton
10. Sally Pillsbury
11. Alex Jacobs
12. Irwin Jacobs
13. Tom Colwell
14. Phyllis Colwell
15. Thomas Holloran
16. Mrs. Holloran
17. Marion Andrus
18. John Andrus
19. Atherton Bean
20. Winnie Bean

Minneapolis Club (con't)

Others Attending:

21. Jerry Dillon
22. Uva Dillon
23. Wyane Field
24. Mrs. Field
25. Philip Von Blon
26. Joanne Von Blon
27. Tim Fiske
28. Carol Fiske
29. Ann Zelle
30. Louie Zelle
31. Sissy Gosko
32. George Gosko
33. Ravina Gelfand
34. Peg Tilton
35. Don Steinkraus
36. Mrs. Steinkraus
37. Mary Reddick
38. Angeline Veleheff
39. Bill Humphrey
40. Don Carlson
41. Norma Carlson
42. Harold Holden
43. Harriet Holden
44. Maurice Scroggins
45. Mavis Voigt
46. Edward Asplin
47. Mrs. Asplin
48. Ellis Bullock
49. Mrs. Bullock
50. Gary Rappaport
51. Susan Rappaport
52. Betsy Wyman
53. Charles Woehrle
54. David Kelly
55. Betsy Kelly
56. Jack Davies
57. Paula Richey
58. John Haaland
59. Jerry DeLand

Zoo or Bus Unknown

MZGF Board Members:

1. John McKay
2. Connie DeLand
3. Chy Morrison
4. Sandra Stokesbary
5. Ken Knopf
6. Firmin Alexander

MZG Board Members:

1. Bob Ferguson

Foundation and Zoo Staff:

1. Kathryn Rosebear
2. Sandy Friedman
3. Austin McDevitt
4. John Lewis
5. Nick Reindl
6. Ralph Waterhouse
7. Edward Kohn
8. Dorothy Cote'
9. Mary Lou Martin
10. Kathy Horn

Others Attending:

1. Alan Ruvelson
2. Sally Ruvelson
3. Ruth Lund
4. Ed Lund
5. Carol Leslie
6. Jim Leslie
7. Bruce Atwater
8. Martha Atwater
9. Juanita McKay
10. Amy Knopf
11. John Morrison
12. Karen Ferguson
13. Jan Alexander
14. Bob Rosebear
15. Carl Drake
16. Charlotte Drake
17. Chuck Sunder
18. Dee Sunder



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

9/7/79 Routed
to
Mgmt.
Group

September 6, 1979

To: Board of Directors
Minnesota Zoological Garden Foundation

From: Kathryn Rosebear
Minnesota Zoological Garden Foundation

Subject: Enclosed Guest List and Information Sheet

Enclosed are several items which you might want to review prior to the zoo reception and tour on Monday, September 10th.

The guest list includes all those who have accepted an invitation to the event through Thursday, September 6th. Please contact the Foundation Office if you are aware of additional guests who are not included on this list.

Also enclosed are up-dated information sheets prepared by the zoo and Foundation which may serve to refresh your memory on zoo history, philosophy, exhibit areas, attendance, etc.

Here's to a great event on September 10th.

KR:pb

Enclosure

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*

EXECUTIVE DIRECTOR: ROBERT S. VOIGT

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3. Ken Young

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5. Phil Nason
6. Tat Nason
7. Richard Moore
8. Elizabeth Moore
9. Humphrey Doermann
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10. Sally Pillsbury
11. Alex Jacobs
12. Irwin Jacobs
13. Tom Colwell
14. Phyllis Colwell
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17. Marion Andrus
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Minneapolis Club (con't)

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28. Carol Fiske
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30. Louie Zelle
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32. George Gosko
33. Ravina Gelfand
34. Peg Tilton
35. Don Steinkraus
36. Mrs. Steinkraus
37. Mary Reddick
38. Angeline Veleheff
39. Bill Humphrey
40. Don Carlson
41. Norma Carlson
42. Harold Holden
43. Harriet Holden
44. Maurice Scroggins
45. Mavis Voigt
46. Edward Asplin
47. Mrs. Asplin
48. Ellis Bullock
49. Mrs. Bullock
50. Gary Rappaport
51. Susan Rappaport
52. Betsy Wyman
53. Charles Woehrle
54. David Kelly
55. Betsy Kelly
56. Jack Davies
57. Paula Richey
58. John Haaland
59. Jerry DeLand

Zoo or Bus Unknown

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10. Amy Knopf
11. John Morrison
12. Karen Ferguson
13. Jan Alexander
14. Bob Rosebear
15. Carl Drake
16. Charlotte Drake
17. Chuck Sunder
18. Dee Sunder



September 1979

Fact Sheet

MINNESOTA ZOO

12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9010

THE MINNESOTA ZOO STORY . . .

- CONCEPTS:** An environmental, education, conservation, research and recreation center of national scope . . . animal groups displayed in nature-imitating settings . . . visitors introduced into animals' environment . . . all weather use.
- LOCATION:** Central to the State's population, just 30 minutes drive south of the Twin Cities in Apple Valley on a 480-acre site donated by Dakota County.
- HOURS:** 9 a.m. to 7 p.m., daily, May through September.
9 a.m. to 5 p.m., daily, October through April.
- ADMISSION*:** Under 6 - Free; 6-16 - \$1.25; 17-over - \$2.50;
Seniors, 62-over - \$1.25.

*Rates as of October 1, 1979: Under 6 - Free; 6-11 - \$1.00;
12-16 - \$1.50; 17-over - \$3.00; Seniors, 62-over - \$1.50.
- PARKING FEE:** Family vehicles - \$1.00; Buses - \$5.00.
- GROUP RATES:** Block purchases of 25 or more tickets qualify for a special 20% discount. Reservations must be made 14 days in advance. Contact Group Sales (612) 432-9010.
- BUS SERVICE:** Daily bus service from Minneapolis Loop, Memorial Day through Labor Day. Weekends only, Labor Day to Memorial Day.
- RELATIONSHIP TO COMO ZOO:** Como Zoo is operated by the City of St. Paul Parks and Recreation Department. The Minnesota Zoo is an agency of the State and operates independently and in support of zoo programs throughout the State, providing varied services and functions.
- MINNESOTA ZOO MANAGEMENT:** The Minnesota Zoological Garden was established by statute in 1969, under the supervision and control of the State Zoological Board, a department of the Minnesota State Government, consisting of twelve members appointed by the Governor with the advice and consent of the Senate. The Board appoints a Director to serve at its pleasure who, subject to Board approval and policies, organizes and operates the Zoological Garden. The Director, appointed 2 January 1979, is Edward Kohn.



SUPPORT GROUPS:

Public support and assistance is provided through (1) the Minnesota Zoological Society, a non-profit, volunteer, citizens' organization and (2) the non-profit Minnesota Zoological Garden Foundation, actively developing financial support for Zoo capital enhancement and expansion.

DESIGN GROUP:

ZooTeam, Inc., made up of InterDesign, Inc., Minneapolis; Peterson, Clark & Associates, Inc., Minneapolis; and Robert M. Lambert, Inc., St. Paul.

RESOURCE REVIEW:

Capital investment in place \$39.5 million (including \$8.7 million for monorail).

Projected need for completion of Northern Trail: \$9 million.

Operating resources:

Annual budget : \$5.2 million

Permanent Personnel, 157

Salaries \$2.9 million

Support \$2.3 million

Source:

- Annual State appropriation, with all revenues returned to General Fund.
- In FY 1980 approximately 50% of the appropriation amount will be returned to the State General Fund.
- Each 5% gain in attendance should achieve a 3% increase in level of return.

Attendance Status:

- 1,067,692 (25% of State's population) in FY 1979. This includes 120,000 students attending in organized school groups. The target for FY 1980 is to maintain the base of 1,000,000 visitors.

THE MINNESOTA ZOO: Philosophy and Description

The Minnesota Zoo, a great State venture, provides its visitors an unparalleled opportunity for discovery . . . about living things on this planet and our relationships to them.

Uniquely designed to mirror the environment, each exhibit is a special statement about life with its characteristic plants and animals. Two ideas dramatically increase the capacity for enjoyment, appreciation, and understanding. First, the open display concept which eliminates visual barriers between animal and visitor; second, construction of naturalistic environments allowing animals a near-natural lifestyle by providing for their biological and behavioral needs. The result: A magnificent theater of animal life.

An all-seasons zoo in a northern climate has been achieved through use of indoor and outdoor exhibits with 80% of the exhibits under cover for the visitor. Indoors, nature-imitating habitats have been created for tropical plants and animals in a five-level, acre and a half greenhouse. Outdoors, animals of the north live in naturalistic settings all year while zoogoers are visitors in the animals' world, strolling on broad walkways or gliding just over the treetops in a monorail train.

The Minnesota Zoo has been created not only to provide family recreation and education, but also to protect and breed human activities worldwide, the number of species facing extinction has accelerated yearly at an alarming rate. Long-term captive breeding programs maintain irreplaceable genetic pools so that our earth may retain the continued presence of beautiful and diverse animal forms, and, in some instances, carrying the hope that some day, offspring of these animals can be reintroduced to protected habitats. In the process we may all be able to see and appreciate at the Minnesota Zoo the beauty of nature found in such animals as the Siberian tiger, Asiatic wild horse and Nilgiri tahr . . . all seriously endangered or extinct in the wild.

FEATURES OF THE ZOO:

TROPICS TRAIL . . .

A lush, indoor oasis of tropical plants and animals from Asia, housing more than 50 animal and plant species. Multi-level pathways allow you to see animals in the treetops, on the ground, underwater, observe nocturnal activities in artificial moonlight, and walk among brightly colored birds in a large, free-flight aviary. Look for binturongs, bats . . . gibbons, gavials . . . tapirs, flamingos, frogmouths -- a few of the fascinating species in residence.

OCEAN TRAIL . . .

Beluga whales, viewed from above, below, indoors and out, will charm you with their graceful behavior and varied 'songs', any day of the year. Marine vistas of sea creatures from polar, temperate and tropical oceans can also be enjoyed year round.

MINNESOTA TRAIL . . .

An indoor, outdoor experience of animals native to Minnesota. Indoors, night active animals in artificial moonlight, and other species which need special housing conditions. Outdoors, a protected walkway, leading through Minnesota lake and forest habitats, while beavers, pumas, otters and others can look back at you from their outdoor environments.

THE NORTHERN TRAIL . . .

A pleasant, three-quarter mile walk to visit animals of the north . . . tigers, musk oxen, camels, horses and moose, living outdoors all year. The path is cleared all winter for those who enjoy brisk conditions and watching tigers in the snow! For those less hardy, the monorail preview ride over the Northern Trail is open all year.

DISCOVERY TRAIL . . .

First to greet you is the troop of Japanese Macaques (snow monkeys). Spend a little time and watch their society in action. You'll soon begin to recognize their family activities, and quite possibly understand their actions from recalling how you dealt with your own brothers or sisters! Visit the Zoo Theater for an enjoyable introduction to the Zoo. Then (May through September), on to the Children's Zoo, where a nose-to-nose experience with small and domestic animals provides delight for the child in all of us.
AND MORE . . .

Special services are available daily for families as well as organized groups.

A quality zoo fosters awareness and becomes a vital part of the cultural achievement. The Minnesota Zoo is involved in cooperative programs with the artistic, educational and scientific communities as well as serving as an outstanding recreational experience for families; one which all generations can enjoy, equally and together.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

AUG 23 1979

*noted
-SAF
8/29/79
Copied [initials]
B*

August 22, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, MN 55124

Dear Ed:

I am pleased to report to you that yesterday, August 21, the Minnesota Zoological Garden Foundation Board of Directors approved the funding of the zoo's short-range development program as identified in your letter of May 10, 1979, and further delineated in your letter of July 11, 1979.

In accordance with your request, we will budget for provision of funds to the Minnesota Zoological Garden at these dates: To date the Foundation has advanced the first \$200,000 on this request; October 1, 1979, \$300,000; January 1, 1980, \$200,000; April 1, 1980, \$300,000; July 1, 1980, \$200,000.

The Foundation is pleased to have received on August 8, 1979, a letter from Paul M. Olson, Executive Director of the Blandin Foundation a statement which modifies the previously restricted commitment from the Blandin Foundation. The funds from Blandin which were previously identified for application to the Northern Trek are now re-stated in support of the physical development of the zoo. As a result, the Foundation funds available for the zoo's subsequent application now exist in appropriate unrestricted or restricted categories for the zoo's use.

I am glad that these changes have occurred and the Foundation's funds are now available for the project as identified and approved by the Minnesota Zoological Board.

We are all looking forward to the completion of the proposed Capital Improvement Program report and the establishment of supporting documents and program to implement the Foundation's Capital Campaign.

Kindest regards,

Robert S. Voigt
Executive Director

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. McKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*
EXECUTIVE DIRECTOR: ROBERT S. VOIGT



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

Recd. 8/15/79

SAI Copied
BD

K
cc Rourke
Bender

August 14, 1979

Richard S. Contee
President
Dayton Hudson Foundation
777 Nicollet Mall
Minneapolis, Minnesota 55402

PI (Bender)
cross con.
to the sig

Copied
Rourke + B
Bender

Dear Mr. Contee:

I am pleased to acknowledge receipt of the \$5,000 check payable to the Minnesota Zoological Garden Foundation from the Dayton Hudson Foundation. These funds, used to match a grant received from the Minnesota State Arts Board, will be applied towards the development of arts programs at the new Minnesota Zoo.

* Final decisions regarding arts programming are the responsibility of the Zoo's Arts Advisory Committee. This group has met twice during the summer to provide input and direction to our arts program; I will keep you informed of their progress and eventual programming.

The "Agreement With Grantee" form enclosed with your letter and check will be forwarded to you at the beginning of next week, following the return of the Foundation's Executive Director, Bob Voigt, from vacation.

Your support of the Minnesota Zoological Garden is deeply appreciated.

Sincerely,

Kathryn Rosebear
Kathryn Rosebear
Administrative Assistant

KR/me

cc. Margaret Wurtele, Dayton Hudson Foundation
Edward Kohn, Minnesota Zoological Garden ✓

* MZG representing ^{input} based on Zoo art's advisory committee recommendations and on staff analysis. EK (should acknowledge our success of grants.)

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President Edina; MARGEE KINNEY, Vice President Wayzata; DEAN MCNEAL, Secretary Mound; ANTHONY L. ANDERSEN, Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; CONNIE DeLAND Minneapolis; ROBERT FERGUSON Eagan; LOUIS I. GELFAND Minneapolis; RICHARD G. GRAY, SR. Mound; REUEL HARMON Inver Grove Heights; R. W. KAPLAN Owatonna; MALCOLM McDONALD North Oaks; JOHN C. McKAY South St. Paul; CHY MORRISON Wayzata; DAVID W. ONAN, II Wayzata; JOSEPH T. O'NEILL St. Paul; JAMES G. PETERSON Excelsior; GORDON ROSENMEIER Little Falls; MARY ANN SCROGGINS Alton; SANDRA STOKESBARY Minneapolis; JOHN E. TILTON Hopkins

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, Minnesota Zoological Society; EDWARD KOHN, General Director, Minnesota Zoological Garden; U.S. SEAL, Ph.D., Chairman, Minnesota Zoological Board

Dayton Hudson Foundation

777 Nicollet Mall
Minneapolis, Minnesota 55402
Telephone: (612) 370-6554



July 27, 1979

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

Dear Ms. Rosebear:

The Dayton Hudson Foundation is pleased to enclose a check payable to Minnesota Zoological Garden Foundation in the amount of \$5,000 for the development of arts programs at the Minnesota Zoological Garden.

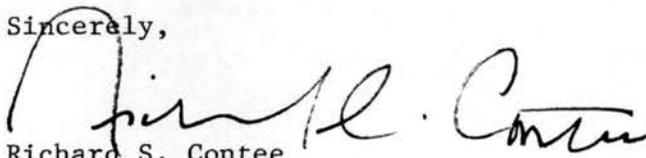
This grant is made possible through the contributions of the following companies:

- . B. Dalton Bookseller - Floyd Hall, President
- . Dayton's - P. Gerald Mills, President
- . J. B. Hudson - Barbara Armajani, President
- . Target Stores - K. A. Macke, Chairman

We would appreciate your listing these companies in any publication showing business contributors to the Minnesota Zoological Garden Foundation.

Kindly sign both copies of the enclosed Agreement with Grantee and return one to me at your earliest convenience.

Sincerely,


Richard S. Contee
President

RSC:jl
Encl.

*\$5,000
deposited
8/15/79 to
savings
KT*



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

8/14/79 SAI Copied
8/15/79 James Hetland
copied
BD

cc SAI
MABCL

August 8, 1979

K

Mr. Paul M. Olson
Executive Director
Charles K. Blandin Foundation
Room 203, First National Bank Bldg.
P.O. Box 630
Grand Rapids, Minnesota 55744

Dear Paul:

Thank you very much for your letter of August 7th and your written authorization to utilize the funds currently pledged from Blandin Foundation for unrestricted capital improvements at the Minnesota Zoological Garden.

We appreciate your review of our request for converting the restricted Northern Trek capital grant to an unrestricted capital grant that is still identified for the physical development and current building needs of the zoo. As I mentioned to you in my letter of July 30th, the zoo still has a very extensive building program. Some of the Northern Trek exhibits are being added right now. Others are still down the road as far as scheduled completion dates. However, there are several other physical facility improvements which are not Northern Trek in location but do certainly contribute to the total facility construction of the zoo.

Upon receipt of the actual application of these funds from Ed Kohn, General Director of the Minnesota Zoological Garden, I will be glad to inform you how your grant was ultimately applied. We do sincerely appreciate your review of this request and assistance in the total project. Thank you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn



Blandin Foundation

1ST NORTHWESTERN NATIONAL BANK BUILDING • BOX 630 • GRAND RAPIDS, MINNESOTA 55744 • PHONE (218) 326-0523

August 7, 1979 .

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

Dear Bob:

As a follow-up to our conversation last Friday, I would like to confirm in writing authorization to utilize the funds currently pledged from the Blandin Foundation for unrestricted capital improvements at the Zoo. It is my understanding that previous correspondence (Whalen's) alluded to the Northern Trek. In accordance with our most recent conversation, restricting expenditures to this area will not be necessary. However, I hasten to point out that the intent of the Blandin Foundation is to support the physical development of the Zoo.

Sincerely,

Paul M. Olson

Paul M. Olson
Executive Director

PMO:dwd

8/8/79
RV



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

*Recd 12 July
cc MFB cl.*



July 3, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

Enclosed is a copy of the response which Eldon Stoehr, Legislative Auditor, sent to Tony Andersen in response to Tony's proposed annual report idea.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

L Robertson



State of Minnesota

OFFICE OF THE LEGISLATIVE AUDITOR

Eldon Stoehr, Legislative Auditor

June 20, 1979

Mr. Tony Anderson, Treasurer
Minnesota Zoological Garden Foundation
c/o H. B. Fuller Company
2400 Kasota Avenue
Saint Paul, Minnesota 55108

Dear Mr. Anderson:

I received your letter dated June 5, 1979 requesting our comments and ideas concerning your proposal to issue an annual financial report audited by a "Big 8" public accounting firm.

We have just recently completed a review of the state's external financial reporting for all state agencies including the Minnesota Zoological Garden (MZG). I have included the portion of the report that pertains to the MZG for your information.

We are currently conducting an audit of all state funds. The MZG is a part of the audit program, but currently in a limited way because it is reported on by the Department of Finance as an indeterminate part of the General Fund. In the future, if a separate fund is created for the MZG we would spend additional time each year conducting an audit of the MZG financial statements. However, if you can make arrangements to have this auditing done on a contributed basis by a public accounting firm, we certainly would not object.

If you have any other questions, please call.

Sincerely,

Eldon Stoehr
Legislative Auditor

ES:cmm

Enclosure

MINNESOTA ZOOLOGICAL GARDENS

The Department of Finance presently reports on the Minnesota Zoological Gardens (MZG) as an indeterminable part of the general fund. This is because, by law, the MZG is to be established as a general fund activity. However, it does not meet the legal or financial requirements of a general fund activity. Minnesota Statutes 16A.54 states that the general fund "does not include monies deposited into the state treasury for a special or dedicated purpose". MZG receives dedicated revenues from admission charges. MZG collects approximately five million dollars annually in dedicated revenues.

The MZG would have been classified as an enterprise fund had the admission fees been set high enough to generate enough revenues to pay the total cost of the Zoo, i.e. daily operation costs and the principal and interest payments on their bonds. Since the MZG will now need general fund appropriations to repay the bond costs, and part of the operating costs, it is better classified as a special revenue fund. The repayment of the bonds will be recorded in the Debt Service Fund. If in the future, MZG earns enough money to pay the total cost of the Zoo, it should then be reclassified as an enterprise fund. The repayment of bonds would then also be recorded as part of the enterprise fund activity.

