Morton County War Dead Memorial
July 29, 2025

Ray Morrell [00:00:42] I'll go ahead and call the meeting to order. Um, just for the sake of records, let it be known that present currently is Glenn Reed, Scott Stevens, Andy Zachmeier, and myself. We have two guests present and then also acknowledging those who cannot make it, Stacy Bendish, Todd Porter. And Larry McClellan stated that they cannot make it and we'll see if any others come in between time. First order of business would be the review of the minutes from the June 9th meeting.

Ray Morrell [00:01:24] And a motion to approve.

Andy Zachmeier [00:01:58] Move to approve.

Ray Morrell [00:02:00] Motion by Andy.

Scott Stevens [00:02:02] Second.

Ray Morrell [00:02:02] Second by Scott. Any discussion? All in favor say aye. Aye. Opposed say Naye!

Ray Morrell [00:02:10] Just a point of reference again, credit to Wendy Bent, our HR director who's also serving as our recording secretary for the committee. She actually takes these audio recordings, transcribes them. So she sends me the full transcription, it was kind of interesting to read because, you know, AI captures verbiage. And then she'll take that and creates these summaries. So again, appreciation for her efforts, uh, subcommittee updates, again, just touching base. So, um, for the historical research of the war dead for Morton County, the subcommittee for that one. So as of right now, what the files that we have are accurate with the other question of those seven that you have, you and Nikki have not had chance to follow up with. And now that summer is starting to settle down, probably have more time to act on that. Anything else you want to add for that?

Andy Zachmeier [00:03:12] I'm sure when Nikki opens up World War II with me, she'll probably find more.

Ray Morrell [00:03:20] Okay. And we'll just keep open tabs for that. What I, what I'd like to do and information for the others is what the data that we currently have, what Commissioner Zachmeier gave me from the subcommittee on the, on the thumb drive are one of our staff persons here within the office, um, upstairs, actually Wendy Bent's assistant has taken all those biographies and she's compiling, trying to create a consistent word length summary of each war dead. And the intention is to have that ready. Cause we're also revamping the county's website right now to very beginning stages, but also working that in with the website redesign for the Morton County Memorial Plaza itself. So a multi-fold approach with what we're doing here. And then for the parameters and criteria for rostering, again, what we discussed just briefly before. So the question lies, what would be the best way to review these? Again, it's a plethora, but it's all organized by conflict, alphabetized by last name as one doc, so it's really easy to review, but- Suggestion is we just take a look at conflict by conflict a meeting by meeting.

Scott Stevens [00:04:42] Yeah, I'd say in that way. One, we're not going to miss anything. We, you know, obviously world war one, world war two are going to be the big ones, but we jumped in the middle of those. We're going to get lost in the weeds and we're going to

miss something somewhere. I said, we just work the reach conflict as we go. And then as more names come in, then once we're through and just go back to the beginning and start all over.

Ray Morrell [00:05:11] Well, if they're already reviewed and yay, okay, then that's a committed roster or anything new, then we just review the new.

Scott Stevens [00:05:20] Jump right on, not sure.

Ray Morrell [00:05:22] Then I'll work with you guys to crank out on that one. The fundraising subcommittee, we just met one as a Glenn last week.

Glenn Reed [00:05:32] Uh, yeah, I wasn't.

