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ROLL NUMBER

4006

DESCRIPTION

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Deanna Gilliland 10/23/03
Operator's Signature Date

2003 SENATE EDUCATION

SCR 4006

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10/23/03
Date

2003 SENATE STANDING COMMITTEE MINUTES

BILL/RESOLUTION NO. SCR 4006

Senate Education Committee

❑ Conference Committee

Hearing Date 1-28-03

Tape Number	Side A	Side B	Meter #
1	x		0 - 20.0

Committee Clerk Signature Sandra Johnson

Minutes: SENATOR FREBORG called the committee to order. Roll Call was taken all (6) members present.

SENATOR FREBORG opened the hearing on SCR 4006 which is commending the volunteers and staff of the Dollars for Scholars program for being selected to establish a state office and commending the 7500 young ND scholarship recipients for their hard work and dedication to the pursuit of education.

SENATOR CHRISTMANN, Dist. 33, stated he has been affiliated with Dollars for Scholars at Hazen, ND for a number of years. They have distributed over $98,000 since starting in 1991. This has helped some good young people with their post secondary educations. There is now a state-wide organization set up.

DEB GEBEKE, Ex. Dir. of Dollars for Scholars, presented testimony in support.. (see attached). She also distributed a packet on Dollars for Scholars to the members. (see attached).

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Operator's Signature 10/23/03 Date

SENATOR COOK stated his local Kiwanis club also gives scholarships. He was wondering where students apply for this scholarship. MS. GEBEKE stated it is locally operated and locally controlled. SENATOR COOK asked how the recipients are determined. MS. GEBEKE said academics, work experience, and extra curricular activities are used. These go to all types of students who are forwarding their education. SENATOR COOK asked if the actual members of a local chapter evaluate and select the recipients. MS. GEBEKE stated they have a couple of programs that funnel through the state organization.

SENATOR FREBORG stated the dollars stay in the local communities. MS. GEBEKE stated some chapters are broader and will serve a broader base than just their district.

SENATOR FLAKOLL asked what percent of the recipients go on to higher education. MS. GEBEKE stated about 75% of the students go on. SENATOR FLAKOLL asked about how many of the recipients stay in the state. She answered that two years ago about 80% did stay and the rest wre mostly in the border states.

SENATOR G. LEE asked how broad the donor input is. MS. GEBEKE stated it must be legal and the guidelines prevent giving to a pre-picked person.

SENATOR CHRISTENSON asked what percent of the money goes to administration costs. MS. GEBEKE stated nationwide it is about 6%.

Having no further testimony, the hearing was closed on SCR 4006.

SENATOR COOK moved a DO PASS. Seconded by SENATOR CHRISTENSON.

Roll Call Vote: 6 YES. 0 NO. 0 Absent. Motion Carried.

Carrier: Senator G. Lee.

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Operator's Signature 10/23/03 Date

Date: 1/28/03
Roll Call Vote #: 1

2003 SENATE STANDING COMMITTEE ROLL CALL VOTES
BILL/RESOLUTION NO. SCR 4006

Senate EDUCATION Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number _____

Action Taken Do Pass

Motion Made By Sen Cook Seconded By Sen. Christenson

Senators	Yes	No	Senators	Yes	No
LAYTON FREBORG, CHAIR.	✓		LINDA CHRISTENSON	✓	
GARY A. LEE, V. CHAIR.	✓		RYAN M. TAYLOR	✓	
DWIGHT COOK	✓				
TIM FLAKOLL	✓				

Total (Yes) 6 No 0

Absent 0

Floor Assignment Sen. Lee

If the vote is on an amendment, briefly indicate intent:

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Operator's Signature 10/23/03 Date

REPORT OF STANDING COMMITTEE (410)
January 28, 2003 12:10 p.m.

Module No: SR-16-1187
Carrier: G. Lee
Insert LC: . Title: .

REPORT OF STANDING COMMITTEE

SCR 4006: Education Committee (Sen. Freborg, Chairman) recommends **DO PASS** (6 YEAS, 0 NAYS, 0 ABSENT AND NOT VOTING). SCR 4006 was placed on the Eleventh order on the calendar.

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10/23/03
Date

2003 HOUSE EDUCATION

SCR 4006

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Operator's Signature

10/23/03
Date

2003 HOUSE STANDING COMMITTEE MINUTES
BILL/RESOLUTION NO. SCR 4006
House Education Committee

☐ Conference Committee

Hearing Date February 26, 2003

Tape Number	Side A	Side B	Meter #
1	x		1148-2800
Committee Clerk Signature	Linda Fiechtner		

Minutes: **Chairman Kelsch** opened SCR 4006.

Sen. Randy Christmann, District 33, Hazen, Former Chairman of the Hazen Area Scholars for Dollars

To give you come information about the state organization, and background on our local chapter. I Became involved 1991 when our chapter was in its infancy. I wasn't involved in getting it started so I can't take credit for that. But since then we have given out about a 100K in the little town of Hazen to our graduates, we based some of them on need and some on merit, and some on other factors that people choose to set up when they donate money to us. What has been so exciting about being involved in it is, we have fund-raisers to take in some money, it has caused an awareness in the community and in the past 12-13 years we have gotten three major donations. I'm convinced that if we had never gotten involved in helping people with their post secondary education would have not happened. One was from people living in Hazen and two of them from people who have long since left, in fact one I have never met. But the three donations were of 10K, 50K and 75K. We have close to 200K in endowment funds and so we are almost self

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Operator's Signature 10/23/03 Date

sustaining. Unfortunately we do very little fund raising, we will try to do more for awareness. A lot of what we give out each year comes from the endowments and the last two years have been giving out 12-13K to our graduates. We were on of the first chapters in the state, not the first, these last few years it has taken off and Deb Gebeke is here today. She is the Executive Director of the state organization, North Dakota is one of just a small handful of states that has a Director. And since she has been on board it has just been tremendous. It seems every couple of months another chapter is starting and I place a lot of thanks to her, she has been very good. And that is the reason why I submitted this resolution, because I think we want to draw awareness to this and give attention to this. Dollars for Scholars is affiliate of a national organization called the Citizens Scholarship Foundation of America and we really want to draw attention to what we are doing here in North Dakota with this state chapter. She will tell you more about it.