There are no financial statements prepared for the MZG at the present time due to the short period of time MZG has been in operation and a lack of information. They are obtaining a computer system to accumulate some of the necessary information. Additional information would be provided if MZG was removed from the general fund and established as a separate special revenue fund on SWA. This would also make MZG in compliance with M.S. 16A.54.

MZG should prepare their own financial statements on their operations for inclusion in the annual financial report of the state. The personnel of MZG will need to be trained in GAAP to prepare the proper financial statements.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

K

July 2, 1979

Peggy Scott
Executive Director
Onan Family Foundation
P. O. Box 11
400 South County Road 18
Minneapolis, Minnesota 55426

Dear Peggy:

Thank you so much for your letter of June 29th and your check in the amount of \$1,250 representing the second quarterly payment of the Onan Family Foundation pledge. We are extremely pleased to receive this on-going support from your foundation and look forward to bigger and better accomplishments in the future for the Minnesota Zoo.

My belated but sincere congratulations on your election to the position of Executive Director for the Onan Family Foundation. That's great. If at any time you have additional questions or want information about our program or activities, please feel free to give me a call. We still are in process of assembling all the documents and information that we need for a major capital drive beginning next year. When this is put together, I'll make sure that you get a copy.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 28, 1979

cc S.A.D. ✓
f.

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

K

Dear Ed:

Enclosed is a copy of the Foundation's Board of Directors meeting schedule.

We are sorry that you missed the Foundation Board meeting yesterday as there were many questions relating to the zoo's current program and future development activities. Both Ace and John were able to speak to many of the questions raised.

Enclosed is the stack of material that was mailed a week prior to the meeting to all of our Board members and somehow your copy got lost in the mail. Also enclosed are the various items that were distributed and reviewed at the Foundation meeting.

Oh, by the way, the Foundation's July Board meeting has been canceled. If needed, an Executive Committee Meeting will be held during the month. The next regularly scheduled Foundation Board meeting will be Wednesday, August 22. Further information will be distributed prior to that meeting.

Andy Currie and George Doty of the Shaver Company have been given copies of the zoo's audit reports (condensed version) from 1970 through the year ended June 30, 1977. I believe that Mr. Currie and Mr. Doty will be meeting in the near future with Steve Iserman to assemble similar information for the year 1978 and 1979. Thanks for your offer to help in this process.

Cordially,

Robert S. Voigt
Executive Director

Enclosure

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*
EXECUTIVE DIRECTOR: ROBERT S. VOIGT



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

June 25, 1979

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

Dear Mr. Micallef:

Your commitment of support to the Minnesota Zoological Garden Foundation in its program to development support for the new Minnesota Zoo is gratefully acknowledged. Thank you for your Foundation check in the amount of \$9,000 which represents the third installment in your original grant dated March 28, 1977.

Enclosed is a Zoo Album which depicts many of the major exhibits and highlights of the Minnesota Zoo. We hope that you will enjoy reading through this book and know that your grant has assisted in many ways to help create this new educational program for our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

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

✓ Edward Kohn

EDWIN W. AND CATHERINE M. DAVIS FOUNDATION

2100 FIRST NATIONAL BANK BUILDING
SAINT PAUL, MINNESOTA 55101

June 15, 1979

Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth Avenue East - Suite 218
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 \$9,000.00 payable to Minnesota Zoological Garden Foundation.

This contribution represents the final installment on the grant of \$25,000.00 as outlined in my letter of March 28, 1977.

Sincerely yours,

J. S. Micallef

J. S. Micallef
Director and
Assistant Secretary
hpw
encl

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

check deposited 6/19/79

6/25/79
[Signature]



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 24, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

Enclosed is a copy of the proposal from Mr. Andrew Currie, Regional Vice President of the C. W. Shaver Company which was reviewed at the Foundation's Executive Committee Meeting on Wednesday, May 23rd. After considerable discussion, it was the recommendation that Mr. Currie and his firm be contracted with to provide the financial study which will be the subsequent base for a formalized capital campaign.

A meeting to review this proposal further to discuss the details of implementation has been called by President Knopf for Tuesday, June 5th in his office at Pako at 3:00 p.m. I hope that you can attend.

Cordially,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

C.W. Shaver & Company, Inc.

535 PEAVEY BUILDING
MINNEAPOLIS, MN 55402
TELEPHONE (612) 338-1473

OFFICE OF THE VICE PRESIDENT

May 23, 1979

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

Dear Bob:

It was a pleasure to meet with you and Board Members of the Minnesota Zoological Garden Foundation to discuss the capital needs of the Minnesota Zoological Garden.

As I have indicated in our previous conversations, the experience of our company indicates that the increasing competition for gifts and grants requires thoughtful and sophisticated procedures to analyze an organization's needs so that the amounts finally decided upon as gift and grant objectives are sufficiently valid, urgent and important that they cannot reasonably be denied. Because of the extensive and in some respects confusing public accounts which have been given of the Zoo's development and operations, clarification of the Zoo's capital needs, and of the private-support role in the context of the Zoo's overall financial picture, will be especially important.

Therefore the case for meeting needs must be thoroughly examined prior to initiating interviews with prospective gift sources in a feasibility study. While the information gathered in confidential interviews will have an important bearing on decisions as to goals, strategy, timing, and other matters, it is also important that the interviewer be prepared to transmit in his interviews the most impressive evidence of the need and of thorough planning by Zoo leadership. The interview is an information transmission process as well as an information-receiving and evaluation technique. How the interviewees respond in their willingness to lead or give will depend upon their understanding of the problems and confidence in the homework which has been done.

Specifically, in a total financial development, funding and fund-raising feasibility and procedural study we would seek to:

- (1) review from a fund-raising perspective the Zoo's operating and capital funding requirements;

C. W. SHAVER & COMPANY, INC.

Mr. Robert S. Voigt

May 23, 1979

- (2) arrive at a decision as to potential gift resources and establish how much reasonably should be expected to be raised in both short- and long-term efforts;
- (3) develop the concept, strategy and specific plans for the implementation of a total financial development and fund-raising program including dollar objectives, leadership requirements, timing and duration, staff and/or professional assistance requirements, and estimated costs -- in short, to pinpoint the goals and draw the road map to get there.

As to procedures, we would expect to spend approximately two weeks with you, Zoo officials, and key Board members to draw together the necessary information for validation of the needs and preparation of the case for funding. Then, when we are in a position to discuss the Zoo's plans and requirements in a knowledgeable manner, we would interview (confidentially) some 50-70 trustees, public officials, and corporation, foundation, and community leaders who may be considered as key prospects for leadership activity and/or significant gifts.

We estimate that it will require two staff weeks of work to develop a comprehensive financial plan and the materials to be used in the interviews, plus another four staff weeks of time to conduct the interviews, analyze the results, and prepare a report summarizing our findings and recommendations.

Our fee for the study would be \$12,000, plus out-of-pocket expenses for travel, food, lodging, and preparation of the report. Our billing practice is to ask the client to pay one-half of the fee upon signing the agreement for the study and the balance upon presentation of the study report. Out-of-pocket expenses will be billed upon completion of the study.

If we would be unable to develop the financial information necessary for the interviews within a two-week period, and if it would require our additional services to assist Zoo officials in the development of information required for the study, we would ask that our services be compensated at the rate of \$2,000 per week, or a pro-rated portion thereof. This additional work would not be begun without prior authorization of the Minnesota Zoological Garden Foundation Board.

If these terms meet with your approval, you may sign the attached copy of this letter and return it to me as a binding agreement for this study, or you may prefer to confirm the arrangement in some other way.

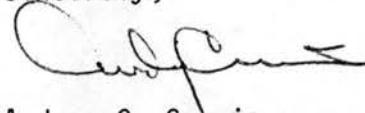
While there would be no obligation for you to continue with us beyond the period of the study, we feel an obligation to serve you to help implement recommendations of the study if they indicate such a need and if you wish us to do so. In other words, we will stand behind our recommendations.

Mr. Robert S. Voigt

May 23, 1979

We would look forward to the privilege of working with Minnesota Zoological Foundation and would give this important project our most thoughtful and professional attention.

Sincerely,



Andrew C. Currie
Regional Vice President

/jw

cc: Carl W. Shaver
George Doty



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

K

May 24, 1979

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

Dear Dave:

We are extremely grateful to you and the Pillsbury Company Foundation for your 1979 grant of \$20,000 to the Minnesota Zoological Garden Foundation. Thank you. Your commitment of support to this great new Minnesota Zoo means a great deal to us and the many people who are visitors to this fine project.

May 22 was the first anniversary of zoo opening. During the zoo's first year, almost 1.2 million people visited the zoo. More than 100,000 school children participated in the various educational on-site programs. Some of the first year's concerns over operating expenses have now been worked out. We will soon be in position to again resume our program of seeking community support for future capital needs and exhibit development programs of the zoo. The leadership which the Pillsbury Company Foundation has shown helped us tremendously in our early years and will continue to be a base on which we will build future capital support from other corporations, foundations and individuals in our area.

When you, your family, or your associates would like to arrange a tour of the zoo to see some of the exhibits as well as behind-the-scene programs and support services, please give me a call and I would be very pleased to arrange this for you. We are interested in sharing our excitement and enthusiasm about this project with all of our good friends. Thanks again for your great support.

Sincerely,

Robert S. Voigt
Executive Director

✓ cc Ed Kohn

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President Edina; MARGEE KINNEY, Vice President Wayzata; DEAN McNEAL, Secretary Mound; ANTHONY L. ANDERSEN, Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; CONNIE DeLAND Minneapolis; ROBERT FERGUSON Eagan; LOUISI. GELFAND Minneapolis; RICHARD G. GRAY, SR. Mound; REUEL HARMON Inver Grove Heights; R. W. KAPLAN Owatonna; MALCOLM McDONALD North Oaks; JOHN C. McKAY South St. Paul; CHY MORRISON Wayzata; DAVID W. ONAN, II Wayzata; JOSEPH T. O'NEILL St. Paul; JAMES G. PETERSON Excelsior; GORDON ROSENMEIER Little Falls; MARY ANN SCROGGINS Alton; SANDRA STOKESBARY Minneapolis; JOHN E. TILTON Hopkins

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, Minnesota Zoological Society; EDWARD KOHN, General Director, Minnesota Zoological Garden; U.S. SEAL, Ph.D., Chairman, Minnesota Zoological Board

THE PILLSBURY COMPANY FOUNDATION

608 SECOND AVENUE SOUTH
MINNEAPOLIS, MINNESOTA 55402

DAVID K. CUMMINGS
SECRETARY

May 22, 1979

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

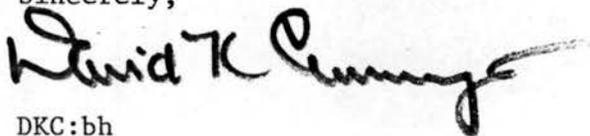
Dear Bob:

Enclosed please find The Pillsbury Company Foundation's check in the amount of \$20,000, which represents the third and final payment on our pledge of \$60,000 to the Zoo's capital campaign for the completion of the Northern Trek.

The Pillsbury Company Foundation is pleased to be able to continue its support of the Minnesota Zoo with this grant.

We would be pleased if you would respond to the receipt of the enclosed check by return mail. We're delighted that the Zoo is open again for its second summer, and know how anxious you are to get the Northern Trek and the monorail completed so that the public can enjoy it. Best wishes to you for a most successful summer.

Sincerely,



DKC:bh

Enclosure

5/24/79
R



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

K

May 24, 1979

Mr. and Mrs. Vernon Sauby
3845 18th Avenue South
Minneapolis, Minnesota 55407

Dear Mr. and Mrs. Sauby:

We are truly pleased to receive a gift of \$500 from you to help with the current development program of the Minnesota Zoological Garden. Thank you for your most generous support. Your generosity means a lot to us and we certainly appreciate your most kind thoughts in helping to build the Minnesota Zoo.

Several new exhibits will be added this year with many more on the Northern Trek scheduled for completion next year. Your continued support and that of many other fine friends of the Minnesota Zoo will help to complete the facilities that have been conceived and suggested for making this the finest zoo in the world.

The zoo just celebrated its first birthday on May 22. This first year has been a most gratifying one with even greater expectations for the years ahead. Our community has certainly shown great support of the Minnesota Zoo.

Thanks again for your continued interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Egan*; LOUISI GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. McKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Alton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 22, 1979

Tom Powell
373-0849

hasn't had a chance
to do much

in sets tomorrow
will call you,
Pat

7/9: Bev - please
see when
How Powell is
on this row.

Ed

Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

For your information, I will try to summarize some of the prior discussions that I have had with Leonard Harkness and other from the University of Minnesota in regard to developing a coordinated program of support or distribution of materials on the zoo through the State 4-H Program.

Leonard Harkness, Program Director of the 4-H Youth Development at the University of Minnesota, is a person that I have known for a number of years. I have worked with him and others in the University Extension Service throughout the state of Minnesota and adjoining states on a variety of development projects in which I was formerly associated.

During the past couple years, Mr. Harkness has inquired on several occasions about the possibility of coordinating the distribution of educational materials and programs available through the zoo with programs which are being developed by his department. He has even recommended the possibility of placing a 4-H staff person from the University on the zoo premises to coordinate this education program. This would be similar to a program which is currently in process at the Milwaukee Zoo and staffed by a University of Wisconsin employee.

While this proposal has been reviewed with your predecessors, the timing did not appear to be right to pursue it further because of all of the many other priorities relating to opening which were of greater importance at that time. In several recent visits with Mr. Harkness, I have been pleased to learn that the interest which he and his associates have for developing this program has not diminished. Several weeks ago, Mr. Thomas Powell was able to represent Mr. Harkness at the luncheon at the Minnesota Club in St. Paul which was hosted by our Board Member, Malcolm McDonald. I understand that since that luncheon you had an opportunity to again meet with Mr. Thomas Powell. That's great.

maybe we
can
meet
2:45 or
3pm

between
other
mtgs

Bob

Feb

8/19

K

Wayne Carlson

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President Edina; MARGEE KINNEY, Vice President Wayzata; DEAN McNEAL, Secretary Mound; ANTHONY L. ANDERSEN, Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; CONNIE DeLAND Minneapolis; ROBERT FERGUSON Eagan; LOUIS I. GELFAND Minneapolis; RICHARD G. GRAY, SR. Mound; REUEL HARMON Inver Grove Heights; R. W. KAPLAN Owatonna; MALCOLM McDONALD North Oaks; JOHN C. MCKAY South St. Paul; CHY MORRISON Wayzata; DAVID W. ONAN, II Wayzata; JOSEPH T. O'NEILL St. Paul; JAMES G. PETERSON Excelsior; GORDON ROSENMEIER Little Falls; MARY ANN SCROGGINS Alton; SANDRA STOKESBARY Minneapolis; JOHN E. TILTON Hopkins
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, Minnesota Zoological Society; EDWARD KOHN, General Director, Minnesota Zoological Garden; U.S. SEAL, Ph.D., Chairman, Minnesota Zoological Board
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Edward Kohn

-2-

May 22, 1979

The State 4-H Program in Minnesota is really a very excellent program. The staffing and extensive program development throughout Minnesota's 87 counties is superb. I believe that a close working relationship with the 4-H will provide many benefits to the zoo in the outreach educational areas as well as any program developments or fund-development events that might occur.

I would be pleased to work with you in any way that would be convenient and appropriate in order to develop this relationship further with 4-H.

Sincerely,



Robert S. Voigt
Executive Director

RSV:pb

cc: Leonard Harkness

*Foundation
Short-Term
Development*



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

May 10, 1979

Board of Directors
Minnesota Zoological Garden Foundation
Suite 218
33 Wentworth Avenue East
West St. Paul, Minnesota 55118

Dear Board Member:

Subject: Minnesota Zoological Garden Development Program

At the April 5, 1979 Minnesota Zoological Board meeting, a motion was passed authorizing the General Director to seek the application of present pledge balances held by or now payable to the Minnesota Zoological Garden Foundation for project purposes approved by the Minnesota Zoological Board.

In addition, I had proposed that staff formulate a short range development list at the \$1,200,000 level which would include projects previously approved as well as additional completion tasks plus some Northern Trek enrichment exhibits.

This list of immediate needs has now been developed and is categorized as follows:

<u>Development Need</u>	<u>Estimated Amount</u>
1) Public Space	\$ 293,500
2) Staff Space	50,000
3) Operational Modifications	265,000
4) Exhibits	513,000
5) Graphics	57,000
6) Equipment	35,400
7) Plantings	12,000
8) Plant Acquisition	30,000
	<u>\$1,255,900</u>

A more detailed listing of these needs is attached for your information.

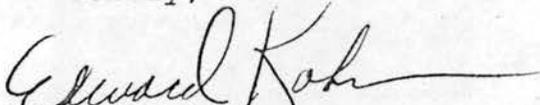
Board of Directors
Minnesota Zoological Garden Foundation
May 10, 1979
Page 2

I intend to request the required funds from the Minnesota Zoological Garden Foundation quarterly per the following scheduling:

<u>Date</u>	<u>Amount</u>
April 1, 1979	\$100,000 (previously requested)
July 1, 1979	200,000
October 1, 1979	600,000
January 1, 1980	100,000
April 1, 1980	200,000

Your concurrence on this proposed schedule would be appreciated.

Sincerely,


Edward Kohn
General Director

EK:pn

cc: Minnesota Zoological Board

Attachment



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

May 9, 1979

Mr. Paul M. Olson
Executive Director
Charles K. Blandin Foundation
Room 203, First National Bank Building
P.O. Box 630
Grand Rapids, Minnesota 55744

Dear Paul:

We have today received your Foundation check in the amount of \$75,000 and thank you for your great support. Your Foundation is truly one of the leaders in making the Minnesota Zoo a reality and bringing a great educational program to the families of our state.

The Minnesota Zoo will be celebrating its first anniversary on May 22nd. This first year has been a most gratifying year for the beginning of a new program. Well over 1 million visitors have been to the zoo and by the end of the school year, more than 110,000 school children will have participated in some of the educational programs at the zoo. Some of the original development proposals have been up dated and new exhibit proposals added to expand the enrichment opportunities both on-site and throughout the state. The legislature is providing good assistance with the operational budget. The zoo and the Foundation are currently looking at future capital needs and hope to have these goals clearly identified in the near future.

We hope that on one of your future visits to the city that you will have time and an opportunity to visit the zoo. Please let me know and I will make arrangements for you to meet with some of the staff and have a good tour of the zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Edward Kohn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

K

REQUEST FOR PROPOSAL

TO: Capital Campaign Consultants
FROM: Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation
DATE: May 7, 1979
SUBJECT: Potential Contract for Consulting Needs

cc: Ed Kohn

for your information -
RJ

The Minnesota Zoological Garden Foundation has decided to initiate a formal Capital Campaign (\$6.5 million) no later than June 1, 1980. . . to obtain funds for additional facilities and exhibits designed for the Minnesota Zoological Garden, Apple Valley, Minnesota. In order to achieve this goal, outside professional assistance is desired.

If you are interested in being considered for this consultant project, please respond by _____ with information about your company or professional association, information about your staff and their experience and capabilities, reference to your association with other capital campaigns of similar magnitude, statement about your experience and understanding of the Twin City or Minnesota community, and other information you believe would be beneficial.

Our basic premise is to have the Foundation Board of Directors and staff heavily involved and participating in the campaign process. The Foundation will provide Board and staff assistance in defining objectives, preparing the need's statement, identifying prospects, evaluation of gift potentials, maintenance of records and other activities as needed.

We are seeking assistance in establishing the structure, establishing special committees (leadership cadre), motivating, scheduling and timing, budgeting, formalizing the material, analyzing the market potential (feasibility study of community), preparing the fund-raising plan, volunteer training, public relations and promotion, solicitation methods, and general staff/campaign assistance.

We are interested in visiting more extensively with you about your services, staff, fees and potential relationship.

Please respond to Robert S. Voigt, Executive Director, Minnesota Zoological Garden Foundation.

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EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

TO: ✓ Edward Kohn
Malcolm McDonald

FROM: Bob Voigt

DATE: May 7, 1979

The following will be attending a luncheon in the Burbank Room,
Minnesota Club, 317 Washington, St. Paul, on Tuesday, May 8, 1979:

- (1) George Berg, Vice President
American National Bank & Trust Co.
- (2) Howard E. Dalton, Partner
Peat, Marwick, Mitchell & Co.
- (3) Edward Kohn, General Director
Minnesota Zoological Garden
- (4) Malcolm McDonald, President
Collateral Control Corporation
- (5) Stephen Ober, Principal Officer
Mardag Foundation
- (6) Thomas Powel, Director, Environmental
Education Program - 4H Youth Development
University of Minnesota
- (7) Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

RSV:pb

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. McKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

K

Edward Kohn

May 3, 1979

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

Dear Bill:

It hardly seems possible that I am writing the acknowledgement letter for your sixth and final payment on your three-year commitment of \$150,000 to the Minnesota Zoological Garden Foundation. Time has gone so fast. Thanks to you and all of your wonderful associates, the Minnesota Zoo has gotten off to a great start. We appreciate your help and support. Many others have looked to the lead which the General Mills Foundation took in helping our Capital Program get off to a good start.