Ray Morrell [00:05:34] Oh, that's right. Yep. You were tied up yet too. So the fundraising committee met last week and that's going to be most of our conversation tonight. Again, a strategy was was created some time back. That's all been shared through the different meetings. So we went back and revisit that strategy. We basically had a little bit more enhanced dialog on the approach. So I'll talk through a lot more with that. As we continue tonight yet so any other questions regarding the subcommittees? Everyone's good to go. G2G. So update from the last County Commission meeting, which would have been 6/24. At the June 24th County Commission meeting, this was presented to the full commission, the recommendation from the committee to proceed with the existing final draft, final concept, at which time the motion was approved that authorized the Morton County War Dead Committee to proceed with fundraising in support of this final concept. A second motion was made and approved that authorized the war dead committee upon achieving $500,000 that we can initiate the RFP process. So that gave us that much marching orders to move forward yet. So again, the focus would be, and of course, that motion was approved and, and, and passed or seconded and passed, but that gives us that much better direction that we could really start marching forward. So following that, I had conversation, of course, the county auditor, she already stated that she has a line item already identified in the county's budget for any dollars that will come in, of course be expanded for this monument. So that, that piece of the county budget is covered. Now I had a conversation with a county treasurer, Kari Hatzenbuhler, who also said that. She does not have any issues, any concerns that we do in fundraising through our website, as far as credit card portal, anything like that. She has no concerns with that. We can take credit card on our website. So we're working a few pieces of that, make sure that all those components are working the way that they need to be, and inclusive for all the parties that want to contribute. But also, what the County Treasurer also will try to identify is funds that come in, she's gonna have that, see if she can't set up an interest bearing account. Whatever we get in there doesn't just sit there and we get penalized at some of these accounts can be. So those are actions that she's already committed to. And, um, with that, I actually just met with our County Public Information Officer, this afternoon. So we're actually going to create a new landing page for the War Dead Monument. We're going to rename it. Of course, Morton County Memorial Plaza. And that will be in work within the next few weeks, so having it ready definitely within a month. But focus on that is going to be a renewed landing page that's going to feature the monument as is. It's not going to erase the history of what we've done, but it's going focus more so on here's the general awareness of the monument and fundraising needs. And so on that main page also include a link people that want to donate right off of that. But also have some additional links that'll take it to, here's the committee. Here's details, the members of the committee, here's their minutes, so on, so, on, so on all these recorded videos from the meetings.

We're going to upload into our YouTube channel, Morton County's YouTube channel and store them there. And we can access them for whomever wants to watch, scan through what in case is another part of that, a secondary page. So the landing page would be. Just add a landing page for the Morton County Memorial Plaza. That'll have the ability for people to make donations on that landing page through specified portals. And we're still working the mechanics of that, but having secondary contact or secondary info that'll have a link. Here is the committee. Here's what the committee has been working on. Here's the background and another link that will open up to our roster. And a disclaimer on there, clarifying that this is not a final roster. But this is a working roster that we're working off of. So that's in work that be, like I said, probably a good couple of weeks before that's finalized as we still work with the mechanics of the website itself. And then getting into the fundraising strategy. So as mentioned, you know, the committee, that subcommittee has benchmarks in place. So this was initially created back on January 20. Objective, of course, is to raise the funds to cover the cost of the construction and dedication itself. We have several resources that are not available. We are not going to target any county funds. At this time, we'll see down the road what may come into play, but at this time we are not gonna target any County funds or public funds. Donation sources. So several pieces that come into play you got direct mail The thing with direct mail you send out 10 000 pieces you get 3 000 return. Your your ratio is typically one to three percent on a direct mail So it's definitely a part of it, but it's not one that we want to focus effort on at this time Moving on. So direct mail is one. Grants, of course, is another. So tying in with the grants, you know, we've got to be pretty, be able to hone in on some of the elements. So one of the conversations for the grants be working with the Homeland Security Grant that can work on the hardening aspect, or whether it's DOJ that might have, Department of Justice that might, have something that can support the hardening aspect. So that's how we can work the grants. And that's just one example. There might be others out there. Obviously gaming will be a focus point for revenue generating. Pledges, we talked about that. General donations, creating special events that can support. And working in kind. So the working in-kind can be very, very advantageous for this type of a project because then we can target. My question would be how soliciting the in-kind might impact RFP proceedings as far as state law, making sure that we're compliant with that. But again, case in point for in-kind is, sign companies to fabricate the monument walls themselves. Or the placards, concrete company to... A lot of veteran-owned companies sit out there right now. Yep, and a lot of companies that are very supportive of a project like this too. So that's where that in-kind, so step one, this is an ask of everybody, is as you look at in-kind particularly, help identify what those elements can be and recommendations on what businesses, and just send me an email with your thoughts for that, and that's for everybody. So that's one, then we can start assembling that. My conversation with the subcommittee, I think the immediate approach is number one, we need dollars in a checkbook now because we need to have good material, good promotional material in place so we can to start targeting the big donors. So the first thought for that would be straight up looking at gaming. And what some of you may know, some of you may not know, but you can work with the secretary of state's office and you know, I've done this before with other nonprofits that I've gone with, you can actually get an entire roster of every business entity in the state of North Dakota from the Secretary of State's office. And from that you can do mail merge and send out mailings accordingly, or at least be able to identify XYZ business. And that can be broken down by Corporations, S-corps. LLCs, LOPs, Farm Trusts, Farm Families. It does every business breakdown that the Secretary of State's office has, we can get that rostered. Public record. It is a small fee, like $60 or something like that, $40, something like that. So I do plan to do that to include all the charitable gaming and craft a letter to go out to charitable gaming as the first solicitation effort. So the thought is, and you guys tell me you're thinking any different, but the is if we get let's say $10,000 in place.