The zoo is now approaching its first anniversary on May 22nd. The community response has been good. Our new General Director, Ed Kohn, has brought a most exciting and a creative position of leadership to the Minnesota Zoo. His relationship to the legislature and his proposals and concepts shared with the Zoo Board will help to direct the zoo toward its long-term goals that have been previously identified. There still are many major facilities and exhibits proposed for future development at the Minnesota Zoo.

Many ideas are also being considered about future programs and educational out-reach activities that will be available for organizations and schools throughout the state of Minnesota. I'm looking forward to an opportunity in the future when we may visit about the many great things that are taking place now and are being planned for future activities.

Enclosed is a copy of the Zoo Album which I believe is a neat pictorial display of some of the main exhibits at the Minnesota Zoo. If you have any questions about what is currently in process or future programs, I hope that you will give me a call.

Sincerely,

R
Robert S. Voigt
Executive Director

General Mills Foundation

Post Office Box 1113

Minneapolis, Minnesota 55440

WILLIAM R. HUMPHREY, JR.
VICE PRESIDENT AND
EXECUTIVE DIRECTOR

May 2, 1979

Mr Robert S Voight
Executive Director
Minnesota Zoological Garden Foundation
33 E Wentworth Ave, Suite 218
West St Paul, MN 55118

Dear Bob:

We are happy to enclose a General Mills Foundation check for \$25,000 representing the sixth and final payment on our three year commitment of \$150,000.

We request that this grant be recorded in the name of the General Mills Foundation and that an acknowledgment be sent to me.

We hope things are going well with you and the entire zoo operation.

Best personal regards.

Sincerely,



WRH JR:lmf
Enc.

5/3/79
RJ



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

[Handwritten mark]

May 1, 1979

Mr. Lars Carlson
Director of Community Affairs
H. B. Fuller Company
2400 Kasota Avenue
St. Paul, MN 55108

Dear Lars:

Thank you very much for your letter of April 25th and the good news about the grant of \$7,500 awarded by your Community Affairs Council to the Minnesota Zoological Garden Foundation. This is great news and certainly great support for the Minnesota Zoo. We appreciate your personal interest and your arranging for Ed Kohn and me to meet with your group.

I am looking forward to the contact from the member of your council in regard to a tour of the zoo. Perhaps we can arrange this at a time when it would be convenient for both your associate and his family to participate in a rather extensive visit. I am looking forward to the phone call so that we can make all of the arrangements.

Please express our appreciation to each one of the members of your Council for their kind consideration and help.

Sincerely,

[Handwritten signature]

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn

*George Wilson & family will join me for a tour
Wed afternoon, May 16th.*

HB FULLER COMPANY

GENERAL OFFICE

2400 KAŠOTA AVENUE • ST. PAUL, MINNESOTA 55108 • TELEPHONE 612 645-3401

April 25, 1979

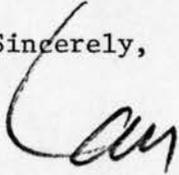
Mr. Robert S. Voigt
Executive Director
Minnesota Zoological Garden Foundation
33 Wentworth Avenue East
Suite 218
West St. Paul, Minnesota 55118

Dear Bob:

I want to thank you and Ed Cohen for attending our Community Affairs Council meeting the other day and for making an excellent presentation. I am pleased to tell you that our council has awarded a grant of \$7,500.00 to the Minnesota Zoological Garden Foundation for 1979. A member of our council will be contacting you shortly to arrange for a mutually convenient time to deliver the check. It might be possible that this person might want to visit the zoo with members of his family and, if that is agreeable to you, I would appreciate it if you would make the appropriate arrangements.

Thanks again, Bob...you are doing a great job.

Sincerely,



Lars Carlson
Director, Community Affairs

LC/lgv

4/27/79





MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

April 23, 1979

[Handwritten signature]

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

Just a short note to tell you that I have today received a phone call from Lars Carlson of the H. B. Fuller Company stating that their Contributions Committee had made a commitment of \$7,500 to the Minnesota Zoological Garden Foundation.

Thanks for your great help and assistance in the presentation this last week.

Sincerely,

[Handwritten signature of Robert S. Voigt]

Robert S. Voigt
Executive Director

RSV:pb

5/9
Dave - Doesn't this constitute the needed work? Voigt's letter request pointed at this need.

[Handwritten initials]



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

April 11, 1979

Mr. Ernest H. Peacock
Realtor - Associate
Thorpe Brothers, Inc.
7450 France Avenue South
Minneapolis, Minnesota 55435

Dear Ernie:

It was good to visit with you again yesterday about the plans which you are arranging for the Question Club and their forthcoming tour to the Minnesota Zoo. I am glad to have had an opportunity to visit briefly with you and help in the arrangements.

In visiting with Sharon Foster of the Visitor Services Department of the Zoo, she has suggested that Wednesday, May 23, would be a very good time for the Question Club to arrange their tour and visit with zoo staff. That day will allow good timing for you to meet with key people and to have good access to the orientation theater, education staff and many others who can answer questions that you may have on current operations and current programs.

I am also glad to hear that your luncheon needs can be arranged through International Dairy Queen. I would presume now that the zoo is open that the arrangements will be even more interesting to your group than they were last year. I will be glad to work with you and others who are making the arrangements for the 23rd and distribute information, maps, brochures or other material that you would like to have prior to your visit.

Please let me know how I can help you make the arrangements for this tour. If you have any questions on facilities or things at the zoo, please feel free to call Sharon Foster at 432-9010 ext. 216.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Edward Kohn
Sharon Foster

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EXECUTIVE DIRECTOR: ROBERT S. VOIGT



EDINA OFFICE: 7450 FRANCE AVE. S.
EDINA, MINN. 55435 • (612) 835-1133

REAL ESTATE: RESIDENTIAL • COMMERCIAL INDUSTRIAL
PROPERTY MANAGEMENT • GENERAL INSURANCE

April 6, 1979

Mr. Bob Voigt
33 E. Wentworth
Suite 218
West St. Paul, MN 55118

Dear Bob:

You did such a good job last year it's only fair that we give you another chance.

Bob, I tried to call you today but you were out. The Question Club would like to work out another tour of the Zoo. You will probably recall that the facility was not open last year at our sneak preview. I'm sure major changes have occurred and we would like to be aware of them. Our group has always supported projects of this nature and I think a trip of this nature would be beneficial to both of us.

I would like to set something up for May 22, 23 & 24th. Could you check these dates and advise me as to the feasibility of putting something together. Thanks for any help you can offer and I'll await your reply.

Sincerely,

A handwritten signature in cursive script that reads 'Ernie Peacock'.

Ernie Peacock

4/9/79
✓

10 OFFICES TO SERVE YOUR NEEDS!

HOME OFFICE: 8085 Wayzata Blvd., Minneapolis, Minn. 55426 • (612) 545-1111

Member of Local & National: Real Estate Boards, Building Owners & Managers, Institute of Real Estate Management.



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

April 10, 1979

Mr. Edward Kohn

Mr. Merrill L. Blaskey, Chairman
Contributions Review Committee
Northern States Power Company
414 Nicollet Mall
Minneapolis, Minnesota 55401

Dear Mr. Blaskey:

Thank you for your letter of April 9th and the information that your Committee had again reviewed our request for financial support. I am sorry to hear your report that our request was not approved. I am a little confused over which request you are referring to!

In reviewing our file, my records and correspondence show that on June 15, 1977, your Metro Contributions Committee recommended that NSP should participate in funding the new zoo. Subsequently, your officers of the Contributions Committee indicated a contribution for the zoo would be considered in the 1978 budget. Subsequently, in visiting with you, you had indicated that on January 13, 1978, that NSP had included in their current budget a commitment for the Minnesota Zoological Garden. However, in subsequent discussions, this appeared to have been delayed pending further operating information from the zoo. In October, 1978, I presented to Mr. R. W. Comstock, a description of an ACES project which the zoo is considering as part of their Mid-Trek Exhibit. Mr. Comstock indicated that the project was similar to one which your company currently has underway in Roseville and there is nothing more for us to do on that "idea" at that time.

I guess that I had presumed that if you were considering a major review of possible financial support to the development of the Minnesota Zoological Garden, that we would have an opportunity to present rather extensive information to you and your Committee about the current program, budgets and future development needs. I am sorry that we did not have an opportunity to provide this sort of information to you for your Committee review.

On several occasions recently, I have had an opportunity to visit with Mr. Donald W. McCarthy, President and Chief Executive Officer, and Mr. Ralph Duncanson, General Manager of Division Operations. Both of them have expressed continued interest in the Development Program of the Minnesota Zoological Garden. Next Wednesday, April 18th, Mr. Duncanson and several of his associates are planning a tour of the zoo and a meeting with Mr. Edward Kohn, General Director. We would

OFFICERS AND DIRECTORS: KENNETH M. KNOFF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
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EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Mr. Merrill L. Blaskey

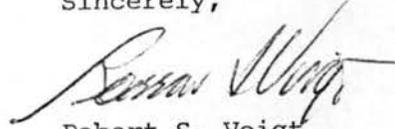
-2-

April 10, 1979

delighted if you could join us at that time. Please call and let me know if you can.

There are many activities and proposals that are in process of discussion with the Legislature, the Governor and others throughout our community. We would like to have an opportunity to bring you up to date on these developments at your convenience. If April 18th is not convenient from your schedule standpoint, please let me know and I will be glad to meet with you at any time.

Sincerely,



Robert S. Voigt
Executive Director

RSV:pb

cc: Mr. Donald W. McCarthy
Mr. Ralph Duncanson
Mr. Robert Engels
✓ Mr. Edward Kohn

NSP

NORTHERN STATES POWER COMPANY

MINNEAPOLIS, MINNESOTA 55401

April 9, 1979

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

Dear Mr. Voigt;

Last December you were informed by Mr. R.W. Comstock that your request for funding would be considered early this year. Recently our Contributions Committee did review your proposal along with a number of other requests from various organizations.

I'm sorry to inform you that your request for financial support was not approved. We wish you success in your funding program and regret that budgetary limitations prevent us from participating with you.

Sincerely,

Merrill Blaskey

Merrill L. Blaskey, Chairman
Contributions Review Committee

MLB/mak

4/9/79
V



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

Bob V.
April 10, 1979

Mr. Malcolm W. McDonald
President
Collateral Control Corporation
444 Lafayette Road
St. Paul, Minnesota 55101

Dear Malcolm:

Thanks for your offer to host a luncheon at the Minnesota Club in St. Paul, on Tuesday, May 8th. This is indeed a good way for Ed Kohn to get acquainted with some of the leaders in St. Paul.

Enclosed is a list of people who have either been involved with major donations to the Foundation or are prospects for future support. I believe that if a letter was to come from you to them, that it would have a good impact and probably some very good results.

Enclosed is a list of recommended invitees and also a draft of a letter which you might want to consider in using. We will be glad to provide the follow-up and record keeping of all those who do accept. The possibility of getting 50% of those who we ask is why I have suggested that we invite the people on the enclosed list. If you have others that you would recommend or would prefer to substitute for some of these, please feel free to do so and just let me know.

We are in the process of getting some "new" information from the zoo on their future capital development goals and should within the next week or ten days have a pretty good picture of their needs and then can start shaping our program to help accomplish these goals. I'm looking forward to ^{your} continued support.

Sincerely,

Robert S. Voigt
Executive Director

cc: Edward Kohn

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EXECUTIVE DIRECTOR: ROBERT S. VOIGT

POSSIBLE ATTENDEES

Minnesota Club
May 8, 1979

*Good or prospects
or past donors*

1. DAVID R. FESLER
President
Lampert Yards, Inc.
1565 Selby Avenue
P.O. Box 3076
St. Paul, Minnesota 55165
↑ OR ↓
2. JOHN L. FESLER
Lampert Yards, Inc.
1565 Selby Avenue
P.O. Box 3076
St. Paul, Minnesota 55165
3. LEONARD HARKNESS
State Program Director
4H Youth Development
University of Minnesota
475 Coffey Hall
St. Paul, Minnesota 55108
4. REUEL HARMON
Chairman
The Webb Company
1999 Shepard Road
St. Paul, Minnesota 55116
5. ELMER L. ANDERSEN
President
The Bush Foundation
W-962 First National Bank Building
St. Paul, Minnesota 55101
6. HOWARD E. DALTON
Partner
Peat, Marwick, Mitchell & Company
2100 American National Bank Building
St. Paul, Minnesota 55101
7. ROBERT J. REARDON
Trustee
The Otto Bremer Foundation
700 Northwestern National Bank Bldg.
St. Paul, Minnesota 55101
8. MARY C. REDDICK
National President
Degree of Honor Protective Association
325 Cedar Street
St. Paul, Minnesota 55101
9. JAMES R. OPPENHEIMER
Attorney
W-1781 First National Bank Building
St. Paul, Minnesota 55101
10. JAY A. PFAENDER
Vice President
Minnesota Federal Savings & Loan
355 Minnesota Street
St. Paul, Minnesota 55101
11. JAMES W. REAGAN
President
American National Bank and Trust Co.
370 Minnesota Street
St. Paul, Minnesota 55101
12. JOHN D. TAYLOR
Executive Director
Northwest Area Foundation
W-975 First National Bank Building
St. Paul, Minnesota 55101
13. HUMPHREY DOERMANN
Executive Director
The Bush Foundation
W-962 First National Bank Building
St. Paul, Minnesota 55101
14. C. B. DRAKE, JR.
Chairman and Chief Executive Officer
St. Paul Companies, Inc.
385 Washington Street
St. Paul, Minnesota 55102
15. STEPHEN OBER
82 Dellwood Avenue
White Bear Lake, Minnesota 55110
16. W. JOHN DRISCOLL
2100-W First National Bank Building
St. Paul, Minnesota 55101

DRAFT

April 9, 1979

Dear _____:

On behalf of Edward Kohn, General Director of the Minnesota Zoological Garden, and Bob Voigt, Executive Director of the Minnesota Zoological Garden Foundation, I am inviting you to join us for lunch at the Minnesota Club, 317 Washington, St. Paul, Tuesday, May 8th, 12 Noon, Burbank Room.

Mr. Kohn has recently moved to Minnesota from Washington where he was the Deputy Director of the National Zoo.

I believe you will find Mr. Kohn a very interesting person and he will be able to share with ^{several} all of us a few comments and information on the current status and future programs of the zoo.

Please call the Zoo Foundation Office (457-2579) regarding your confirmation on attending. I hope you will be able to join us.

Sincerely,

Malcolm McDonald



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 29, 1979

R

Mr. Ralph Duncanson
General Manager - Division Operations
Northern States Power Company
414 Nicollet Mall
Minneapolis, Minnesota 55401

Dear Mr. Duncanson:

I appreciated the opportunity to meet you at the St. Paul Rotary Meeting on Tuesday and also the chance to briefly share with you a few comments on the current status on the Minnesota Zoological Garden.

I am pleased to know that you are interested in visiting the zoo and seeing first-hand some of the great accomplishments of this project. I am looking forward to meeting with you and any of your associates whom you care to bring with you on Wednesday, April 18, at 3 p.m., at the zoo. We will be planning on meeting in the administrative offices, which is on the third floor of the Administration Building. Enclosed is a map showing the location of the zoo and also the location of the Administration Building.

I hope that you will also bring along with you several of your associates or family who would like to tour the zoo. Please count on at least two hours in order to meet Mr. Edward Kohn, the General Director, some of the other staff members and then walk through the tropics, Minnesota Exhibit and perhaps some of the outdoor Northern Trek area as well.

On several occasions in the past I have also visited with Merrill Blaskey. Perhaps he might also be able to join you. Let's plan on visiting prior to the meeting so that we can confirm all arrangements and have a most pleasant tour of the zoo.

If you have any additional questions or wish additional information, please contact me and I will be glad to provide this material to you.

Sincerely,

Robert S. Voigt
Executive Director

Sealed Bob's confirmed #2 per

Enclosure

cc: Ed Kohn

Ed - Can we meet with you around 3PM on Apr 18th for a brief visit? I have also asked Bob Engler to join us.

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. McKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Atton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Bob Voigt



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 28, 1979

Mr. John N. Mitchell
Director
Honeywell Fund
Honeywell Plaza
Minneapolis, Minnesota 55408

Dear John:

I am delighted to acknowledge receipt of your Honeywell Fund check in the amount of \$25,000 in support of the Minnesota Zoological Garden. Your support through the Foundation means a lot to helping the zoo to accomplish its future Capital Development Program. Thank you.

The zoo is making great progress. More than 1 million visitors have been to the zoo during its first 9 months of operation. The school groups and education people have responded most appreciatively to the programs that have been designed and implemented in their behalf. The winter season has been good considering that our community is not acclimated to visiting zoos in the winter time. During the month of January and February, more people visited the Minnesota Zoo than the total combined attendance figures at the Brookfield Zoo, Milwaukee Zoo, Philadelphia Zoo and the Bronx Zoo. This speaks well for the community's response to this program.

I will be completing and returning to you in a separate envelope the report form which accompanied your letter of March 26. I am doing this separately so as to receive several new photographs of facilities that are being completed at this time as well as some maps of future development programs that will be entered into in the near future. This material will be sent to you within the next couple weeks.

Thanks again, John, for your kind support and tremendous interest.

Sincerely,

Robert S. Voigt
Executive Director

✓ cc: Ed Kohn

OFFICERS AND DIRECTORS: KENNETH M. KNOFF, President Edina; MARGEE KINNEY, Vice President Wayzata; DEAN McNEAL, Secretary Mound; ANTHONY L. ANDERSEN, Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; CONNIE DeLAND Minneapolis; ROBERT FERGUSON Eagan; LOUIS I. GELFAND Minneapolis; RICHARD G. GRAY, SR. Mound; REUEL HARMON Inver Grove Heights; R. W. KAPLAN Owatonna; MALCOLM McDONALD North Oaks; JOHN C. McKAY South St. Paul; CHY MORRISON Wayzata; DAVID W. ONAN, II Wayzata; JOSEPH T. O'NEILL St. Paul; JAMES G. PETERSON Excelsior; GORDON ROSENMEIER Little Falls; MARY ANN SCROGGINS Afton; SANDRA STOKESBARY Minneapolis; JOHN E. TILTON Hopkins

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, Minnesota Zoological Society; EDWARD KOHN, General Director, Minnesota Zoological Garden; U.S. SEAL, Ph.D., Chairman, Minnesota Zoological Board

EXECUTIVE DIRECTOR: ROBERT S. VOIGT

March 28, 1979

Mr. Gilbert P. Goetz
Vice President - Public Relations
and Advertising
Investors Diversified Services, Inc.
IDS Tower
Minneapolis, Minnesota 55402

Dear Mr. Goetz:

Your initial payment of \$2,500 on your pledge to the Minnesota Zoological Garden Foundation was received this morning and we sincerely appreciate your support.

The Minnesota Zoo is making great strides. Already, more than 1 million people have visited the zoo since it opened last May. The response from school groups and educators has been tremendous. We are all looking forward to a greater development of facilities and programs in the years ahead.

If at any time you would like to have more information about the general activities or specific programs, I would be pleased to get together with you. Please give me a call.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Ed Hohn

INVESTORS DIVERSIFIED SERVICES, INC. ♦ IDS TOWER ♦ MINNEAPOLIS, MINNESOTA 55402

GILBERT P. GOETZ
VICE PRESIDENT—PUBLIC RELATIONS & ADVERTISING

March 22, 1979

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

Dear Mr. Voigt:

Please find enclosed our initial payment of \$2,500
of our 1979 corporate contribution to the Minnesota
Zoological Garden Foundation.

The total pledge of \$5,000 will be completed this
July.

We trust our pledge will benefit the Foundation
with its many projects.

Sincerely,

Gilbert P. Goetz
(meh)

Gilbert P. Goetz

GPG/mlk
enc. check

3/28/79
↓

check deposited 3/28/79



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 29, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

Just a note to let you know who the guests will be next Tuesday noon, April 3, 12:00, at the Saint Paul Athletic Club. We had discussed and arranged through Tony Andersen to have another small group luncheon at which you will be able to meet a few of the community leaders in St. Paul.

The guests will be: Paul Verret, Executive Director, Saint Paul Foundation; Bill Faulkner, Vice President and Assistant to the President, American Hoist and Derrick; Dave Cartwright, Senior Vice President, Minnesota Mutual Life Insurance Company; Bill West, Chairman of the Board, Torit Division, Donaldson Company; and Bob Johnson, former President of Blue Cross and Blue Shield of Minnesota and now a consultant in the health care field. I am still waiting for confirmation from Joe O'Neill, our Foundation Board Member, as to his joining us for lunch. I will visit with you prior to the luncheon just to review again any additional information that you would like to have on these individuals.

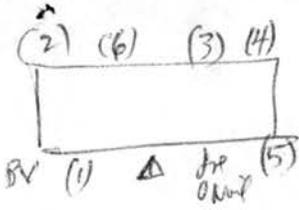
I have also visited with Malcolm McDonald about hosting a similar luncheon at the Minnesota Club in St. Paul on either Tuesday, April 24, or Thursday, April 26. Would either one of these days be OK for your schedule?

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. McKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
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EXECUTIVE DIRECTOR: ROBERT S. VOIGT



LUNCHEON, APRIL 3, 1979

ST. PAUL ATHLETIC CLUB
12 NOON
ROOM 4-D

GUESTS:

- (1) *Nancy Whit Hode*
PAUL VERRET, Executive Director, St. Paul Foundation
1120 N.W. National Bank Building, St. Paul, MN 55101 224-5463
- (2) WILLIAM B. FAULKNER, Vice President, American Hoist and
Derrick Company, 63 Robert Street, St. Paul, MN 55107 228-4559
- (3) DAVID P. CARTWRIGHT, Senior Vice President, The Minnesota
Mutual Life Insurance Company, 345 Cedar, St. Paul, MN 55101 298-3551
- (4) WILLIAM L. WEST, Vice President, The Donaldson Company, -
Chairman, Torit Division, President - Donaldson Company Foundation,
1133 Rankin Street, St. Paul, MN 55116 698-0391
- (5) JACK W. NICHOLS, Director of Communications, Sperry Univac -
Division of Sperry Rand, 3333 Pilot Knob Road, St. Paul, MN 55165 456-4510
- (6) ROBERT L. JOHNSON, Principal, R. L. Johnson and Associates,
6608 Iroquois Trail, Edina, MN 55435, former President of
Blue Cross and Blue Shield of Minnesota 941-7748

FOUNDATION BOARD MEMBER:

- (1) JOSEPH T. O'NEILL, Attorney, Former State Senator, One of the
authors of the Zoo Legislation, offices in the N.W. National
Bank Building, St. Paul, MN 55101 227-9505

ZOO STAFF:

- (1) Edward Kohn, General Director 432-9010

FOUNDATION STAFF:

- (1) Bob Voigt, Executive Director 457-2579



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

K

April 3, 1979

Mr. R. W. Quest
Vice President - Administration
McQuay-Perfex, Inc.
13600 Industrial Park Blvd.
P.O. Box 1551
Minneapolis, MN 55440

Dear Mr. Quest:

On behalf of Mr. John C. McKay, the officers and directors of the Minnesota Zoological Garden Foundation, thank you for your continued support. We are pleased to acknowledge receipt of your \$500 check in support of the on-going Capital Development Program of the Minnesota Zoo.

Since the Minnesota Zoo opened last May, over 1 million people have visited the zoo. Over 70,000 school children have participated in some of the on-site educational programs. The community response has been very good. During the months of January and February, more people visited the Minnesota Zoo than the combined total of the Milwaukee County Zoo, Brookfield Zoo, Philadelphia Zoo and Bronx Zoo. This is quite a statement considering this is the Minnesota Zoo's first year of operation. We are all looking forward to a continuation of this strong interest and support from the families of our area.

The Minnesota Zoological Garden has a new General Director as of January 2, 1979. He is Mr. Edward Kohn, formerly the Deputy Director of the National Zoo in Washington, D.C. Mr. Kohn brings to the Minnesota Zoo many years of administration and management experience in zoos and educational programs that have been part of the Smithsonian complex. I know you will enjoy meeting him.

If we can provide you additional information about the Minnesota Zoo or any of its future developments or operating goals, please let me know and I will be glad to obtain the information for you.

Sincerely,

Robert S. Voigt
Executive Director

✓ cc: Ed Kohn

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Egan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
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EXECUTIVE DIRECTOR: ROBERT S. VOIGT

McQUAY GROUP

McQUAY-PERFEX INC.

13600 INDUSTRIAL PARK BOULEVARD

P. O. BOX 1551

MINNEAPOLIS, MINNESOTA 55440

ROBERT W. QUEST
VICE PRESIDENT, ADMINISTRATION
612-553-5079

March 30, 1979

Mr. John C. McKay
President
Minnesota Zoological Garden Foundation
33 Wentworth Ave. East, Suite 218
West Saint Paul, Minnesota 55118

Dear Mr. McKay:

We are pleased to inform you that our Contributions
Committee has again authorized support for the
Minnesota Zoological Garden Foundation.

Enclosed is our check in the amount of \$500.00.

Sincerely,

McQUAY GROUP



R. W. Quest
Vice President - Administration

db

Enc.

4/3/79
E



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

April 3, 1979

Mr. Donald E. Burney
Executive Director
Amoco Foundation, Inc.
200 East Randolph Drive
Chicago, Illinois 60601

Dear Mr. Burney:

Thank you for your letter of March 22, and your taking time to review the information which we previously sent to you about the Minnesota Zoo.

I, too, am sorry to hear that in view of your present commitments that you do not have possibilities of support to the Minnesota Zoo at the present time. I hope that I am interpreting your letter correctly in believing that there still is an interest in the Minnesota Zoological Garden and as our future development goals are identified and programs established that we may again present you with specific thoughts for your consideration.

All of us associated with the Minnesota Zoological Garden believe that it is making a significant contribution to our community and certainly making tremendous strides within the zoo world. Attendance at the Minnesota Zoo this winter has exceeded the combined attendance of the Milwaukee County Zoo, Brookfield Zoo, Philadelphia Zoo and the Bronx Zoo. Also, the educational program since commencing last September, has had more than 70,000 school children participating in one of the many on-site Zoo Educational Programs. By the end of the current school year, more than 100,000 students will have benefited from the study guides, training materials and naturalist programs that have been prepared and presented at the zoo.

As new accomplishments take place, I will forward information to you so that your file will have up-dated information on both current activities as well as future development plans. We appreciate your interest in the Minnesota Zoological Garden. Thank you.

Sincerely,

Robert S. Voigt
Executive Director

✓ cc: Ed Kohn

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Egan*; LOUISI GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Amoco Foundation, Inc.

200 East Randolph Drive, Chicago, Illinois 60601

Donald E. Burney
Executive Director

March 22, 1979

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

Dear Mr. Voigt:

I have now had an opportunity to review the materials you sent to me enclosed with your January 18 letter. As a general matter, we do not provide operating funds for any operation such as a zoo, and, therefore, I have looked at your capital fund needs as ones that could possibly fit within our program.

I am sorry to say, however, that in view of commitments we have recently made to zoos in our area, we do not have additional resources to commit to this portion of our program at the present time. We have never committed a very significant portion of our funds to the capital needs of zoos, as we just assigned that particular area of interest a low priority. You certainly have made excellent progress in establishing a new zoo, and we wish you success in finding the funds needed to complete at least the phases you are presently working on.

Even though we do not participate, we know that you will understand our position.

Sincerely yours,



DEB/gr

Ed - we didn't ask for this! Bob

4/2/79
[initials]



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 30, 1979

To: Dave Bender, Minnesota Zoological Garden

From: Kathryn Rosebear, Minnesota Zoological Garden 
Foundation

Subject: Arts Proposal Submission to H. B. Fuller Company

As I mentioned during our phone conversation, Lars Carlson of the H. B. Fuller Company called last week to request a proposal from the Foundation for consideration at their April meeting. The H. B. Fuller Company has been a consistent contributor to the Foundation for the past two years.

As capital completion plans have not been fully finalized, Bob Voigt felt a capital funding request would not be appropriate at this time. I suggested submitting the arts proposal, and Bob agreed that this would probably be of interest to their Community Affairs Council.

I checked with Brook Portman of the State Arts Board on the status of our grant there, and discovered that it will remain open and available until 1980; we do have time to secure matching funds. I revised the proposal submitted to the Jerome Foundation, basically cutting the project in half, and submitted a request to H. B. Fuller for the \$5,000 needed for a State Arts Board match.

The State Arts Board is also agreeable to cutting the program in half, offering four or five arts events rather than the proposed nine. We may also return after the completion of the initial program and request additional funding for the second half of the program.

Enclosed is a copy of the transmittal letter prepared to accompany the proposal delivered to Lars Carlson.

If all goes well, we should have a response by mid-April. Cross your fingers....

cc. Edward Kohn ✓

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President *Edina*; MARGEE KINNEY, Vice President *Wayzata*; DEAN McNEAL, Secretary *Mound*; ANTHONY L. ANDERSEN, Treasurer *St. Paul*; FIRMIN L. ALEXANDER *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT FERGUSON *Eagan*; LOUIS I. GELFAND *Minneapolis*; RICHARD G. GRAY, SR. *Mound*; REUEL HARMON *Inver Grove Heights*; R. W. KAPLAN *Owatonna*; MALCOLM McDONALD *North Oaks*; JOHN C. MCKAY *South St. Paul*; CHY MORRISON *Wayzata*; DAVID W. ONAN, II *Wayzata*; JOSEPH T. O'NEILL *St. Paul*; JAMES G. PETERSON *Excelsior*; GORDON ROSENMEIER *Little Falls*; MARY ANN SCROGGINS *Afton*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*

EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, *Minnesota Zoological Society*; EDWARD KOHN, General Director, *Minnesota Zoological Garden*; U.S. SEAL, Ph.D., Chairman, *Minnesota Zoological Board*

EXECUTIVE DIRECTOR: ROBERT S. VOIGT



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

March 30, 1979

Mr. Lars Carlson
Director of Community Affairs
H. B. Fuller Company
2400 Kasota Avenue
Saint Paul, Minnesota 55108

Dear Lars:

On behalf of the Minnesota Zoological Garden Foundation, I am delighted to submit the enclosed request for funding to the Community Affairs Council of the H. B. Fuller Company for their consideration.

We are requesting a grant in the amount of \$5,000 for the development of arts programs at the Minnesota Zoological Garden. These funds will be used to match a grant from the Minnesota State Arts Board previously awarded the zoo for the development of this program.

The proposed project would utilize regional artists working on artistic projects within the zoo environment. It is a unique program in its tremendous benefits to all involved. Artists participating in the program will reach an audience in size and scope seldom attained in traditional art settings. The zoo will gain active, participatory programs which should expand public awareness of its philosophy and goals. And zoo visitors, of course, will gain the opportunity to participate in creative programs in an open and conducive environment.

This programmatic blend of Art and Science is not traditional in the zoo setting, though several zoos have experimented with arts programs. Attached to the appendices of this proposal is a letter from the Director of the Louisville Zoological Garden describing their experimentation with the arts. It's interesting to note that the program not only was well received, but that attendance at their zoo actually increased substantially during the program. Obviously, the interface of arts and the zoo can have a tremendous impact on the public.

Your interest in the Minnesota Zoological Garden is appreciated. Should you have additional questions or require additional information, please feel free to contact me at the Foundation office - 457-2579.

Sincerely,

Robert S. Voigt
Executive Director

March 9, 1979

Mr. George Weikert
General Manager -
Personnel & Public Relations
Northwestern Bell
200 South 5th Street
23rd Floor
Minneapolis, Minnesota 55402

Dear George:

I am very pleased to acknowledge receipt today of your company's check in the amount of \$7,000 payable to the Foundation in support of the new Minnesota Zoo. Thank you. Yesterday I visited with Jack Parsons about the progress of the zoo and am glad to share with you a few comments on current events and future program activities.

Since the zoo opened last May, more than 1 million people have visited the zoo. Also, about 70,000 school students have participated in some of the learning experience activities on the zoo site. The response by our community has been most gratifying.

Current plans project an additional \$12 million worth of added exhibits and facilities during the next 8 years. Funding for these additions hopefully will come from both the public as well as the private sector. Technically, the zoo may never be finished. It will be in a constant state of addition and growth just like most of the zoos around the country have been for many decades.

Thanks again for your continued interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Jack Parsons

✓ Ed Kohn

March 9, 1979

Mr. L. L. Arnevik
President
Perrybell Investments, Inc.
10000 Highway 55 West
Suite 450
Minneapolis, Minnesota 55441

Dear Mr. Arnevik:

We are very pleased to receive your letter of March 6th and your gift of \$5,000 from the James F. Bell Foundation for the year, 1979. Thank you. Your continuing support and interest in the Minnesota Zoological Garden is indeed appreciated.

The zoo has made tremendous progress during its first year of operations. Since opening last May 22nd, more than 1 million people have visited the zoo. To date, over 70,000 school students have had an opportunity to participate on-site in some of the Education Programs. The outreach activities are continuing to grow. New exhibits are being planned for opening this year and future expansion calls for substantial developments during the next seven years.

Both what is already represented on the site and well as future plans have brought a tremendous educational resource to members of our community. This is indeed a great addition and I know that you and your associates will benefit directly and indirectly from its program within our area.

Please extend our sincere thanks to the Trustees of the Foundation, Messrs. J. Ford Bell, Charles H. Bell, Samuel H. Bell and T. R. Anderson. Their support is very important to us.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Ed Kohn

PERRYBELL
INVESTMENTS, INC.

L.L. ARNEVIK
President
(612) 540-7288

March 6, 1979

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

Dear Mr. Voight:

Enclosed is a check in the amount of \$5,000 representing a gift from the James F. Bell Foundation for the year 1979.

The trustees of the Foundation are Messrs. J. Ford Bell, Charles H. Bell, Samuel H. Bell and T. R. Anderson.

We will appreciate your acknowledging receipt to this office.

Yours very truly,

L. L. Arnevik

LLA/mn
Enclosure

3/8/79
R



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

January 12, 1979

Mr. Edward Kohn
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Ed:

I was pleased that we had an opportunity to get together yesterday for a brief visit about some of the current issues being faced by the Foundation and the zoo. Thanks for sharing your observations and perceptions with me.

I am looking forward to meeting with you many times in the years ahead to plan and develop a good financial support program for the Minnesota Zoological Garden. As soon as some of the current issues are clarified, the Foundation will be in a position to again initiate a strong effort to seek financial support for the zoo's Capital Development Program.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

INFORMATION ABOUT THE MINNESOTA ZOOLOGICAL GARDEN

History:

- 1961 Minnesota Zoological Society established to encourage community interest and support for a major zoological park.
- 1966 Citizens League Committee recommended area-wide involvement in planning and development process.
- 1967 Metropolitan Council established committee to develop a formal approach to zoo development.
- 1969 State Legislature created Minnesota Zoological Board to design, construct, equip, operate and maintain the Minnesota Zoological Garden.
- 1971 Master plan proposed facilities and exhibits estimated to cost \$38.0 million.
- 1973 Bonding program of \$23.0 million (60% of proposal) and matching funds of \$2,350,000 approved by Minnesota Legislature.
- 1974 Construction commenced on 500-acre site in Apple Valley donated by Dakota County. (part of a 2,000 acre park and recreation area)
- 1976 Minnesota Zoological Garden Foundation established for immediate and on-going capital development of the Minnesota Zoological Garden.
- 1978 Grand opening May, 1978. Exhibits contain 1,500 specimens of 250 species. Estimated 1.8 million annual visitors.

Capital Budget:

12/31/78

Source of Funds:	State of Minnesota	\$23,025,000	\$23,025,000
	Gifts, Grants, & Donations	3,829,831	3,993,217
	Matching Funds	2,350,000	2,350,000
	Interest Earned	3,669,192	3,705,613
		<u>\$32,874,023</u>	<u>\$33,073,830</u>
Additional Funds Needed:	Community Sources	\$ 5,162,198	\$ 5,588,170
		<u>\$38,036,221</u>	<u>\$38,662,000</u>
Approved Construction:	Facilities	\$26,017,221	\$26,643,000
	Site, Animals, & Equipment	1,594,300	1,594,300
	Design & Management	3,497,700	3,497,700
		<u>\$31,109,221</u>	<u>\$31,735,000</u>
Uncommitted, But Designed Northern Trek and Zoo Study Center		\$ 6,927,000	\$ 6,927,000
		<u>\$38,036,221</u>	<u>\$38,662,000</u>

7/78

OFFICERS AND DIRECTORS: JOHN C. MCKAY, President *South St. Paul*; DAVID W. ONAN II, Vice President *Wayzata*; KARLA A. WILLIAMS, Secretary-Treasurer *New Brighton*; FIRMIN L. ALEXANDER *St. Paul*; ANTHONY L. ANDERSEN *St. Paul*; CONNIE DeLAND *Minneapolis*; ROBERT H. ENGELS *Scandia*; ROBERT FERGUSON *Eagan*; LARRY S. FREEMAN *St. Louis Park*; PAUL I. FREEMAN *Minneapolis*; LOUIS I. GELFAND *Minneapolis*; REUEL HARMON *Inver Grove Heights*; E. ROBERT KINNEY *Excelsior*; KENNETH M. KNOFF *Edina*; MALCOLM McDONALD *North Oaks*; DEAN McNEAL *Mound*; JOSEPH T. O'NEILL *St. Paul*; MARY ANN SCROGGINS *Afton*; U.S. SEAL, Ph.D. *Bloomington*; SANDRA STOKESBARY *Minneapolis*; JOHN E. TILTON *Hopkins*; ADOLF TOBLER *St. Paul*; EUGENE TRUMBLE *Chaska*
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Operating Statement (Projected 7/1/78 - 6/30/79):

Income: (based on annual attendance of 1,832,000 less 409,376 free =
1,422,624 paid)

Adimssions (over 16 - \$2.50; 6-16 - \$1.25; under 6 - free)	\$2,944,000
Parking (estimated 4 per car)	458,000
Rentals (strollers, etc.)	30,000
Gift Shop and Guide Books	1,374,000
Monorail	418,000
	<u>\$5,224,000</u>
Less Sales Tax	129,000
	<u>\$5,095,000</u>

Expenses:

Salaries	\$2,768,449
Operating Expenses	2,151,542
	<u>\$4,919,991</u>
	175,009
	<u>\$5,095,000</u>

Projected Attendance:

<u>Month</u>	<u>Week Day</u>	<u>Week End</u>	<u>Peak Day</u>	<u>Monthly</u>
January	400	1,000		18,200
February	400	1,100	8,000	25,700
March	1,300	3,200	8,000	88,400
April	2,400	6,000		109,100
May	5,600	13,000	20,000	247,000
June	6,300	14,700	20,000	261,400
July	7,500	17,500	20,000	347,200
August	8,500	19,900	20,000	355,000
September	3,600	8,300	20,000	165,900
October	2,000	5,100	8,000	102,900
November	900	2,200	8,000	43,600
December	400	1,000	8,000	67,600

Attendance Comparisons (Annual):

Minnesota Zoological Garden (Projected) 1,832,000

Others (Actual):

Minneapolis YMCA	1,200,000
Twins Baseball (1977)	1,162,727
Valley Fair (1977)	600,000
Minnesota Orchestra	447,009
Science Museum (1977)	428,390
Walker Art Center	421,834
The Minneapolis Institute of Art	372,715
Tyrone Guthrie Theater	361,378
North Stars Hockey (1978)	346,631
Vikings Football (1977)	321,571
University of Minnesota Football (1977)	247,373
University of Minnesota Basketball	220,917
Minnesota Museum of Art	170,091
Chimera Theater	147,070
University of Minnesota Hockey (1978)	123,385
St. Paul Chamber Orchestra	100,587

MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

BOARD OF DIRECTORS

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Office Telephone: 540-6207; Home Telephone: 922-6475.

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Home Telephone: 825-1039.

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Office Telephone: 423-4441; Home Telephone: 454-3909.

LOUIS I. GELFAND, 3751 West 22nd Street, Minneapolis, Minnesota 55416.
Office Telephone: 330-4612; Home Telephone: 920-1807.

RICHARD G. GRAY, SR., Investors Group of Companies, 1000 Roanoke Bldg.,
Minneapolis, Minnesota 55402. Office Telephone: 372-3719; Home Telephone: 472-1347.

REUEL HARMON, 14 High Road, Inver Grove Heights, Minnesota, 55075.
Office Telephone: 647-7231; Home Telephone: 451-7302.

R. W. KAPLAN, Owatonna Tool Company, Owatonna, Minnesota 55060.
Office Telephone: (507) 451-5310.

MALCOLM MCDONALD, 21 East Oaks Road, North Oaks, Minnesota 55110.
Office Telephone: 222-7792; Home Telephone: 222-6140.