Before we start crafting any better promotional awareness materials. So we can go out and start hitting the next phase. The next phase is that corporate contribution, okay? And even there too, and in my mind, the corporate contribution I break down basically just different tiers. So tier one, that be that nationwide corporation that's operating in North Dakota, much less Morton County. Tier two would be those local large corporations. Tier three would be your simple large business, tier four, main street business, tier five, the private donor. That's kind of a simple way to break it down. But that's where the approach would be. Because again, you look at eating an elephant, what we're doing when we're trying to raise a million dollars, one bite at a time. So if we look at the fundraising component a very simple way, get one donor at a million dollars. We can't get that two donors at 500,000. We can get that 10 donors at 100,000 it makes it that much easier and that's how we can kind of target which businesses would be best to ask. But even on the ask, I think it would be beneficial if XYZ business is approached with two members of the committee, not just one.

Ray Morrell [00:18:15] Let's see, what else we got? But that's what we discussed at the last, the subcommittee meeting. Glenn wasn't able to get there, so Gary and I chatted on that. He fully understands that approach. My question is, anyone else?

Scott Stevens [00:18:34] Makes sense to me.

Ray Morrell [00:18:38] Any other? NiKki, you got any input?

Nicole Froelich [00:18:42] Is there going to be any recognition for businesses that donate over so much amount?

Ray Morrell [00:19:12] Yes, yes, we've discussed that. We have not really hammered out exactly what that is. I think that's something we can definitely chat on further.

Nicole Froelich [00:19:25] I think that is going to be a question for sure.

Ray Morrell [00:19:28] That donor recognition, you can see the screen, right? Yep. So determining dollar level of recognition and applicable presentation for each level. Subject is beginning at a thousand dollar donation. And then confirming, as we chatted earlier as a full committee, we collectively are not keen on commercializing this. But if we have something that that contributing business person can receive as a recognition, whether it's a certificate, a plaque, something, you know, some type of a stach, I don't know, something, maybe it's the miniature version of the three walls itself. Maybe it's miniature version of the soldiers cross, something. That we can offer, and maybe that has broken down to the level of giving as well. But having something that we can present to the business publicly, so working the awareness for them as well, and maybe for some of the larger ones, we have that at the ribbon cutting. You know, we discussed that, we didn't come up with a final game plan for that, but we discussed, and then the other part is,, identifying them on the website as contributing supporters, but not having a plaque or anything like that on the monument nor inside the courthouse. We can't do that.

Glenn Reed [00:21:04] Okay, that's that was going to be a question. You know, some of these people, they say, Oh, yeah, I'll give you $250,000. I want my logo on that monument as one of the key donors.

Glenn Reed [00:21:21] No.

Ray Morrell [00:21:27] And that's the other reason we're having, which I didn't mention before, but having talking points when we go into these meets with these potential businesses, because those types of questions can come up.

Nicole Froelich [00:21:42] They will come up, I guarantee.

Ray Morrell [00:21:46] But having that response, not so much that we, we don't want their name on there, it's more so how can we, how can we, recognize them in a different manner, you know, and case in point, invite them to be a speaker at the ribbon cutting.

Visitor [00:22:06] When you have a website, you can put their names on also at some point.