JOHN C. MCKAY, 2106 Caroline Lane, South St. Paul, Minnesota 55075.
Home Telephone: 455-5112.

CHY MORRISON, 532 West Ferndale Road, Wayzata, Minnesota 55391.
Home Telephone: 473-7853.

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Office Telephone: 544-4702; Home Telephone: 473-0143.

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Office Telephone: 227-9505; Home Telephone: 644-4470.

JAMES G. PETERSON, 5745 Christmas Lake Point, Excelsior, Minnesota 55331.
Office Telephone: 333-3473; Home Telephone: 474-5813.

GORDON ROSENMEIER, 72 Broadway, Little Falls, Minnesota 56345.
Office Telephone: 1-632-5458; Home Telephone: 1-632-9547.

MARY ANN SCROGGINS, 3222 St. Croix Trail, Afton, Minnesota 55001.
Home Telephone: 436-1150.

SANDRA STOKESBARY, 4203 Wentworth Avenue, Minneapolis, Minnesota 55409.
Home Telephone: 823-0316.

JOHN E. TILTON, One Webster Place, Hopkins, Minnesota 55343.
Home Telephone: 938-1943.

EX-OFFICIO MEMBERS

PAUL I. FREEMAN, Dain, Kalman, and Quail, Inc., 201 American National Bank Building,
St. Paul, Minnesota 55101. Office Telephone: 371-7635.

EDWARD KOHN, General Director, Minnesota Zoological Garden, 12101 Johnny Cake Ridge
Road, Apple Valley, Minnesota 55124. Office Telephone: 432-9010.

U.S. SEAL, Ph.D., 9801 Pillsbury Avenue, Bloomington, Minnesota 55420.
Office Telephone: 725-6767; Home Telephone: 888-7267.



12101 Johnny Cake Ridge Road
Apple Valley, MN 55124
612/432-9010

January 3, 1979

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

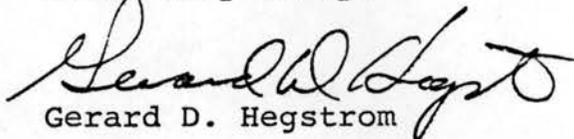
Subject: Deferred Giving

Dear Bob:

While I am certain you probably get these kinds of materials from other groups involved in fund development, I thought that the attached material from the Courage Center was well-done and may help to emphasize the need to consider deferred giving programs in the near future.

If there are any questions, please contact me.

Yours very truly,

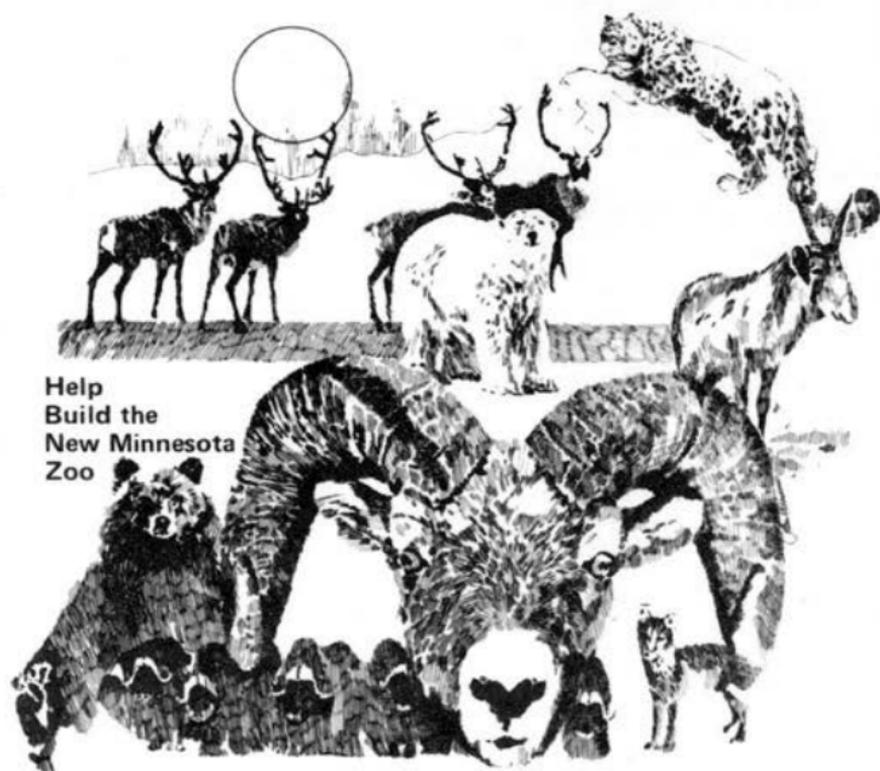

Gerard D. Hegstrom

GDH:pn

Attachment

cc: Stephen A. Iserman
Edward Kohn

ZOO FUND



Help
Build the
New Minnesota
Zoo

The **Northern Trek** with ten more species of northern climate animals is the next phase of development.

Visitors to the **Northern Trek** will travel across five northern hemisphere terrains, all within the 80-acre exhibit. They will see polar bears and seals playing by an arctic pool, snow leopards and grizzly bears prowling an alpine forest, and big-horn sheep and rocky mountain goats climbing craggy promontories. Caribou, wolves, arctic foxes and saiga antelope will graze over the grasslands and marshes.

Construction of this phase will begin as soon as funding support is available.

Northern Trek Phase II	Cost Estimate
Caribou/Wolf Exhibits	\$1.0 million
Polar Bear/Seal/Fox Exhibits and Midtrek Station & Exhibits	\$3.0 million
Musk Oxen/Snow Leopard Exhibits	\$1.0 million
Bighorn Sheep/Mountain Goat/Grizzly Exhibits	\$1.7 million
Total Budget Needs:	\$6.7 million

There are many ways you can help build the zoo: gifts, grants, donations, bequests and pledges to the **Minnesota Zoological Garden Foundation**, a 501(c)3 corporation, are tax deductible as determined by the Internal Revenue Service.

Yes, I will help build the Minnesota Zoological Garden.

Name _____

Address _____

City _____

State _____ Zip _____

Enclosed is my gift of _____

I pledge _____

Date _____

I would like information about _____

Direct your gift to:

Minnesota Zoological Garden Foundation
33 East Wentworth Avenue
West St. Paul, Minnesota 55118
Telephone: (612) 457-2579

THANK YOU!

34 ZOO
MINNESOTA ZOOLOGICAL GARDEN



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

December 22, 1978

To: Ed R. K.

Mr. and Mrs. Stephen Ober
82 Dellwood Avenue
White Bear Lake, MN 55110

Dear Mr. and Mrs. Ober:

I'm very pleased to hear that we have finally arranged a date that is mutually agreeable to go for a visit at the new Minnesota Zoological Garden. Although there is a lot of snow on the ground, this is a beautiful time of the year to appreciate the Tropical exhibits and the fact that the entire zoo is open year-round.

I am looking forward to meeting you on Thursday, January 4th in the Administrative Office of the zoo. Enclosed is a map showing both the direction to the zoo as well as the on-site map that will show you the location of the Administrative Offices. We will plan on meeting around 1:30 p.m. I am glad to know that you can plan at least two hours for the visit. If more time is needed and you have more time available, we'll be able to visit with more of the staff in the Education area as well as some of the back-up health care and support service sections. We will be inside all of the time unless you would like to stand about 30 minutes walking through part of the Northern Trek outdoor exhibits.

If you have friends or family that you would like to bring along, please feel free to do so. Just call and let me know how many to expect. I'm looking forward to seeing you on the 4th.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

cc: Jerry Hegstrom

Jerry: We'll stop by for a few minutes before the tour. Mr. Ober is the principal officer of the Masdag Foundation.

OFFICERS AND DIRECTORS: KENNETH M. KNOPF, President Edina; MARGEE KINNEY, Vice President Wayzata; DEAN McNEAL, Secretary Mound; ANTHONY L. ANDERSEN, Treasurer St. Paul; FIRMIN L. ALEXANDER St. Paul; CONNIE DeLAND Minneapolis; ROBERT FERGUSON Eagan; LOUIS I. GELFAND Minneapolis; RICHARD G. GRAY, SR. Mound; REUEL HARMON Inver Grove Heights; R. W. KAPLAN Owatonna; MALCOLM McDONALD North Oaks; JOHN C. McKAY South St. Paul; CHY MORRISON Wayzata; DAVID W. ONAN, II Wayzata; JOSEPH T. O'NEILL St. Paul; JAMES G. PETERSON Excelsior; GORDON ROSENMEIER Little Falls; MARY ANN SCROGGINS Afton; SANDRA STOKESBARY Minneapolis; JOHN E. TILTON Hopkins
EX-OFFICIO MEMBERS: PAUL I. FREEMAN, President, Minnesota Zoological Society; EDWARD KOHN, General Director, Minnesota Zoological Garden; U.S. SEAL, Ph.D., Chairman, Minnesota Zoological Board
EXECUTIVE DIRECTOR: ROBERT S. VOIGT

Office Memorandum

DEPARTMENT MZGTO : Stephen A. Iserman
Administrative Officer

DATE: November 20, 1978

FROM : Gerard D. Hegstrom *GDH*
General DirectorPHONE: 299SUBJECT: FOUNDATION FINANCIAL RECORDS

Karla Williams has expressed concern to me about the method used in presenting the Foundation financial reports. I share some of her concern.

Basically, she is indicating that the way in which the materials are presented do not distinguish the Walk income that well from other Foundation income, and more importantly, the time periods for tabulating receipts and comparing to expenses is not consistent. There are continuing general accumulations of funds but not annual income related to annual expense budgets.

I would suggest that we propose a Foundation reporting format to the Zoological Board that will give us the kind of information we can best use to evaluate income and related expenses. It is a way of evaluating the productivity of the Foundation.

I would ask your help in preparing a request to the Foundation for regular financial reports to the Minnesota Zoo Board in approved format. Your proposal on format would be part of that.

Thank you.

GDH:pn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

27th N
October 30, 1978

Mr. Mark Dayton
Commissioner
Minnesota Department of
Economic Development
480 Cedar Street
St. Paul, Minnesota 55101

Dear Commissioner Dayton:

I am looking forward to meeting you at the zoo on Tuesday afternoon, November 7 at 2:30 p.m. We will plan on spending a least a couple hours meeting with some of the zoo staff and touring the facilities. Let's plan on meeting in the office of Gerard Hegstrom, General Director of the Minnesota Zoological Garden. The zoo is located at 12101 Johnny Cake Ridge Road, Apple Valley. Enclosed is a map showing the easiest access from St. Paul.

I am sorry that you cannot join with me and Steve Schuster for the group meeting on Thursday, November 2 which is scheduled with Mr. Henry Todd of your Tourism Division. I presume he will be able to share with you information which he gathers from that meeting. We will also prepare additional materials and get them to you next week so that you can assemble some thoughts prior to our meeting the following week.

We are looking forward to your joining us at our Annual Dinner on Wednesday, November 8.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

✓cc: Gerard Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

September 22, 1978

Dr. U.S. Seal:

Please note the reason given for the decision not to provide funds (on Dayton Hudson letter).

RSV

*cc: Zoo Board
DAE*

Mr. Richard Contee
President
Dayton Hudson Foundation
777 Nicollet Mall
Minneapolis, Minnesota 55402

Dear Mr. Contee:

Your letter of September 18 regarding the recent decision made by your trustees in response to our Foundation Grant Application was received today. We are sorry to hear the outcome of your deliberation when we feel so strongly that the activities of the zoo will reach so many people in our community with so many educational and beneficial programs. We are fully cognizant of the many needs throughout our community and can appreciate the current conditions under which our request was considered.

We are extremely grateful to the extensive amount of time which you, your staff and your Board have given to our request. We appreciate your personal interest in the success of this project and look forward to you and your friends enjoying the many present and future developments at the Minnesota zoo.

Thank you also for your special interest in wanting to keep informed on new developments in our Foundation's program. We look forward to visiting with you periodically and hope that next Spring we will have an opportunity to once again review with you our accomplishments and our Capital Development Program.

Sincerely,

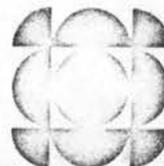
Robert S. Voigt
Executive Director

RSV:pb

cc: Gerald Hegstrom

Dayton Hudson Foundation

777 Nicollet Mall
Minneapolis, Minnesota 55402
Telephone: (612) 370-6554



September 18, 1978

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

Dear Bob:

At its last meeting, the trustees of the Dayton Hudson Foundation once again considered the request of the Minnesota Zoological Foundation for support. Their decision was to not make a grant.

As you know, this decision was a very hard one for the trustees to make. They have discussed your request over the last three meetings. Early on they recognized that the zoo did not fit into the current priorities of the Foundation, and the matter came down to the simple question of whether the need was such that the Foundation should provide funds from its miscellaneous budget. When they looked at the full range of needs in the Twin Cities community against their limited ability to grant funds, they decided they could not make a grant to the zoo.

A factor in their decision was the strong support that the zoo has received from the state and a feeling that the state would continue to supply needed funds to insure that the zoo effectively meets the demands of the people of Minnesota.

As I have indicated to you, the Foundation annually reviews its guidelines and priorities. Certainly the needs of the zoo will change as time goes by. It would be appropriate if you and I were to touch base next spring to again examine the possibilities for mutual interests.

Sincerely,

Richard S. Contee
President

RSC:vs

9/20/78
RJ



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

July 3, 1978

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

Dear Bob:

In response to your letter of June 23, 1978, I have had an opportunity to review this briefly with Brad House.

For your information, I would give the following responses:

1. After the first month of operation, the Minnesota Zoological Garden is within 2% of operating income projections and is maintaining operating expenses within the approved budget. If these trends continue, and we see no reason now why they should not, the operating expenses during the first year will be fully covered as expected.
2. The future development of the Northern Trek is focused primarily on the Mid-Trek stop/Polar Bear/Seal Exhibit. The design is approximately 50% complete and at that level, the estimated cost for the entire facility as designed is approximately \$2,300,000. This does not include interior furnishings, rockwork, or plantings. Design can be available for bidding this fall if no major cost cuts are required. If cost cuts are required, we would not expect bidding to take place until next spring.
3. Several alternatives could be developed to house and care for giant pandas. They would provide a significant attraction at the Minnesota Zoological Garden.

The major difficulty is that they have simply not been available and have not been able to breed in Zoos. And, of course, the substantial cost that must go into both construction and continued operations will require a significant financial commitment by someone.

We would be pleased to work with you to define how this might best be done.

Mr. Robert S. Voigt, Executive Director
Minnesota Zoological Garden Foundation

July 3, 1978

Page 2

4. The current educational program provides opportunities for all youth to come free-of-charge on interpretive tours. I would suggest that the schools working with programs for disadvantaged youths should be advised to contact the Minnesota Zoological Garden to arrange appropriate experiences.

Again, we would be pleased to work with you in a further evaluation of this approach.

Thank you for your continued interest.

Yours very truly,



Gerard D. Hegstrom
Chief Operating Officer

GDH:pn



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 23, 1978

Mr. Gerald D. Hegstrom
Chief Operating Officer
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

Dear Jerry:

I believe that you have been "in on some of the conversations" that have been surrounding the Dayton Hudson Foundation Grant Application but I did want to bring you up to date as to the current status of that request and the information that we need to have prior to July 1. The copy of the enclosed letter is rather self-explanatory.

Upon receipt of this letter in April, I forwarded a copy of the letter to Don Bridgwater, Brad House and Beverly Rongren. Don Bridgwater forwarded the letter to John Mehrrens and I do have a copy of John Mehrrens' comments regarding the point #3, the Acquisition of the Giant Pandas. A copy of John Mehrrens' letter is enclosed for your reference. I have also shared a copy of this letter with Beverly Rongren and Brad House.

We are now at a critical point that this request must be acknowledged. Will you and Steve Iserman please help me with the information that is requested under point #1, the Assessment of Operations for the First Month of Business.

As to question #2, we can refer to the current status of our capital drive but if you have additional thoughts that could be made in regard to the future desired schedule for Northern Trek construction, please share those with me also.

Any thought that you have on either the Acquisition of the Pandas or the Development of Programs for Disadvantaged Youth would certainly help us in our response. Perhaps we can visit a few minutes on Tuesday morning, July 27 about this after we have met for the Liaison Meeting.

Thanks for your help.

Sincerely,


Robert S. Voigt
Executive Director

Enclosure



May 9, 1978

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

Mr. Robert Voigt
Minnesota Zoological Garden Foundation
Wentworth Office Center
33 E. Wentworth Avenue
West St. Paul, MN 55118

Dear Bob:

This is in response to your request regarding the Dayton-Hudson Foundation letter of 13 April, 1978.

- 1) Projected operating expenses during the first year of operation are just now being "polished" and I will have this information for you shortly.
- 2) I discussed with Brad House the giant panda situation and these comments reflect Brad's input.

You should understand that giant pandas are simply not available for sale under any circumstances. The last one so offered, as best I can recall, was an animal owned by a German or Austrian animal dealer who had secured the single animal as part of an exchange with Chinese zoos involving African animals, and this was at least ten or twelve years ago.

At any rate, the extant sloth bear exhibit will function adequately as a temporary exhibit/back-up space for a pair of these animals. However, it should be clearly understood that the use of the sloth bear exhibit for pandas would have to be viewed only as a temporary facility and that adequate facilities suitable for reproduction, etc. would be required.

If "diplomatic work" on the part of the federal government is discounted, cost-wise it would appear that at least \$25,000 would be required for bringing the animals here. This sum would reflect such things as a preparation trip(s) from Minnesota to China; the actual animal transportation trip (They would, of course, have to be accompanied by suitable personnel); incidental and miscellaneous expenses relative to such travel; background research, etc.

Although the figure obviously has to be only an approximation, it would appear that an adequate exhibit located in the Northern Trek area for the animals would carry a minimum cost of plus/minus \$850,000, with a maximum plus/minus of \$1,250,000.

If a program were to be developed to secure these animals, then, of course, more specific figures would be forthcoming.

You should also be aware that no giant pandas have successfully reproduced in captivity outside of Chinese zoos.

Slope
↓

Robert Voigt - 2 - May 9, 1978

3) To the best of my knowledge, no specific program has yet been developed designed to provide access to the zoo on behalf of economically deprived or disadvantaged youth from the Twin Cities area specifically. However, all school groups are admitted gratis to the zoo on a scheduled basis and participate in sundry educational programs. There is also a free day once a month, and, of course, there is a Metropolitan Transportation Commission program allowing individuals using the bus to get to the zoo on a discounted ticket rate.

Any organized groups dealing specifically with such youths should be aware that there are special group rates at the facility. Susan Johnson is in charge of group sales, as you know.

Inasmuch as this facility is projected as being a self-supporting operation, programs involving gratis admission, special reduced rates, etc., unless they are specifically definted in the zoo legislation, must obviously be held to a minimum.

It would appear that perhaps the simplest approach in this particular area would be for those organizations dealing specifically with such groups to arrange group ticket purchases.

Sincerely,



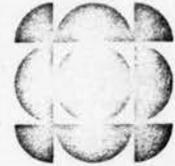
John Mehrtens, Associate Director
Visitors Services

JMvc

cc: H. B. House
D. D. Bridgwater

Dayton Hudson Foundation

777 Nicollet Mall
Minneapolis, Minnesota 55402
Telephone: (612) 370-6554



April 13, 1978

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

Dear Bob:

This will confirm our telephone conversation that the Trustees of the Dayton Hudson Foundation have again postponed a final decision on a grant in support of the Minnesota Zoo.

The discussions at our most recent meeting clearly indicated strong interest in the zoo. The staff was directed to gather further information prior to the next trustees' meeting in August.

It would, therefore, be helpful if you could please supply me with the following information by July 1.

1. Your best assessment after a month of operation (May 22 - June 22) as to whether you will meet your operating expenses during the first year and if not how you expect those expenses to be covered.
2. The latest situation as regards fund raising and the development of the Northern Trek.
3. Your best estimates as to the cost of securing a pair of Giant Pandas. (Do not include in your costs any "diplomatic" work that must be undertaken by our federal government.)
4. Details on any program you may have developed, or wish to develop, to provide access to the zoo on behalf of economically deprived or physically disadvantaged youth from the Twin Cities area.

4/17/78
D

Your continued interest in Dayton Hudson is appreciated.

Sincerely,

Richard S. Contee
Richard S. Contee
Executive Director

RSC:vs



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

September 22, 1978

Mr. Frederick W. Rahr
Rahr Malting Company
567 Grain Exchange
Minneapolis, Minnesota 55415

Dear Mr. Rahr:

We are delighted to receive the good news which you shared with us this morning of the current commitment of \$10,000 by the Rahr Foundation to the Minnesota Zoological Garden Foundation. We are extremely appreciative of your great interest in the Snow Leopard Exhibit and look forward to working with you in approaching others to assist you in funding this specific project.

As you requested, we will designate this gift to the restricted funds category and will identify the support to be used only on the Snow Leopard Exhibit. As you are able to secure additional support for this specific exhibit, we will also identify those funds as restricted and provide you a periodic accounting of that account.

Your enthusiastic support of the new Minnesota Zoological Garden is really terrific. I know that it will be "catching" by those with whom you are visiting about the Snow Leopard project.

Sincerely,

Robert S. Voigt
Robert S. Voigt
Executive Director

CONGRATULATIONS!

RSV:pb

✓ cc: Gerard Hegstrom

cc: *Stard.*

Bob V.
I would not expect the Zoo to provide an accounting of the expenditures of such monies. However, I can see the need to account for the accumulated total of receipts.



file

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

September 20, 1978

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

Subject: Coordination of Fund Development

Dear Bob:

In line with the discussions at the last Foundation meeting regarding the need to carefully structure approaches to potential donors, I would like to be more closely involved in the proposed contacts.

This is particularly true with regard to a presentation in which it is necessary to choose a particular type of exhibit or approach that may appeal to the donor. It is my feeling that those should be discussed carefully before the approach is made.

As an example on the contact with Medtronics, there have been some prior contacts with their research section. This was a long time ago and persons now involved may have no recollection, but the contact did indicate to us some potential common interest.

If we could manage to get our approach agreed upon for any potential major donor, it would be far easier than to draw in other staff members to assist you in those presentations as necessary. I would suggest that direct contact with staff members should be avoided until we have agreed upon an approach.

If this recommendation seems to pose problems for you, then I'd suggest we discuss it at the next Liaison meeting. Thank you for your continued efforts.

Yours very truly,

Gerard D. Hegstrom
General Director

GDH:pn

cc: Director's Advisory Committee



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

September 6, 1978

Mr. David L. Duclos
Medtronic, Inc.
3055 Old Highway Eight
P.O. Box 1453
Minneapolis, Minnesota 55440

Dear Mr. Duclos:

You were most generous to spend so much time with me this morning talking about the new Minnesota Zoological Garden. I appreciate your interest in the zoo and your awareness of so many phases of the project that are now under development. The zoo has only begun. In the years ahead, there will be many additions of exhibits, programs and opportunities for some very exciting educational and recreational experiences associated with the zoo.

Enclosed are some quick summary statements of the proposed Zoo Study Center. We do have more detail as well as some large graphics on the facility which I will be glad to obtain for you.

I am attempting to contact both Brad House, Associate Director for Animal and Plant Sciences at the Minnesota Zoological Garden and Dr. Kent Kane, Veterinarian in charge of the Health Care facilities. These two men will be able to provide me with more information and I am sure you and your committee with several specifics that could fall into your areas of interest, can help the zoo to achieve its educational and operational goals.

I will telephone your office next week to see when we can get together to discuss this idea further. Thanks for your interest and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

cc: Gerald Hegstrom
 Brad House
 Kent Kane

Jean - Education and Health Care are "big" in this company's interest area.

A STUDY OF THE FUND RAISING
POTENTIAL OF THE MINNESOTA
ZOOLOGICAL GARDEN FOUNDATION

Presented by:

Donald R. Maysack, President
MAYSACK and MARSHALL/Organizational Counsel

September 14, 1978

I N D E X

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PREFACE

This study was commissioned by the Board of Directors of the Minnesota Zoological Garden Foundation at its August 10, 1978 meeting. Although its purpose was to determine the feasibility of a major fund raising program for the Foundation, it was Counsel's belief that such a program cannot and should not be considered in a vacuum.

The nature of fund raising is such that all facets of an institution must be considered. Even if it were possible to consider the image, effectiveness, leadership, and potential of the Foundation alone, the study results would have told only a partial story. It thus became quickly apparent that the study should be comprehensive in nature, addressing all the aspects of the Minnesota Zoological Garden's interface with the public and fund raising constituency.

As a consequence, some elements of the study have gone beyond the purview of the Foundation Board. It is Counsel's hope that recommendations emanating from these elements will not be lost to the organization, and that individuals with responsibilities involving other boards and committees within the Zoo organization will carry the study's findings to other appropriate bodies.

It is clear that all persons interviewed, representing all the various boards and committees, felt strongly that their one purpose in serving was to provide for the needs of the Zoo. This unanimity of purpose has served to bring the Zoo from concept to reality, and should now serve to quickly cut through the thicket of minor organizational problems that must be confronted. It is in that spirit that this report is presented.

THE PURPOSE AND METHOD OF STUDY

This study was conducted to evaluate the readiness of the Minnesota Zoological Garden Foundation to conduct a campaign to raise \$6,500,000 for certain capital improvement projects at the Minnesota Zoological Garden. Interviews were conducted with 48 persons from August 15, 1978 to September 7, 1978, to discover opinions concerning the proposed campaign from members of the Boards of Directors of the Foundation, the Zoological Garden, the Zoological Society, and the Minnesota Zoo Ride, Inc.

The list of interviewees was restricted to members of the various boards in accordance with recommendations of Counsel and the feelings expressed by the Foundation Board at its August 10, 1978 meeting. Due to the complex organizational structure and interrelationships of the various zoo organizations, this first phase of a comprehensive study was considered advisable before any general community interviews were held. Utilizing this method, any internal problems of leadership and cooperation that might be uncovered could be addressed before "going public" with campaign plans.

As background for each interview, the planned study was explained by Foundation Staff in establishing interview appointments with board members. The Study Director reviewed the plan again as each interview commenced, and clarified any areas of misconception or concern. It was emphasized that all interviews were strictly confidential, and that the identity of each respondent would be withheld with respect to specific comments and any information or opinions offered. For this reason, the actual interview

reports are not included in this presentation, and no one is quoted by name.

An alphabetical list of the persons interviewed is attached as Appendix I.

The opinions of those interviewed were measured against certain basic elements which experience has demonstrated must be present to provide a reasonable probability for success in a capital fund raising program.

These are:

1. The institution, by virtue of its contribution to the community, its record of service, and its image and reputation, must be deemed worthy of support by its potential constituency.
2. There must be a high degree of understanding of the need for the proposed project.
3. The project must have reasonably high priority in terms of total community needs, and the constituency must be receptive to a capital campaign on behalf of the institution.
4. The funds sought through public subscription must be available and attainable.
5. Standards of giving developed from actual campaign experience must be approximated.
6. There must be a campaign organization comprised of informed, well-trained, interested, and influential leadership. The responsible inner group must form a dedicated unit behind

the program exemplifying a willingness to work, lead, and give in order to bring the program to a successful conclusion.

7. The timing of the proposed campaign must be acceptable to the fund raising constituency.

THE FINDINGS

A. Opinions about the public image of the Minnesota Zoological Garden

The Minnesota Zoological Garden appears to enjoy a very good public image in the opinions of board members. The overwhelming majority of those questioned felt that the Zoo is extremely successful, and that the concept behind it and the actual facilities are superb. When asked to evaluate the Zoo as each member viewed it personally, the responses were as follows:

Excellent	18
Very Good	19
Good	6
Average	1
Unaware	1

However, respondents reacted with more reserve when asked to evaluate how others (non-board members) viewed the Zoo. Since many of those interviewed volunteer their time for public contact jobs at the Zoo in addition to serving as board members, a wide body of opinion is represented by the responses:

Excellent	1
Very Good	19
Good	20
Average	4
Poor	1

There were several reasons offered for the Zoo's presumed lower public image in the community at large. Largely they fell into three broad categories: 1) The need for more public education about the Zoo concept. 2) The need to make exhibits more visible and accessible, and 3) The need to "de-politicize" the management and organizational structure of the Zoo.

The comments listed here typify those made by board members in responding to questions about public image.

"I think the Zoo has had a high degree of success in the eyes of the general public."

"I think the relationship to the state will be a negative."

"I feel let down — many animals aren't even visible."

"The Zoo appeals to family units more than most other organizations."

"I wish there was some way to establish the Zoo as a quasi-private entity."

"I think it will be difficult to raise major funds until donors have some input."

"The money raising horsepower for this job is just not there."

"The people who have the most clout are not on the boards."

"The Zoo hasn't stabilized as an organization yet."

"The Zoo was designed with idealistic concepts. We should not give them up, but we should make them more marketable."

"The Zoo is o.k., but there's not enough there. What is there is good quality, though."

"We must resolve the question of a new director very quickly."

"The Zoo has as big an appeal as any organization I know of."

"Operating decisions should be made solely on a business basis — not political."

"No campaign will be successful till they clean up their act."

"Among my peers the reputation is excellent."

B. Understanding of the need for completion of the Northern Trek

The completion of Northern Trek exhibits was recognized as a very high priority for the success of the Zoo. It was seen as a necessity for the continued growth, attractiveness, and educational value of the Zoo, as well as to achieve "a completed look." The completion of the monorail adds even more emphasis to the need for continuing development of the Northern Trek.

Caution was encouraged by some who also felt the need to continue the development of exhibits that were closer to the main Zoo complex and required little walking, as well as those exhibits which could more comfortably be visited during the months of inclement weather. Nearly all the interviewees felt the need to respond to areas of criticism expressed under section A.

C. Receptiveness of the Board Members to a campaign, and opinions about its priority with respect to other community needs.

While interviewees were in general agreement about the need for a campaign to support the completion of the Northern Trek, mixed feelings were expressed about the priority it would be given by community leaders when compared to the other capital funding needs in the Twin Cities area. There was consensus, though, that the Zoo could compete favorably with other institutions seeking funds, and that in general, it would be given a high priority. Actual responses were:

Highest Priority	1
Among Top Few	24
One of Many	8
Low	5
No Response	7

The quotations listed exemplify the feelings of most respondents.

"The Zoo is the best attraction to this area — it has a good, clean image."

"The Zoo has attracted attention akin to other big institutions like the arboretum, orchestra, and sports teams."

"\$55 million for a domed stadium will be a lot easier than \$6.5 million for the Zoo."

"The Zoo is a center of pride in our area."

D. Reactions to standards of giving and opinions about the attainability of a \$6,500,000 goal.

Many factors enter into any evaluation of the availability of funds for a philanthropic campaign. Some of these are the condition of the general economy, the profitability of business and industrial interests, the traditional patterns of giving to voluntary causes, and the existence of individuals and foundations of affluence who indicate a willingness to support a campaign in accordance with the standards of giving necessary for success. The probable standards of giving required for a successful campaign for the Zoo were shared with the interviewees for their reactions. The table is appended to this report as Appendix II.

Most respondents were very positive about the present economic climate in Minnesota, and saw a continuing stable and healthy economic outlook. Questions about the business climate and economy were answered as follows:

Excellent	2
Very Good	22
Stable	12
Weak	3
No Response	6

Some statements typical of these responses were:

"I think we're in for a period of belt tightening."

"Business climate in Minnesota is excellent — the economy couldn't be better."

"I see a period of continued good times ahead."

"Despite Proposition 13 and a poor tax climate in Minnesota — the economy is in good shape."

About half the interviewees felt that there were sufficient prospective donors in the area who could and probably would contribute gifts of the magnitude required to achieve the required standards. Some reservation was expressed because it was felt that major donors of the past eighteen months were approached for a "one-time gift", and that to re-solicit them at this time — even before pledges were paid — would be inappropriate. This fact, it was felt, would limit the corporate and foundation participation at the upper giving levels.

The vast majority of those interviewed felt that the Twin Cities community is known for its generosity in support of voluntary institutions, and that if the need were clearly demonstrated, the Zoo would have the ability to attract the \$6.5 million sought. Specific reactions were:

Attainable	29
Unattainable	6
Perhaps	9
No Response	1

In addition, and in further support of the attainability of the objective, nearly 76% of those interviewed indicated that they would be willing to make a personal gift to a campaign. Of those affiliated with business interests, most felt their company would favorably consider a gift. None, however, indicated that their giving might fall into the "top ten" category. This very positive response would indicate that a high probability for success exists if a campaign is carefully planned and presented.

E. Availability of leadership and willingness of Board Members to actively work and lead in a campaign for the Zoo

An essential ingredient to a successful project is high calibre, well-informed leadership around whom volunteer forces can rally to do the work of a campaign. The four boards are perceived differently in regard to their leadership ability and their influence in the community at large. The Board of the Zoological Garden is seen as being influential politically and in legislative circles, but not having the strength to mount a major campaign directed toward the corporate, foundation, and much of the individual constituencies. The Minnesota Zoo Ride Board was formed for a very specific purpose, and their involvement in the management and operation of the Zoo is seen as minimal. While they are perceived as diligent and effective in their task, it is estimated that the individual commitment is not sufficient to undertake a major campaign with success. The Zoological Society Board and membership

is universally commended for their highly successful efforts in communications, public involvement, and fund raising, but it is felt by many that the interest of that group is more in the area of zoological endeavors and education than it is in major fund raising. The Foundation Board is recognized as having the greatest potential as a fund raising body, but it felt that the group of community leaders already serving would need to be augmented with others in the community who have not necessarily been active in the Zoo.

It is clearly seen that all four boards would have to become active in a campaign organization to assure its success. The willingness of members to do so is summarized below:

Willingness to work:

Yes	37
No	5
Perhaps	3

Willingness to lead:

Yes	20
No	15
Perhaps	10

The willingness of many of the more influential members of the various boards was, however, seriously qualified. Furthermore, many felt similar doubts about the willingness of other community leaders to join in a campaign for the Zoo. Some of the reservations and qualifications are represented

by the following quotations:

"I don't think the present board has the capability to raise major money."

"I don't think we can attract leadership until our problems are resolved."

"There is terrible confusion with three different boards."

"I think there's a reluctance on the part of many of my friends to get involved with a political organization."

"The Society and the Foundation seem to have problems working together."

"The political nature of the organization makes progress difficult and keeps the best people away."

"The strong political flavor is a negative factor in trying to attract the movers and the shakers."

"If the Zoo becomes any more political, I won't remain involved."

F. Reactions to the suggested timing for a capital campaign

Most interviewees felt that a campaign should be undertaken at the earliest possible time. They believe that the momentum created by the newness of the Zoo, and the publicity surrounding its opening and first season make the time ideal for fund raising.

In general, it was felt that some time following the United Way campaign would be best, and most suggested a late winter and early spring effort. Specific reactions to planned timing were:

Good	11
Bad	6
Good As Any	17
No Response	11

In addition, many felt strongly that there is an urgent need for the Zoo to show some progress toward completing the Northern Trek before next summer season, and that fact demands an immediate campaign.

CONCLUSIONS AND SUMMARY

1. The Minnesota Zoological Garden enjoys an exceptionally good public image among its constituent boards, and apparently in the community at large. Although some disappointment is expressed about the concept behind the Zoo, and around the design of some of the exhibits, most criticisms can be adequately addressed with increased intensity in educational and public relations programs.
2. The continued development and eventual completion of the Northern Trek exhibits is seen by a large majority as very necessary for the Zoo. Additional urgency is felt due to the nearing completion of the monorail ride and the corresponding increase in the number of visitors to the Northern Trek area.
3. The Minnesota economy is considered very strong, and the prospects for continued health and prosperity are perceived to be excellent.
4. The positive image, the positive economic climate, and the high level of priority seen by the board constituency would seem to indicate that sufficient philanthropic dollars are available to support a \$6,500,000 campaign for the Zoo. This premise, however, should be further tested among prospective major contributors.
5. While there are some individuals on the present boards of the several Zoo organizations with major community influence, it will be necessary to augment this leadership group with others from the community at large in order to stage a successful campaign. Some serious

reservations are felt about the ability of the Zoo to attract this additional leadership.

It is felt rather strongly that the political nature of the Zoo organization, and the unwieldy interrelationships of the four Zoo corporations will cause a significant reluctance on the part of many to become involved. In addition, recent unfavorable publicity surrounding management changes and staff dismissals has presented a rather unstable picture of Zoo operations.

Those serving on the present boards expressed feelings of urgency to show some progress, saying that movement has been very slow, and more visible action is needed. A significant number of board members have feelings of frustration over these organizational problems, and indicated a low interest level because of them. Several members indicate a desire to resign their positions.

These issues must be resolved, or the ability of the Zoo to enlist sufficient leadership to conduct a major campaign is in serious doubt.

RECOMMENDATIONS

1. The Minnesota Zoological Garden should initiate a comprehensive sampling of the attitudes of the general public about the Zoo. Such a market study would yield valuable data upon which to base educational and public relations efforts in the coming year, as well as serve as a guide to the planning process.
2. Short and long range plans for the future development of the Zoo must be completed and thoroughly documented. Such plans should include an implementation schedule and a detailed cost projection.
3. All management changes and especially the appointment of a permanent Executive Director, should be accomplished prior to launching any major public effort.
4. A joint task force, representing the Zoological Garden, the Zoological Foundation, and the Zoological Society, should be appointed immediately to resolve the organizational relationships between the three organizations. There must be unquestioned unity of purpose and action among these organizations before any attempt is made to reach external audiences in a fund raising program.
5. A capital funds campaign for \$6,500,000 appears feasible. It is recommended that the preliminary steps toward implementing a campaign be taken at the earliest possible time. The development of a well-documented case for support, the early cultivation of

influential persons, and the further sampling of public opinion about the feasibility of such an effort are very important first steps.

A lead time of as much as three to four months may be needed before solicitation begins, so moving ahead quickly is important if the campaign is to have an impact on the 1979 Zoo season.

6. Several interviewees were quite critical of the location of the Foundation office. The travel time required to attend meetings in West St. Paul, and the relative inaccessibility of the Foundation staff was offered as one significant reason for a low level of involvement.

It is recommended that the Foundation offices be relocated to a more suitable downtown location. If this is not possible, at the very least, meetings should be held in facilities more convenient to the offices of Board and committee members.

ACKNOWLEDGEMENTS

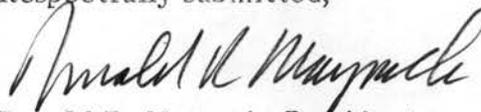
We wish to express our thanks to the members of the several Boards of the Zoo organizations for their assistance and cooperation in this study.

We are especially indebted to the staff of the Foundation for their exceptional effort in scheduling interviews. Their work allowed for much more efficient use of staff time in conducting this study.

We thank each of the 48 respondents in the study who cooperated thoughtfully in the interviews and gave so willingly of their time. Their advice and counsel evidenced a concern and interest in the Minnesota Zoological Garden that will ultimately be the basis for the continued success and prosperity of the institution.

It has been a pleasure to serve the Minnesota Zoological Garden Foundation, and we look forward to assisting you in the implementation of your campaign when and where we may be needed.

Respectfully submitted,



Donald R. Maysack, President
MAYSACK and MARSHALL/Organizational Counsel

LIST OF INTERVIEWEES

Dennis P. Albrecht
1451 Flag Avenue South
St. Louis Park

Firmin L. Alexander
1355 Lincoln Avenue
St. Paul

Anthony L. Andersen
2400 Kasota
St. Paul

Sandra Blomquist
1658 Highway 110
Inver Grove Heights

Robert L. Bonawitz
2300 Berkshire Lane North
Minneapolis

Lloyd L. Brandt
31 East Oaks Road
North Oaks

Dale A. Chelberg
118 W. Teresa Drive
West St. Paul

Ronald A. Cottone
214 West 15th Street #105
Minneapolis

Connie DeLand
112 West 52nd Street
Minneapolis

Bruce E. Douglass, M.D.
Mayo Clinic
Rochester

Robert H. Engels
19899 Quinnell Avenue North
Scandia

Karen Ferguson
855 Cliff Road
Eagan

Robert E. Ferguson
855 Cliff Road
Eagan

Larry S. Freeman
2581 Quebec Avenue
St. Louis Park

Paul I. Freeman
201 American National Bank
St. Paul

Louis I. Gelfand
3751 W. 22nd Street
Minneapolis

Norma Hanson
Goodridge

Reuel D. Harmon
14 High Road
Inver Grove Heights

Jan Humphrey
4100 Lotus Drive
Excelsior

Vincent J. Kennedy
1415 Lone Oak Road
Eagan

Margee Kinney
1520 Xanthus Lane
Wayzata

Kenneth M. Knopf
5712 Woodland Lane
Minneapolis

John C. McKay
2106 Caroline Lane
South St. Paul

Dean C. McNeal
5990 Loring Drive
Mound

L. David Mech, Ph.D.
1315 - 66th Avenue N.E.
Minneapolis

Liza Nagle
217 N. Cedar Lake Road
Minneapolis

Terry Nelson
132 Strese Lane
Apple Valley

Joseph H. Nordlund
113 Belmont Road
Apple Valley

Ben Oehler
1715 Irving Avenue South
Minneapolis

Glenn G. C. Olson
21690 Fairview Street
Excelsior

David W. Onan II
235 Gleason Lake Road
Wayzata

Gail R. Onan
481 Desnoyer Avenue
St. Paul

Joseph T. O'Neill
1381 Summit Avenue
St. Paul

James G. Peterson
5745 Christmas Lake Point
Excelsior

Mary Ann Scroggins
3222 St. Croix Trail
Afton

Marialice Seal
9801 Pillsbury Avenue South
Bloomington

U. S. Seal, Ph.D.
9801 Pillsbury Avenue South
Bloomington

David A. Spong
27800 Woodside Road
Shorewood

Sandra Stokesbary
4203 Wentworth Avenue South
Minneapolis

John E. Tilton
One Webster Place
Hopkins

Adolf T. Tobler
915 Edmund
St. Paul

Eugene Trumble
520 Baker Building
Minneapolis

Jerome Wagner
715 Park
Anoka

DeWayne H. Walker, D.V.M.
1500 Northdale Boulevard
Coon Rapids

Edward W. White
4606 Arden Avenue
Edina

Jim Williams
Box V
Excelsior

Karla A. Williams
26 - 19th Avenue S.W.
New Brighton

Paul E. Zollman, D.V.M.
819 Memorial Parkway
Rochester

PROBABLE LEVELS OF GIVING REQUIRED TO
RAISE \$6,500,000 FOR THE
MINNESOTA ZOOLOGICAL GARDEN CAPITAL CAMPAIGN

<u>Number of Investments:</u>	<u>Approximate Amounts:</u>	<u>To Produce a Minimum of:</u>	<u>For a Cum. Total of:</u>
1	1,000,000 - 1,500,000	1,000,000	1,000,000
1	750,000 - 900,000	750,000	1,750,000
1	500,000 - 700,000	500,000	2,250,000
2	300,000 - 400,000	600,000	2,850,000
2	150,000 - 250,000	300,000	3,150,000
3	75,000 - 100,000	225,000	3,375,000

TOP 10 GIFTS TO PRODUCE APPROXIMATELY 52% GOAL.