Ray Morrell [00:22:11] I mentioned that earlier. We're building a website and met with them this afternoon. So that is in work. So recognize them on the website. Definitely working with media awareness for their contribution, definitely. Having some level of recognition to them that they can display in their place of business, definitely, because I think that's going to have a better return for them. You know, having a name on a wall on a government project. So.

Nicole Froelich [00:22:42] We are going to have the leftover slabs of granite left over from the original wall. Is there something that we can do to work in using that as, I don't know, can we engrave something into that.

Ray Morrell [00:23:00] Short answer? Yeah.

Glenn Reed [00:23:02] Or on the benches.

Ray Morrell [00:23:04] Now, short answer, definitely yes, it's just, okay, what is it?

Scott Stevens [00:23:09] Right

Ray Morrell [00:23:11] I would agree. I mean, that's, that where the question lies is, you know, at what level. So again, the, the strategy we identified for the fundraising subcommittee, they identified starting at a thousand dollars, anything less than a thousand dollars. And, and let me, let me preface this also, and this is a conversation I had with the County Treasurer is as the contributions come in to be able to capitalize or, or catalog them by level of donation. So that a simple thank you letter can be gifted back to them, sent back to them. That identifies that contribution, the tax ID number, they can do with their taxes as they see fit. Same thing for the in-kind, but for those that aren't aware, when you're doing an in- kind contribution, the business that contributes that In-Kind I can get a tax, let me rephrase that. Can be recognized by the IRS if that in-kind relates to their business, and then they also have to identify the value, they have to identified the value of that in kind. So we'll go back to the Marine House, when I got allied building products donated all that siding, $7,000 of LP siding. It was relevant to their their business. They gave me the value for that siting. We gave them a letter in return. This is the contribution, this is the value. As they determine this is what it's being used for. This is our tax ID number. They take it to their accountant. They apply it to our taxes accordingly. So that is another piece that will be put into play. So recognizing them that way so that they can take advantage of it. But again, back to this is baseline of starting at a thousand dollars. So we want to create, okay, it's a $1,000 to $10,000. To $25,000, whatever that is, we need to come up with that. And then what's gonna be a suitable recognition for each of those

levels. And then also recognizing, again, what we've identified, web page of the War Dead Monument, social media portals, of course. Pending the level of contributions, invite a representative to speak during the dedication. Present the donor recognition during the dedication. And, of course, providing an alphabetic roster, remember, we discussed this also, no breakout of the amounts, just an alphabetical roster, unless it's a significant dollar amount. But then, what is that significant dollar amount? That's what we need to commit to. So feedback. We're all good with $1,000 starting point.

Ray Morrell [00:26:22] Which would be the increments then.

Glenn Reed [00:26:30] Are we going to try to track or are we going to try and track all donations made for a total number of...

Ray Morrell [00:26:39] Yes, we have to.

Glenn Reed [00:26:40] Yeah, between between $1 and $100,000.

Ray Morrell [00:26:43] Between a dollar and a million. Yeah, we need to. And having some sort of a visible, measurable display that the community can see.

Glenn Reed [00:26:54] You know, there has been to date, 43,841 donations made for a total dollar amount of this much or something like that.

Ray Morrell [00:27:09] A donation tracker, a publicly identifiable donation tracker for continuing gross dollars. And the prime example would be like the United Way used that temperature bulb with the values would increase. Something artistically pleasing reflective of the project.

Glenn Reed [00:27:34] And best case scenario is fundraising takes care of all the costs involved in the memorial.

Ray Morrell [00:27:43] It would also behoove us, if we get excess amounts, that we set it up in some type of an endowment that can take care of upgrades. So again, for generic fundraising purposes, and like we discussed at the last meeting, we're just gonna assign a value of a million dollars on this until we get to the RFP. Then we'll have an engineer's estimate until we go to bid, then we'll get hard costs. Then that's gonna determine the actual construction cost.

Scott Stevens [00:28:22] And that's when we can finally stop fundraising.

Ray Morrell [00:28:27] Well, when that bill is paid.

Scott Stevens [00:28:29] Yeah.

Ray Morrell [00:28:34] So again, levels of recognition and you know, we can assign names on these too. We can discuss that later, the levels of recognition. Again, starting at a thousand. Go to 5,000 or just we'll go to 10,000.

Scott Stevens [00:29:00] Just in anticipation, we're not gonna get, like you said, I mean, ultimately we want one guy with a million bucks, but. I kind of have this vision we're going to get a lot of smaller dollar amounts. I think one to five is kind of the small business. Okay. You know what I mean? And then as we get into these larger businesses, larger

donations, then you could go, you could literally go, BAM 5,001 to probably 15, and you could take that 10 grand jump.

Ray Morrell [00:29:45] Well, I'm questioning if we go up to a thousand would get recognized this way. That's one way. Okay. Up to 5,000, from 1,000 to 5 1,001 to 5 thousand would get recognized this way. Okay. And gold, that type of a pattern. Or again, you want to go just 1,000 to 5,000 and then 5,001 to 10,000. You know, it's kind of like.

Scott Stevens [00:30:27] There's a reason why we go to the grocery store, things are 88 cents, right? Cause $3 and 88 cents is less than $4. It's 12 cents, but the way the brain works. So you want to, you want a set those levels. So if there's that guy that's playing around, right. You know, thinking, ah, I really don't want to drop four grand on this. So you don't wanna set it, you know, one to a thousand. This guy's like, well, I can't do 10. So if we keep those, those steps a little bit shorter, I'm thinking people will be a little bit more apt to take that step.

Ray Morrell [00:31:09] Yes, but I'd also caution on diluting it. There's one thing, an old friend of mine, Darrell Dorgan, when he was executive director for the Cowboy Hall of Fame, he taught this one simple measure for fundraising. Know where you think their stopping point is and go a little further. Because if their stopping point is here and this one is still within reason, they'll go a little further.

Glenn Reed [00:32:00] We could have it, you know, up to a thousand, like one to five. Five to 10 or 15 and then anything over 15. We'll put them in that top category and then reserve the special recognition category for anybody who goes over 50 or 100,000. We get $100,000 donor, their name's gonna be on something somewhere and you're gonna hear that name several times throughout this whole process because they just gave us 10% of what we need.

Ray Morrell [00:32:50] I'll be honest, I feel no reason why we can't expect a $500,000 donation. I wouldn't rule it out to get a $500,000 donation. Just the fact of will they find a connection with this project?

Ray Morrell [00:33:37] So that's why I'm also looking at the breakdown. I don't want to dilute it, but I don't want to make it unrealistic either. So, well, again, going in a grander scheme. Let's just say a thousand to 10,000. And we identify what that recognition is accordingly. And this is just conversation.

Visitor [00:34:11] So what would you do with multiple donations from one person that wouldn't have, well, now I can give you a thousand dollars this week, next week, or a month down the road, I can get another thousand. So is that going to be that was you going to pay when I mean, he could, he could end up $15,000.

Ray Morrell [00:34:30] Yeah, it would be an accumulative.

Visitor [00:34:32] You have to have an accumulator.

Ray Morrell [00:34:34] Correct. Absolutely. Yep. And this breakdown would incorporate a cumulative, because again, if we are able to track that and be able to recognize that towards the end of the end of construction. So I'm just going to pick again here. So a thousand to 10,000. Again, I'm, just arbitrary 10,001 to 25,000 $25,000, one, two. 50,001 to 100.

Glenn Reed [00:35:27] And then, and then beyond that, I think it just needs to be individual over a hundred. Um, and, and that would bring in individual recognition, specifically to the donor, not, not grouping them in a, in a category. And this, you know, this is our goal category here, but then you've got, You know. This person. Graciously donated $250,000. That have to be.

Ray Morrell [00:36:13] We should almost have a $1 to $1,000, just having that. The other charge and we don't need to discuss this tonight but what we call these categories do we want to call give them a name you know something harmonious with the project too but again the categories of one dollar to one thousand dollars one thousand one dollars to ten thousand dollars ten thousand one to $25,000. $25,001 to $50,000, $50 1 to $100,000 and over $100. One, two, three, four, five, six categories, including the $1 category. Do we want to go with this tier.

Glenn Reed [00:37:29] Reasonable

Ray Morrell [00:37:31] Nicky's nodding too. So do you want to go with consensus? Do you want a motion on that? Consensus. And that include in-kind contributions too. So that'd be a cumulative and in-kind.