10 - 20	50,000 - 60,000	500,000	3,875,000
30 - 50	25,000 - 40,000	750,000	4,625,000
75 - 100	10,000 - 20,000	750,000	5,375,000

NEXT 115 GIFTS TO PRODUCE APPROXIMATELY 31% GOAL

100 - 150	5,000 - 9,000	500,000	5,875,000
125 - 200	2,500 - 4,000	312,500	6,187,500
200 - 400	1,000 - 1,500	200,000	6,387,500

Numerous below \$1,000 produce balance: 6,500,000



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

*Foundations
File*

July 31, 1978

Mr. Warren J. Iliff
Director
Washington Park Zoo
4001 Southwest Canyon Road
Portland, Oregon 97221

Dear Mr. Iliff:

Mr. Jerry Hegstrom, Acting General Director of the Minnesota Zoological Garden, has informed me of your interest in receiving information about the Minnesota Zoological Garden Foundation. I have been told that he has forwarded to you copies of our articles of incorporation and by-laws. I hope that the information will give you a basic introduction to our corporation.

The Foundation has been set up as a separate entity to provide financial support for future capital development areas of the Minnesota Zoological Garden. I believe that our program has been very successful during the first 2½ years of existence. We have great ideas and proposals for future programs in order to secure additional funding for proposed exhibits. Many of these funding ideas are still in initial stages of discussion.

If you have additional questions or would like other information about our Foundation, I hope you will feel free to contact me. Enclosed are a couple brochures that will give you a brief introduction to our present approach. In addition, we also are able to draw heavily on the brochures and resource material prepared by the Zoological Garden staff. We believe we have a great project to talk about and enjoy the opportunity of telling our story to people throughout our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Gerald Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

July 20, 1978

Mr. Thomas F. Beech
Executive Director
The Minneapolis Foundation
400 Foshay Tower
821 Marquette Avenue
Minneapolis, Minnesota 55402

Dear Tom:

Thank you for your delightful letter this morning and the check in the amount of \$15,000 from the Farmers and Mechanics Savings Bank Founder-Advisor Fund of the Minneapolis Foundation. We are delighted to receive this support and also pleased to know that it has come through your Foundation.

Attendance during the first two months has been just about on projections. The reception has been great. Free day at the zoo this month drew over 29,000 visitors versus more than 32,000 for the free day in June.

Enclosed is a quick resume sheet that will give you a review of the current status of our fund drive as well as to show you a projected operating statement for the next fiscal year. If everything continues to go as well as it has to date, we will be very pleased with the results.

Kindest regards.

Cordially,

Robert S. Voigt
Executive Director

RSV:kr

cc. Mr. Edward S. Schultz, Farmers & Mechanics
Gerard Hegstrom, Minnesota Zoological Garden



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

Steve S.
Joe J.

June 27, 1978

Mr. Lars Carlson
Director of Community Affairs
H. B. Fuller Company
2400 Kasota Avenue
St. Paul, Minnesota 55108

Dear Lars:

Our sincere thanks to you, Mr. Robert Odom and all of the members of your Community Affairs Council for your grant of \$5,000 for the new Minnesota Zoological Garden.

I am looking forward to meeting with Mr. Odom and taking him on a tour of the new zoo. If there are other members of the Committee who would also like to join us at that time, we hope that they will feel free in doing so.

The zoo has received tremendous acceptance by the members of our community. Attendance is ahead of projections. Last Tuesday, the zoo's first free day, more than 31,000 visitors went through the gates.

Thanks for your personal interest, Lars, in guiding our request through your formal review procedures.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Mr. Anthony Anderson, President
H. B. Fuller Company
✓ Gerald Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 19, 1978

Mary C. Reddick
National President
Degree of Honor Protective Association
325 Cedar Street
St. Paul, Minnesota 55101

Dear Ms. Reddick:

Thanks for your letter of June 13 and your additional contribution in the amount of \$200. We are greatly appreciative of all the help and direction that you have given to your company's participation in the support program for the zoo. From the plans that I had heard about for your Monkey Shine breakfast, it sounds like it would have been a lot of fun to have been there.

Tomorrow will be the zoo's first opportunity to see what happens on a "free day". After that has occurred, we will be in a better position to estimate the crowds and also certainly to work on plans which need to be made for your day at the zoo on August 15. I am looking forward to working with you on making special arrangements for your group. The arrangements will depend to a large extent upon the time of day that they come and the numbers of persons attending. In any case, we will have an opportunity for your families to meet some of the zoo staff and to ask them questions about the programs and facilities. We will visit more about this in the near future.

Thanks again for your great support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Gerald Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

Donor File

June 19, 1978

Mrs. Marion E. Hero
President
Prior Lake P.T.A.
5441 Manor Road S.E.
Prior Lake, Minnesota 55372

Dear Mrs. Hero:

Mr. Gerald D. Hegstrom, Chief Operating Officer of the Minnesota Zoological Garden, has forwarded to me a copy of his letter dated June 14 acknowledging receipt of your check in the amount of \$767.75 which has been raised for support of the new Minnesota Zoological Garden. Thank you and all of those who worked with you to bring about this fine contribution.

I know that you have put in a lot of work and effort since we first visited during August of 1977. We have been pleased to provide you with information on the different types of animals that could be purchased for the new zoo. We have also been very glad to answer questions for you and to help provide speakers for your various school programs.

We hope that your special pre-opening tour of the zoo on April 25 was also enlightening and educational for all of the teachers and principals from your school system who attended. There are many programs that are in process that will assist your schools, your teachers and students to become better acquainted with the many learning experiences planned in the field of conservation, wildlife and preservation.

I hope that as your school programs develop that you will feel free to contact me or anyone within the zoo's Education Department for more information that could be of assistance to you. Thanks again for your great support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Marlene Ellingson
✓ Gerald Hegstrom

Jerry - Thought you might be interested in the prior activity leading up to their gift.
Bob

Aug.
~~September 21~~, 1977

Mrs. Marion E. Hero
5441 Manor Road Southeast
Prior Lake, Minnesota 55372

Dear Mrs. Hero:

Thank you so much for your inquiry today about the various options available for providing financial support towards the development of the Minnesota Zoological Garden. We are delighted to hear of your interest and the interest that has been expressed by the Prior Lake P.T.A.

I am preparing for your consideration a list of both animals and exhibits in the \$500 - \$1,000 range that you and your P.T.A. Executive Board may wish to review as part of your consideration of support to the zoo. This list will be forwarded to you as soon as it has been prepared for me by members of the zoo staff.

As I mentioned to you in our phone conversation, it would not be in the zoo's policy to provide specific recognition at the particular exhibit. However, it is entirely within our policy to submit to you a letter or other statement as you may need to show that your financial support has been either directed to or is the equivalent of financing needed to purchase a particular exhibit. We certainly recognize the desirability of having this association so that students and families from your school districts can look for the particular area of support for which they have provided financial assistance. We can discuss this procedure more after we have determined the particular animal or exhibit that you would like to formally consider.

A pledge of a particular amount at this time would be of great assistance to us as we will be able to obtain a similar amount through a current matching funds program that is available to the zoo. Disbursements of funds within your commitment could then be made at your convenience over the next twelve months or whatever is convenient operating period for your organization.

I will forward the list of needs to you as soon as it is provided to me. If you have any questions please feel free to call. Thanks for your interest and help.

Sincerely,

Robert S. Voigt
Executive Director

RSV:bm

April 5, 1978

Mrs. Marion Hero
5441 Manor Road S. E.
Prior Lake, Minnesota 55372

Dear Mrs. Hero:

Thank you for calling with the good news about the response which you have received from your P.T.A. I believe that their confidence in the zoo will be fully justified by the many experiences and fun days which you will all have at the zoo.

I am glad that you have a group together to tour the facilities on Tuesday, April 25. I have made arrangements with the zoo for your group to meet at the zoo theater at 3:30 for approximately a two hour tour.

Enclosed are several copies of access maps and zoo maps which you may want to use in driving to the zoo. We're looking forward to meeting all of you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosures

prior lake

t
a

westwood
five hawks

May 4, 1978

Mr. Robert S. Voight
Minnesota Zoological Gardens
12101 Johnny Cake Ridge Road
Apple Valley, Mn 55124

Dear Mr. Voight:

I would like to say thank you on behalf of the PTA officers and staff of the Prior Lake Schools who participated in the April 25 tour of the zoological gardens for which you had made the arrangements.

The people came back bubbling over with praise for the zoo. And they were excited about the membership offer open to the public.

As mentioned in a previous letter to Mr. Bridgwater, and confirmed by him, our donation to the animal fund will be sent after our mid-May meeting.

Until then, we thank you again.

Yours truly,

Marlene Ellingson
Marlene Ellingson
Secretary

5/11/78
✓

prior lake, minnesota 55372



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 19, 1978

Mrs. Shirley Berland
2893 Knox Avenue South
Apt. 617
Minneapolis, Minnesota 55408

Dear Mrs. Berland:

Thank you very much for your donation of \$25 to the Minnesota Zoological Garden Foundation. Your support of the new zoo in Apple Valley will go a long way toward helping to bring new recreational and educational programs to the people of our community.

We hope that you and your friends will have a chance to visit the zoo many times. As you do, you will know that you have had a chance in helping to bring these facilities to our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Gerald Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 19, 1978

Miss Miriam J. Kelen
1921 Humboldt Avenue South
Minneapolis, Minnesota 55403

Dear Miss Kelen:

Thank you very much for your donation of \$50 to the Minnesota Zoological Garden Foundation for helping to build the future exhibits of the Northern Trek at the Minnesota Zoological Garden. We are deeply appreciative of your kind donation to help this great project.

The Minnesota Zoological Garden opened just four weeks ago today. The actual attendance has been beyond projections. The community interest and excitement over this project is just great. We hope that you and your friends will visit the zoo many times and enjoy the recreational and educational aspects of the zoo.

Information about membership in the Minnesota Zoological Society will be forwarded to you under a separate mailing. Please feel free to call us at any time if we can be of additional help to you.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Gerald Hegstrom



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

June 12, 1978

Mr. Lars Carlson
Director of Community Affairs
H. B. Fuller Company
2400 Kasota Avenue
St. Paul, Minnesota 55108

Dear Lars:

We are delighted to learn that your Community Affairs Council has awarded a grant of \$5,000 to the Minnesota Zoological Garden Foundation to assist in the continued development of the Northern Trek Phase II. Your support of this project will return many benefits to the millions of people who will be visiting the zoo in the years ahead.

Art Young and Brad House were glad to join me for the presentation. We wish that it was possible to spend more time visiting with each one of you and sharing many of the exciting things about the zoo with all of you.

I am looking forward to meeting members of your Community Affairs Council who would like to have a personal tour of the zoo. It's a great place to visit. The community response to the zoo has been even greater than projected. I believe that the zoo is off to a great start.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Don Bridgwater

HB FULLER COMPANY

GENERAL OFFICE

2400 KASOTA AVENUE • ST. PAUL, MINNESOTA 55108 • TELEPHONE 612 645-3401

June 8, 1978

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

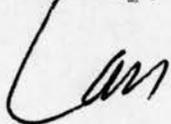
Dear Bob:

I am pleased to inform you that our Community Affairs Council awarded a grant of \$5,000 to the Minnesota Zoological Garden Foundation to assist in the continued development of Northern Trek Phase II. I would also like to thank you, Art Young and Brad Haus for visiting with our Council and for being so helpful in our grant reviewal process.

As you and I discussed on the phone a member of our Community Affairs Council will be contacting you shortly to arrange a mutually convenient time to personally deliver the check to you as well to take a personal tour of the zoo.

Best of luck to you in this second phase of fund raising and I know with the competence and talent of the individuals who are involved, such as yourself, you will be most successful.

Sincerely,



Lars Carlson
Director, Community Affairs

LC/lgv



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

June 12, 1978

Mary C. Reddick
National President

Elizabeth Larson
State President
Degree of Honor Protective Association
325 Cedar Street
St. Paul, Minnesota 55101

Dear Ms. Reddick and Ms. Larson:

We are grateful to you for your interest in the new Minnesota Zoological Garden and the success that you have had in generating support from among your members for assisting with the current development plans. Thanks to you and to all of your members for the \$1,300 which you generated under the theme "Buy a Monkey for the Zoo".

Thanks also for inviting me to participate in your dinner and presentation on Saturday evening, June 10. I enjoyed having the chance to visit with you and to meet some of the people that are associated with you in your organization.

We should visit again soon in order to discuss whether there are any special arrangements we should be considering for your day at the zoo on August 15. We are looking forward to all of you coming out and seeing the new Minnesota zoo. Thanks again for your most generous support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Don Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

File

June 2, 1978

Mr. T. R. Anderson
Perrybell Investments, Inc.
10000 Highway 55 West
Suite 450
Minneapolis, Minnesota 55441

Dear Mr. Anderson:

Thank you for your letter of May 22 and your check in the amount of \$5,000 from the James F. Bell Foundation.

We appreciate your support and thank you, Messrs. J. Ford Bell, Charles H. Bell and Samuel H. Bell for your support of the new Minnesota Zoological Garden.

Formal opening occurred on Monday, May 22. The community response has been terrific. Attendance today has been almost on the projected attendance figures that have been used to determine the probable cash flow which will cover the operating expenses for the zoo. As you know, gifts to the Foundation are being dedicated to the future construction of facilities and exhibits at the zoo.

We hope that all of you and your families will enjoy your visits to the zoo knowing that you have had a part in the development of this new educational facility for our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ bcc: Don Bridgewater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

File

June 2, 1978

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

Dear Mr. Jepsen:

Thank you for your letter of May 25 and your check in the amount of \$5,000 payable to the Minnesota Zoological Garden Foundation.

Formal opening occurred just last week on May 22. The community response has been terrific. There are already more than 50,000 school-age students and their teachers who have signed up for special learning excursions next Fall.

Recently, I have been visiting with Ken Koss of your company's Community Relations Department. Ken is also President Elect of the Minnesota Industrial Development Association. He and I have been friends for many years. We are trying identify ways that the zoo's programs and needs can be better disseminated throughout the business community, especially to those who are in areas of community development and economic development within our state. The zoo does have a tremendous benefit that must be recognized for the families of our area.

Thanks for your continued help and support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ bcc: Don Bridgewater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Mr. Firmin L. Alexander
1355 Lincoln Avenue
St. Paul, Minnesota 55105

Dear Ace:

I am really pleased to write this letter to you and say thanks for your contribution of \$50 to the Minnesota Zoological Garden Foundation. I know you are a hundred percent sold on both the zoo and the Foundation and your dedication and participation in the programs of both have been just super.

As you know from participation both on the Zoo Board and many other community activities, it takes many people to keep the ball rolling on programs that have been conceived as large as that of the Foundation. It is my hope that more people can become excited about and involved in the Foundation's program.

We will dig out of the prior meeting minutes copies of the Deferred Giving Program, budgets, time lines and related recommendations which have been discussed during the past year and forward them to you. I will also prepare an up-date of this material and get that to you in the very near future.

Thanks again for your great help.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Donald Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Mr. Robert Ferguson
855 Cliff Road
Eagan, Minnesota 55123

Dear Bob:

Thanks for your financial contribution to the program of the Minnesota Zoological Garden Foundation. Your participation and leadership in the Board and on establishing the Whale Walk has been super. I really appreciate your ideas and suggestions. Thanks for your help.

I believe that we have a great opportunity to provide support for the new Minnesota zoo. In order to do this, however, we need to involve more people in the actual development process and to expand our contact activity. This does not need a full scale community-wide "United Way" type campaign. Your support in helping us to expand our present approach is really appreciated.

Collections on the Walk are coming in very rapidly. We hope that the response will be very high so that we can keep our collection costs on a computer program billing system to a minimum.

Please call if you have any ideas or suggestions that can help us with our activity.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc: Donald Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Connie DeLand
112 West 52nd Street
Minneapolis, Minnesota 55419

Dear Connie:

Thank you for your contribution of \$50 to the Minnesota Zoological Garden Foundation. Because of both your participation on the Foundation Board of Directors as well as the zoo's Board of Directors, you know the many benefits that will accrue to the zoo because of your support.

The Foundation still has a huge job ahead. Raising financial support is a process that requires many people to participate in the leadership and many people to join in the process to obtain the funding needed to reach our goals. I really appreciate your personal interest in this current effort to define procedures, identify participants and assign responsibilities. I believe that the Foundation's accomplishments and the Board members appreciation of the process can be greatly increased by adopting a more active participatory type of program.

I am looking forward to visiting more with you about this soon.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Donald Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Mr. Reuel Harmon
14 High Road
Inver Grove Heights, MN 55075

Dear Reuel:

I really appreciate your personal dedication and participation in the Foundation's program. Somehow, I need to generate a greater sense of urgency and desire from within all Board members to commit some effort in the Foundation's behalf. In visiting with each Board member personally, I have not found much interest or time available to participate in leadership needs to accomplish the proposals which I have recommended. I would like to visit with you soon about any suggestions which you may have.

Thank you, Reuel, for your contribution of \$500 towards the Foundation's goal. Your personal participation in the many programs leading up to the creation and development stages of the Minnesota Zoological Garden have been tremendous. Your dedication to seeing that this zoological garden develop into reality has been a great inspiration for all of us.

On behalf of the Minnesota Zoological Garden and the millions who will benefit from its many programs, I am pleased to say thank you for your help.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓cc: Donald Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Mr. John E. Tilton
1 Webster Place
Hopkins, Minnesota 55343

Dear John:

Thanks for your financial contribution to the Minnesota Zoological Garden Foundation. Your active participation and leadership given to the development of the Foundation program has been super. I appreciate it very much. Thank you. I am looking forward to your continued leadership in helping us to accomplish more goals.

I am looking forward to next Friday, May 19 and your speaking to the Minneapolis Rotary Club. I will have brochures and support material at all tables for the members to read and take with them. Let's plan on meeting around 11:45 on the mezzanine of the Nicollet House. If you have any questions John, please call.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

✓ cc Don Bridgewater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

May 12, 1978

Mr. R. W. Kaplan
President
Owatonna Tool Company
Owatonna, Minnesota 55060

Dear Buzz:

Congratulations. I am delighted to inform you that you have been elected to the Board of Directors of the Minnesota Zoological Garden Foundation. Yesterday, at the quarterly meeting of the Board, you were elected to complete an unexpired term that runs until November, 1979. At that time, you will be eligible for re-election to a full three-year term.

Enclosed is a copy of the zoo's latest news letter. The excitement and anticipation of opening is growing every day. I know that the zoo will mean a great deal to our entire state and the many visitors that come to the zoo.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

Enclosure

✓cc: Don Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

April 25, 1978

File

Mr. Douglas R. Coleman, Jr.
President
Dain, Kalman, Quail, Inc. Foundation
110 South Sixth Street
Minneapolis, Minnesota 55402

Dear Mr. Coleman:

Paul Freeman has forwarded to me your Foundation check in the amount of \$500 payable to the Minnesota Zoological Garden Foundation. Thank you for your contribution toward the development of the Minnesota Zoological Garden.