Glenn Reed [00:37:54] Now there doesn't need to be a motion seconded voted on to become anything or consensus is good.

Ray Morrell [00:38:00] Consensus can be fine. Um Another consideration would be again, going back to the pledge, which kind of ties in with the comments over from our visitors here would be. Pledges require extra more effort to track, right? And off not oftentimes, but sometimes pledges never materialize on a percent, okay? We understand that, but that doesn't mean that we can't consider that. But instead of a pledge, what I'd also look at and this ties in with that corporate contribution is spreading it into a two year payment plan. Right, yeah. So that's where I go back to. I honestly feel that a half a million dollar contribution is feasible, especially if we break it into two years. So that's a quarter of a million dollars each year that they can break down quarterly.

Visitor [00:39:04] Who does all the bookkeeping for all this?

Ray Morrell [00:39:08] It'll be a joint efforts right now the county treasurer will receive the funds but working with the website identifying some way to database to capture the contributions and that'll likely be within the committee itself that'll monitor that Because I dont want to have to exhaust county employee time. But very valid question though.

Andy Zachmeier [00:39:38] I think we're better off letting the auditor handle it.

Ray Morrell [00:39:41] Well, either way, but creating a some type of a database that we can populate with the contributions. And whether it's the auditor. The county auditor is going to have the responsibility of tracking the dollars part of the budget, because these will go into a budget. They won't get expended until authorization to expend. You know, in other words, the. Bids have been accepted. Authorization has been given to move forward with the actual construction. So then as the bills for the construction come in, they get paid accordingly, okay? But in the same breath, as the dollars come in they get entered into the system accounting-wise. They'll get tracked either on the auditor side or on treasurer side or both sides. But in same breath as we as a committee go out soliciting two, we need to

be tracking it just the same. And what I've done in the past is just working with the treasurer, as an example of a nonprofit, working with a treasuer and just I maintain the roster of who I know is making commitments, bounced off checks that are actually received, checks and balance. That's going to have to come into play.

Ray Morrell [00:41:06] So again, going back to a two-year commitment, I think that would be more palatable for corporate But I'd also take that on a gaming site too. I would hit up those gaming organizations on an extended timeframe. If not a one year, definitely on a two year. One year at a minimum. So I'd hit them up, you know, example. I'd him up for $10,000 a year. Or no, I'm sorry. I was looking at like to say a 20 or $25,000 a year, which equals to $5,000 quarter. For what I know of these charitable games, that's a pretty easy gift. That brings dollars in that we start building promotional material, getting recognition, paying for postage, because you have a part of this when we tap into the individual donations. Christmas time frame, that is the sweet spot from the middle of the month. So having everything ready for distribution by mid November at the latest and be collected by the end of December, because people are in the giving mind additionally around tax time. They will think of it in the sense of giving because they'd over they had you know too much revenue they need to find uh outlet for contributions it may not register for the taxes of the previous year unless they're working with their accounts but that's completely on them, what it's a second signal for. So fundraising strategy, those are things that we look at. But the other thing, as well as we talked about all the expenses, so. We have to look at all the expenses. So if we do a direct mail.

Visitor [00:43:13] Do you have something already as an operating budget? No, you've got to have some money to.

Ray Morrell [00:43:18] Well, no, we don't because right now we have zero money. The focus is get the money in first, and then we start building what we need.

Visitor [00:43:28] But what about you'll need money to buy postage stamps or whatever?

Ray Morrell [00:43:40] That will come into play. But right now we have zero. So we need to build the kitty first before we can really start. And in the meantime, yes, we'll build that expense. Because we have no idea what we need for printing right now. We have no idea of how big of a mailing we want to push out because we haven't gotten that far yet. Because we literally just got the authorization, the speed of government, we just got authorization to move forward with fundraising, and this is the first time for the committee to meet since that authorization. You're literally on the ground floor. So the website, that is internal as far as cost. That is internal. That is gonna be a few hours a week to execute to get it all set up.. But that's also part of that person's job duties. However, we create flyers, we'll create brochures, we create placards, we create, I'm looking at, again, in all transparencies, Hebron Herald, Glenn Allentimes, Morton County News Journal, Mandan News, whichever is relevant, which are again, likely work with the North Dakota Newspaper Association to full page ads with the QR code. I mean, in all reality, and that ties into that Christmas time frame and the awareness and every so often we have to look at that for that continued awareness. Because again, it'd be great, going back to the second motion that was made by the we can go to the RFP. So the objective, of course, short term is what we mentioned with the subcommittee short term objective is $10,000 from start working promotional material.

Andy Zachmeier [00:45:46] Are you talking about an RFP for construction or an RFB for design?

Ray Morrell [00:45:52] For the design.

Andy Zachmeier [00:45:53] The engineered or blueprints

Ray Morrell [00:45:57] With the full detailed scope. So the short term is that 10,000, we can start working the promotional, the long term or the next phase would be that 500,000 so we can get to the RFP so we could detail everything. Petition for the authorization to move forward with bids. The overall intent, of course, is try to get next year's construction cycle depending on our ability to get the commitments collectively. And honestly, this is a task for the entire committee.

Nicole Froelich [00:46:38] I think maybe starting with some of the veteran service organizations might be a good start, just because they're almost a guarantee. In one organization, I think you know what I'm talking about, for sure would donate.

Ray Morrell [00:46:51] Yep, actually, there's a couple of them that have already given verbals, but indeed.

Andy Zachmeier [00:46:57] And in American Legion, we're already getting a $5,000 check.

Ray Morrell [00:47:01] I don't know if that's in the, in the account yet, but they gave the verbal on it.

Andy Zachmeier [00:47:05] Oh, they gave me a check, I turned it in.

Ray Morrell [00:47:23] So the other ask as well, and this goes back to, like, I suggested on those tears. So as each of us as committee members and feel free to email me, text me, whichever email preferred and I can catalog it. But you think of these national corporates that are operating in Bismarck and in North Dakota. Drop me a line. If you know who a contact person for that entity is, drop me a light. You know, I got a few right off the top of my head that come into play that are actually working in Morton County that I've already had conversation with, and they're waiting for us to finalize this piece and they're ready to give also. Same thing for that tier two, those local corporates, we can immediately think of several of them. And that's where I say, I think we can easily obtain the dollars within the time that we need. You start looking at the mainstream businesses, the owner operators, tier three and tier four. But like I said, we look at that contribution. It'd be great if we get that one contribution for a million dollars, fabulous. Recognize them right away, we start moving forward. But again, we can't get that million dollar. Is there a reason why we can get two at 500,000? There's no reason why can't. Or 10 at 100,000. There's no reason why we can't. So if that helps in the mind as far as making this achievable.

Scott Stevens [00:49:10] That was the big, like, kick-off, like a million bucks. A million bucks when you step back and look at the money that is out there. I mean, 20 years ago in North Dakota. That would be tough but not so much anymore.

Ray Morrell [00:49:27] And even if it matters, or I'm sorry, if it helps, is as you're looking at those business entities, look in their price point. Who's out there that will give it a million dollars?

Glenn Reed [00:49:51] I think, you know, getting the money is one side of it, but like you were saying, if we go over a little bit on the fundraising, then we've got something that we can, you know, have for maintenance. Well, I mean, is there a cut off to fundraising, shut off the QR code so no one else can donate or anything? No, because I mean. It's fundraising for this project, million dollar price tag, and all of a sudden we're sitting on $1.5, $2 million in this account from half a dozen, you know, deep pocket donors. What are we going to do with the extra million dollars that's left over after everything is all said and done? That's a heck of a lot of maintenance, you know.

Glenn Reed [00:50:52] I mean, is it, I don't want one of the donors coming back. Well, I didn't want to pay for the mayor's new parking spot.

Ray Morrell [00:51:01] Me either, because this is Morton County, not City of Mandan.

Glenn Reed [00:51:05] You know what I'm saying.