The new Minnesota zoo will be opening on May 22. Estimated attendance the first year is around two million visitors to this new community resource. We hope you and your family will visit the zoo and share in the many benefits that are available.

Please share our thanks also with the other members of your Foundation.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: Paul Freeman
/ Don Bridgwater



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

April 10, 1978

Mr. Donald Zalk
President
Lu Mac Leasing, Inc.
5760 Wayzata Blvd.
Minneapolis, Minnesota 55416

File
Send copy to Brad
↓
discuss
JB

Dear Mr. Zalk:

I am glad to inform you that I have obtained a go-ahead from Donald Bridgwater, General Director, and John Mehrtens, Associate Director, of the Minnesota Zoological Garden to respond positively to your inquiry on the Beluga whales acquisition for the zoo.

As you can imagine, there are many policy relationships to consider for your proposal as well as other future possibilities. Thanks for your patience in waiting for an answer.

We would like to meet with you to discuss the process involved. However, for your initial consideration, the approximate cost of the proposed acquisition trip to Hudson's Bay during the Summer of 1978 to obtain two Beluga whales is estimated in the \$30,000 cost range. A commitment of financial support could be made in the form of a pledge which would be paid over several years if desired.

As a major donor to the zoo's Development Program, you and your family or associates involved with the gift, would be recognized according to the zoo's Donor Recognition Policy. We will provide a copy and discuss it with you at your convenience.

Thank you for the opportunity to provide this information to you. Please let me know when you would like to get together to discuss your proposal further.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb

cc: ~~Donald~~ Bridgwater
John Mehrtens

Minneapolis College of Art and Design 133 East 25th Street 200 East 25th Street
Minneapolis, Minnesota 55404
Telephone 612 870 3346

DON :

(F.Y.I.)

(S.)

File

April 6, 1978

Minnesota Zoological Garden
12101 Johnny Cake Ridge
Apple Valley, Minnesota

To: Steve Schuster
Austin McDevitt
Brad House

Thank you for your hospitality and assistance during our tour and visit with the Belugas on March 1. We were all singularly impressed and have been enthusiastic in our frequent descriptions of the Zoo to Minnesotans and foreigners alike.

The footage we filmed and sound we recorded was high-yeilding. The material is being used as the basis of an animated documentary on whales, which will be completed in time for a screening at the Walker Art Center next fall.

We would like to show you some of the work we have been doing. Therefore, I'll be in touch with you in a couple of weeks about setting up a screening.

Thank you, again, for your help.

Sincerely,

Mary Beams

Mary Beams
Visiting Filmmaker

Mike Reed and Steve Mark
Assistants

ge



View of dining area



View of living area



View of dining area



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

April 5, 1978

✓ Donald D. Bridgewater

Fill

Mr. Louis A. Trudeau
Highland Catholic School
2017 Bohland Avenue
St. Paul, Minnesota 55116

Dear Mr. Trudeau:

Thank you for your recent letter and your check in the amount of \$25 for support of the "Whale of a Walk" campaign. Please share our appreciation with your students and faculty for their contribution towards a most successful project this year.

The response to the zoo has been tremendous. We are delighted that so many schools have recognized the educational aspects and are planning on developing program activities and curriculum in next year's schedule so that they can both learn more about the zoo on the site as well as having material available for their own study within individual classrooms.

If you would like to find out more information about education programs available, please contact Mr. Dave Bender in the Education Department of the zoo at telephone number: 432-9000.

Please let me know if I can be of additional help to you and your school.

Sincerely,

Robert S. Voigt
Executive Director

RSV:pb



April 3, 1978

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

Bob Voigt
Minnesota Zoological Garden Foundation
33 Wentworth Avenue East, Suite 218
West St. Paul, Minnesota 55118

Dear Bob:

Please find enclosed a check in the amount of \$25.00 from the Highland Catholic School, Inc. Their intent is that it be assigned to a Whale of a Walk.

Please take the appropriate action to acknowledge the contribution and please carbon copy me.

Sincerely,

A handwritten signature in cursive script that reads "Donald D. Bridgwater".

Donald D. Bridgwater
General Director

DDB/pc



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

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

March 6, 1978

Donald D. Bridgwater
General Director
Minnesota Zoological Garden
12101 Johnny Cake Ridge Road
Apple Valley, Minnesota 55124

*Pat -
call Bob
& will do it
if seal is available
he will also be there!
Bob was
contacted
3/9*

Dear Don:

The Saint Paul Council of Camp Fire approached me last September about the process involved to make a gift of \$1,000 to the Minnesota Zoological Garden. The organization wanted to establish as one of their programs the study of endangered species and through their 4,000 members raise money towards the purchase of a Siberian tiger.

I discussed this proposal with both you and Bob Bonawitz and advised the Camp Fire group on the acceptance of their offer as long as they followed the zoo's Fund Development Guidelines designed for groups like theirs.

Now that the Camp Fire project has succeeded, they want to make a presentation to the zoo on Saturday, March 11th, at 10 a.m. This date relates to their National Organization's Birthday Week! They had originally requested permission to bring all of their members to the ceremony and a pre-opening tour. This is not happening. They do, however, expect to have about 30 persons from their staff and district leaders in attendance.

I have notified security of this tour. Also, Chuck Anderson will be assisting me with the tours (2 groups). We will also be showing the two-projector slide show to them in the Orientation Theater.

We would like to have you be the official greeter for the zoo, accept the donation, and express some comments on the zoo and its appreciation of support, etc. I will also be involved.

The time involved for the total event would be from 10 a.m. until noon. We would like to have you join us around 10 a.m. as the comments and introduction will be in the first half hour with the tour to follow.

Thanks for your assistance.

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 T. 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

International Multifoods Charitable Foundation

1200 Multifoods Building
Minneapolis, Minnesota 55402

File

March 3, 1978

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

Dear Mr. Voight:

At a meeting in November, 1977 the directors of Multifoods Charitable Foundation approved a grant of \$21,000 to the Minnesota Zoological Garden Foundation to help in the completion of the Northern Trek outdoor exhibit area.

At the time of the grant it was planned that this pledge would be paid over a three-year period. It has now been decided that we will pay the entire \$21,000 at this time and the enclosed check is sent to you in payment of that grant.

We wish you the best of success in the completion of this undertaking and will be interested in receiving progress reports from you from time to time as the Minnesota Zoological Garden becomes more firmly established in our community.

Sincerely,

Frances A. Kolb

Frances A. Kolb
Assistant to the Chairman

3/6/78
[Signature]



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

March 6, 1978

Frances A. Kolb
Assistant to the Chairman
International Multifoods
Charitable Foundation
1200 Multifoods Building
Minneapolis, Minnesota 55402

Dear Ms. Kolb:

Thank you for your commitment and check in the amount of \$21,000 to help with the completion of the Northern Trek outdoor exhibits of the new Minnesota Zoological Garden.

The zoo will formally open on May 22nd. We will be sending invitations for the dedication to you, Mr. Philips, Mr. Runke, Mr. Joyce, and others on your Foundation Board. We hope you will be able to attend.

If at any time you would like additional information on the zoo, please contact me and I will be glad to help. If there are any possibilities of planning a special "corporate day" at the zoo for your corporation's employees and their families, I would be glad to arrange a meeting with the group ticket manager and her associates to discuss the idea.

We appreciate your assistance in bringing the zoo to our community.

Sincerely,

Robert S. Voigt
Executive Director

RSV:kr

cc. William S. Joyce



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

January 19, 1978

File

*Don
Budget*

Mr. Stanley Shepard
Senior Program Associate
The Bush Foundation
W-962 First National Bank Building
Saint Paul, Minnesota 55101

Dear Mr. Shepard:

We are delighted to be able to provide you with a very successful report on the accomplishments of the Minnesota Zoological Garden Foundation during the first two years of its existence.

The Bush Foundation grant to provide the initial funding for start-up and operating expenses have enabled the Minnesota Zoological Garden Foundation to secure approximately a twenty times return for the construction needs of the Minnesota Zoological Garden. If one considers the matching funds also secured, the return has been a forty to one result...a good return on your investment. We sincerely appreciate the help provided by The Bush Foundation. Thank you for making this development activity possible.

The Minnesota Zoological Garden Foundation has obtained a certified audit for the fiscal year ending June 30, 1977, and that is enclosed for your reference.

The proposed budget contained in the Request for Grant in Aid to The Bush Foundation, dated December 12, 1975, was based upon a calendar year -- our Foundation's audit has been prepared based upon the fiscal year ending June 30th. Consequently, the attached comparison of budget to expenditures has been prepared to coincide with the grant application. You will note that actual expenses have been considerably less than anticipated. This is due in part to being able to use zoo publications for some of the information resources and also because of a determination to attempt more direct personal communication with prospects. The salaries and wages category is also less than budget because of frugal negotiations on the Board's part.

On the results side, please see attachment B for the list of gifts, grants, and donations as of January 11, 1978. If the list were to include the total amount received in pledges for the Whale Walk (last item on the list), the amount would be \$120,966 and then commitments would total \$1,541,454 -- well beyond the goal identified in your original proposal, page 8, section V,A,a.

These commitments to the Foundation, plus those directly to the Minnesota Zoological Garden, have been used by the Minnesota Zoological Garden to enable it to qualify and draw from the state of Minnesota the total amount of matching funds included in the legislation to fund initial construction stages. These funds are a most significant source of support for the zoo's present construction budget.

The following summary attempts to briefly show the Minnesota Zoological Garden's current approved construction budget and the present application of funds. The zoo's accounting office has extensive details of all these accounts should you desire specifics.

Source of Funds:	State of Minnesota	\$23,025,000
	Gifts, Grants & Donations	2,314,476
	Matching Funds	2,314,476
	Interest Earned	3,577,953
		<u>\$31,231,905</u>
Additional Funds Needed:	Community Sources	\$5,398,032
	Matching Funds Available	35,524
		<u>\$36,665,461</u>
Approved Construction:	Facilities	\$25,560,221
	Site, Animals & Equipment	1,431,300
	Design & Management	3,477,700
		<u>\$30,469,221</u>
Uncommitted, But Designed:	Northern Trek	\$5,785,000
	Zoo Study Center	411,240
		<u>\$36,665,461</u>

The Minnesota Zoological Garden Foundation's first two years' development program has been directed primarily towards local corporations and foundations. Considerable discussion has been directed towards establishing programs for soliciting individuals -- current gifts as well as deferred giving opportunities -- but these approaches have been deferred to a later time when additional staff and volunteer participation is available. Staff has prepared a long-range development plan for board discussion and action when resources are available. We would like to review this concept with you -- probably your awareness of other similar programs could assist the Minnesota Zoological Garden Foundation in determining the priorities for additional programs.

The following financial summary reflects the total development activity of both the zoo and the Foundation. Please note that the Foundation has a considerable list of proposals outstanding for which there is high expectation that a major portion will be committed. Even some of the proposals deferred may be returned to the possible list in the future.

<u>Contributions</u>	<u>Commitments</u>	<u>Receipts</u>
Gifts, Grants & Donations for the MZG	\$1,495,752	\$554,302
Direct Contributions to MZG	\$818,724	\$818,724
Foundation Support	\$90,751	\$90,751
<u>Proposals Outstanding</u>	\$1,293,567	
<u>Proposals Deferred</u>	\$653,000	

We believe that many additional benefits have accrued to the Minnesota Zoological Garden as a result of the work by the Minnesota Zoological Garden Foundation. These benefits are more in the public relations and community identification category. It is impossible to place a value on the results.

The Foundation staff has been able to assist the Minnesota Zoological Garden in a number of situations when the Education Department has been applying for program funding from non-state sources. The Foundation staff has also been able to have direct access to zoo staff for information on exhibits, budgets, schedules, and the entire gamut of zoo activities needed to provide answers for prospects requesting unique answers on the project.

The future looks very exciting for the Minnesota Zoological Garden and the Minnesota Zoological Garden Foundation. Opening of the zoo is scheduled for May, 1978.

Annual attendance is projected to exceed two million visitors. The zoo is also conceived to be self-supporting operationally from the revenues generated through an admission schedule.

However, future construction of zoo exhibits planned but not presently funded is dependent upon a successful and accelerated financial development program by the Minnesota Zoological Garden Foundation. The goals identified several years ago have increased due to inflation and actual costs of facilities exceeding estimates.

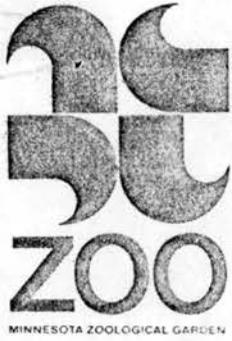
We appreciate the opportunity to share this progress report to you and would welcome a similar opportunity to discuss future needs and program proposals as well.

Sincerely,

Robert S. Voigt
Executive Director

COMPARISON OF BUDGET AND ACTUAL EXPENDITURESATTACHMENT A

	1975		1976		1977	
	Budget	Actual	Budget	Actual	Budget	Actual
Salaries and Wages						
Director			30,000	17,071	30,000	23,044
Office Manager/Secretary	2,080	816	12,480	7,975	13,732	9,211
Clerical Overload			2,080	537	2,080	3,745
Employee Withholding -TSA						2,383
Foundation Benefits				870		1,799
Foundation Retirement				1,930		4,304
	<u>2,080</u>	<u>816</u>	<u>44,560</u>	<u>28,383</u>	<u>45,812</u>	<u>44,486</u>
Office Operation						
Accounting			2,000	2,525	2,000	1,900
Legal	2,006	-0-	-0-	2,000		
Rent/Occupancy	215	215	2,580	2,643	2,580	2,737
Phone	78	203	600	439	800	666
Postage	84	-0-	1,200	489	1,200	961
Insurance			-0-	741	-0-	596
Furniture & Fixtures			2,000	1,193	2,000	2,330
Office Supplies	200	141	1,100	428	1,200	465
Reimbursable Expenses (Travel)	128	-0-	1,800	1,131	2,000	1,161
Resource Material			-0-	296	-0-	277
Xerox	80	-0-	400	445	500	1,481
Outside Printing & Promotion				-0-	-0-	874
Other (Miscellaneous)	172	101	960	685	1,000	362
Special Programs						
Brochures			12,000	3,686	12,000	-0-
Mailings						
Project Coordination						
Deferred Gifts						
TOTAL	<u>5,043</u>	<u>1,476</u>	<u>69,200</u>	<u>45,084</u>	<u>70,688</u>	<u>58,296</u>
(Under Budget)		(3,567)		(24,116)		(12,392)



January 13, 1978

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

Mr. Jerome J. Niemann
Branch Manager
Xerox Corporation
2850 Metro Drive
Minneapolis, Minnesota 55420

Dear Mr. Niemann:

Mr. Bob Voigt, Executive Director of the Minnesota Zoological Garden Foundation has informed me that Xerox Corporation has provided corporate monies in the amount of \$2,087.00 to assist in the waterfowl exhibit for the children's portion of the Minnesota Zoological Garden.

I would like to take this opportunity to thank Xerox and you for this particular contribution. The monies will be expended for waterfowl and support facilities in what we call our Children's Zoo at the Minnesota Zoological Garden. It will indeed provide a constant source of pleasure and enjoyment for both Minnesotans and their visitors.

Again, thank you so much for your interest.

Sincerely,

Donald D. Bridgwater
General Director

cc: Bob Voigt

DDB/pc



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

December 19, 1977

Mr. Jerome J. Niemann
Branch Manager
Xerox Corporation
2850 Metro Drive
Minneapolis, Minnesota 55420

45010

Dear Mr. Niemann:

Thank you for the opportunity to meet with you on December 9th and to share with you a few current comments on the development of the Minnesota Zoological Garden. We believe that this project will provide many opportunities in the field of education and recreation for the families of our community. Your corporate check in the amount of \$2,087.00 to assist in the waterfowl exhibit for the children's portion of the zoo is greatly appreciated. Thank you.

I have notified Mr. Donald Bridgwater, General Director of the zoo, that your gift is to be used for this specific purpose. He and his staff will take this into consideration during the budget and commitment process. Your support is certainly going to a most worthwhile exhibit that will provide hours of enjoyment for everyone attending the Children's Zoo.

DON

I am looking forward to meeting with Marilyn Bradshaw and the Community Involvement Committee sometime after the first of the year. We would appreciate the opportunity to meet with them and to present more information about other facilities and exhibits that would benefit from your corporate support. I will telephone early in January to see when this appointment can be established.

I've also passed on your request for group ticket discount information to Susan Johnson who is the person in charge of this program for the Minnesota Zoo. She is in process of developing material on that opportunity and will send the information to you when it becomes available early next year. Perhaps she would be able to join me with Marilyn Bradshaw and discuss a number of these opportunities at the same time.

Thanks again for your generous support.

Sincerely,

Robert S. Voigt
Executive Director

RSV:bm

OFFICERS AND DIRECTORS: JOHN C. MCKAY, President South St. Paul; DAVID W. ONAN, II, Vice President Weyzata; 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 T. O'NEILL St. Paul; RICHARD SALET Menkato; MARY ANN SCROGGINS Alton; 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

Xerox Corporation
2850 Metro Drive
Minneapolis, Minnesota 55420
612 854-3600

XEROX

December 6, 1977

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

Dear Mr. Voigt:

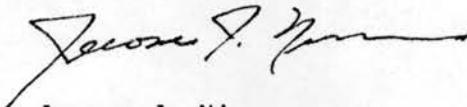
It is my pleasure to present the attached check in the amount of \$2,087.00 to the Minnesota Zoological Garden for purchase of the waterfowl exhibit for the children's portion of the zoo.

Thank you for the time you spent with John Mozey and Marilyn Bradshaw. They came back from your meeting very enthused about your program and the zoo development. Further funding of the zoo is a possibility with 1978 appropriations and would require a presentation to the Xerox Community Involvement Committee. Also, as the zoo nears completion, we would be interested in an employee tour and will call to arrange it with your staff.

Best wishes for continued success with the foundation and for a happy holiday season.

Sincerely,

XEROX CORPORATION



Jerome J. Niemann
Branch Manager

JJN:mb

12/9/77
R

DEPARTMENT MZG

STATE OF MINNESOTA

Office Memorandum

TO : Brad House

DATE: January 11, 1978

FROM : Don Bridgwater

PHONE: _____

SUBJECT: ATTACHED LETTER

Please review with Steve Wachter and deal directly with Bob Voigt or Kathryn Rosebear to expedite this matter. If it is of a beneficial nature to us, let me know the outcome. At any rate, contact Bob Voigt immediately.

DDB/pc



MINNESOTA ZOOLOGICAL GARDEN FOUNDATION

33 Wentworth Avenue East, Suite 218

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

January 3, 1978

Mary A. Elliott
Vice President
Public Affairs
The Toro Company
8111 Lyndale Avenue South
Minneapolis, Minnesota 55420

Dear Mary:

Thanks for your letter of December 30th and the good news that your Contributions Committee is interested in installing some Toro irrigation equipment at the new zoo.

I have asked Don Bridgwater, General Director, and Steve Wachter, Botanical Collections Supervisor, to specifically review their equipment need and to help me respond to your request as soon as possible.

I will keep in touch with both of these gentlemen and let you know as soon as they have a recommendation for me. I will telephone you as soon as possible so that we can schedule a meeting that is convenient to you and Dr. Watson.

You may be interested to know that Honeywell provided us a \$100,000 commitment this last week. Their commitment takes us past the total available through the matching funds program. We are extremely pleased that the community has responded so well to our invitations to participate in the development of this great zoo.

We are looking forward to visiting with you soon.

Kindest regards,

Robert S. Voigt
Executive Director

RSV:bm

The Toro Company

8111 Lyndale Avenue South
Minneapolis, Minnesota 55420
612/888-8801

Mary A. Elliott
Vice President
Public Affairs

December 30, 1977

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

Dear Bob:

Our Contributions Committee met recently and one of the items on the agenda was the Minnesota Zoological Garden, and more specifically the new Zoo. As we indicated to you earlier, we are very much interested in installing some Toro irrigation equipment at the facility. We recognize that time is extremely important and we therefore would like to meet with you, Don Bridgewater, and whomever else you may wish, to determine the requirements and the plan for installation. To that end it would be helpful to us if you could meet with us here at Toro in the very near term.

If you could give my office a call we would be happy to arrange a mutually convenient time to get together. It is essential that Dr. Watson be available for this purpose and since he travels a considerable amount, it would be well if you could suggest several dates when you call.

We look forward the hearing from you.

Sincerely,

Mary
Mary Elliott
mb

1-3-78
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