Ray Morrell [00:51:07] I do, I do. But honestly though, so remember, for fundraising, we don't have a dollar, we don't a cost identified because we haven't gotten that far yet, right? We're spitballing a million dollars. It will come back at, I mean, right now, you know this on your work too, right now the way that the dollars are, the bidding is, bids are coming in under engineered costs. How often does that happen? So, you know, if we're a year away, right now, there's a lot of business, I'm sorry, there was a lot of construction firms that are looking for work right now. That could change a year from now. We won't know that until we get to bidding. And as, as in the construction world, Glenn knows this because he plays with this game too, when you set your bids, you're projecting when your start date is because they're planning accordingly too. So that's all factors. But yes, you know, heavens forbid we get in excess of revenue. We set up an endowment for the maintenance, okay. If we are still sitting that strong, we had those large kind of contributions, one-on-one conversations with them. What would you like to do? Can we do something else with this?

Glenn Reed [00:52:32] I would think it needs to be focused on kind of what this is about, veteran type of thing. Yeah, just a thought I had, you know, we're talking about this, and, you know, feasible. Well, what happens if it gets more feasible than we had planned? And now we've doubled our fundraising efforts. And it doesn't, it comes back and it doesn t cost as much as we thought it would.

Ray Morrell [00:53:10] That's our reality, and good things they have in the back of their mind, but I would look at it as if that's a benefit that we have, then we take that as an opportunity to have those one-on-one conversations with those larger donors. I think they would be respectful for that.

Ray Morrell [00:53:38] Other thoughts?

Andy Zachmeier [00:53:46] There's a lot of gaming entities that have, uh, gaming sites in Morton County that have more money than they know how to even give it away. Thing about it would be though, is it's not just fill out the request form and mail it to them with some insurers then after you make that first contact, try to get a commitment out of them for quarterly payments. And then after that, especially with the veterans groups, almost quarterly updates of where we're at, because they appreciate that and they'll push more money towards it. And, uh, even the base electrical of a sudden drops $50,000. Just getting mailed updates, not, and I don't know how they would do it. They probably mailing is fine. But as the project continues, here's where we're at. We have now got a full

blueprint design. Now we're starting to, you know, looking at until we get to a certain threshold, then we're going to put it out for bids and try to get a contract. Okay, we put it out for business. We got the contractor. Here's where we're at now.

Glenn Reed [00:55:15] Is supposed to start this day.

Ray Morrell [00:55:19] And let them be part of the groundbreaking.

Glenn Reed [00:55:22] Plan completion is this day. Progress schedule.

Andy Zachmeier [00:55:29] Brochures are all nice, but if it's all going to just be mailing and let's mail it to them and see what we get. Chances are they're not going to be overly excited.

Andy Zachmeier [00:55:42] And I would agree a thousand times on that one as well as the step one would have to be a direct contact, the brochures and the, and the pretties, if you will, those are enhancements with that face-to-face because you're looking for that, that higher, higher level contribution. It requires that intimate interaction as the only way you're going to get that level of commitment. But even still with the, with the gaming, again, it happens time and time again, when I go to, you know, various other entities across more County, you put in your request, that's one thing, but make sure you request time to speak and present about it so they can ask you the questions directly and they can, they, they get that it's all about making that connection. Fundraising is all about make that personal connection. If that connection is not made. You're not getting anything. It's all sales.

Visitor [00:56:44] It's also about respect for the potential donor.

Ray Morrell [00:56:48] Yes, ma'am. And part of that is making sure that you give them that face to face. But that also goes back to when we as a committee work that piece of it, we go as a team. Because that's the best way. Because again, what a good cop, bad cop. I think that the metaphor is there. It's more so this perspective, enhancing the same perspective. Two voices, same message.

Andy Zachmeier [00:57:34] We should be giving presentations to every city council too.

Ray Morrell [00:57:37] That's, that's, I didn't imagine it, but yes, in fact, I already got my first request to not only every, every city in Morton County, but also every entity. Toastmasters, Kiwanis. I'd say JCs, but they're not around anymore, but you get the point. Toastmasters, Kiwanis, Optimus, I think a meeting with the Kiwanas next week, Monday already in Mandan. But developing that schedule, getting that out there. I'll be creating an updated slide presentation that support this next phase. Call the meeting to a close. Next meeting will be on August 18 at 6:00 p.m.