1440- 2045 Deb Gebeke, Executive Director for the North Dakota Dollars for Scholars. See Attached Testimony

Rep. Herbel When I looked at this and I know you have other foundations that tie in, do any of the other foundation put restrictions or set the guidelines for who qualifies for the money?

Gebeke: Every local organization is its own local governing board, that makes final determination decisions. And so you can tailor the program to fit whatever is going on in that community. If you happen to have a local foundation that is very strong in certain things and it works to blend the two together, that is what you do. So I can't give you an exact answer, But I can tell you that there is enough flexibility in this program, that my role is to help a community assess where they are at, would you like to grow more scholarships for your kids, how can we best make that happen and I will see that you do it in a credible, legal way.

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Rep. Herbel One of the things I have noticed is that at awards banquets we hand out the scholarships. Some of the administrators say that scholarships were available but students didn't even apply for them. Does that happen here of not?

Gebeke: Sure it happens all over. There are certain awards that kids will not apply for because they are to small and the work required is to much for such little money. Also a lot of the criteria, if you happened to have a relative who was a certain member of an organization, you qualify, if you don't you don't. There are sometimes you get awards that fall into the pocket, that nobody can apply for. So then you hear everyone talk about how there is a big amount of money and no one is applying for it. It is really kind of a fallacy. If you take the dollars and you work it locally, you can always make the criteria work. We encourage chapters to try to address how many kids go on to four-year programs and how many go onto technical education. Right now I would hesitate if any of you in any school district have a scholarship going, that many technical school students apply for. Because they don't think there is a chance. So we encourage chapters to take a close look at that and say 'is this benefiting the entire community?' We all need a good auto mechanic in our towns can we help one of our student to be one. We introduce those sorts of concepts to communities to get them to think about their community and make it work for them.

Rep. Hunskor I noticed on this map that many schools are involved, have all schools or communities been approached on this concept and some choose not to be involved or are in the process, is that the way it works?

Gebeke: Sure, I would say that all schools are aware of the organization is available to the best of our ability to make them aware. We have attended meetings of all of the superintendents and principals that have gathered across the state to help spread the word that we have a state office

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Operator's Signature 10/23/03 Date

and we are here if you are interested. But the really the way that it seems to spread the best is if it is in your neighboring community and all of a sudden you See what is happening. The last two communities that we started chapters in are because the neighbors have starting and they couldn't figure out why they didn't. And so very often when you See success in one it spreads to another. Another thing that has really been helpful, we happen to have one case where the organization in the eastern part of the state, Cass County Electric said we really value what this organization does. They had been supporting scholarships themselves, and came to me and said, 'I can't tell you how much time, energy and work goes into my office to try and get kids to apply. I don't want to do that anymore, But I will make a 500 scholarship available in our name to every chapter in my service region.' All of a sudden communities that didn't have a chapter were calling and saying lets start a chapter. There are a number of ways that we work with anyone in the state to try to encourage this sort of things to happen. The story that I use most often goes back to my teaching and school counselor days. Small town in a school district that is no longer open. At the time Dakota High School, was giving away five scholarships. And their were five family business. So everyone applied to all of the places. One year, one girl, the Valedictorian won 4 of the 5 scholarships. You have never seen more hurt feelings and more disgust about scholarships than that year. And that was misfortunate. Here you had people doing something so good and it soured on them. It entered Dollars for Scholars, and the organization helps coordinate things in a manner so that it wouldn't happen again. They went from handing out a couple of 250 scholarships, to now this last year they awarded 20K.

Rep. Hunskor I'm from Bottineau County and only have 1 school in the county, I'm going to go back and to encourage the superintendent to get involved.

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Gebeke: Actually a year ago we were in discussions, At the time they were in the midst of a massive effort for a community hospital drive and they did not feel that taking on another new drive was in there best interest or good timing. But you have a very supportive superintendent, he comes from a district that had a chapter. It is a matter of timing and the right leadership.

Chairman Kelsch I know since I have gotten into the Legislature I have been approached several times to see if we could help get Dollars for Scholars both in Mandan and Bismarck, and in both communities are very supportive but have not been able to get the chapter started. I just want to commend you, I am thrilled to see that where Wolford is on the map, I have often wondered where it is.

Rep. Jon Nelson It is probably placed in the right spot too.

Rep. Herbel I look at my northeast corner and I think we have 17-18 schools and there is only one tied into the program.

Gebeke: I can tell you that I have visited with Ken Lokken, and they have had the first couple of meetings and they are hoping to get something up and going. Again it is to get the people together and make it work. And by the way Wolford just had the gift of the year provided to them because immediately after their chartering, they are one of the newest in the state, it happened that a particular individual who works for Microsoft now, they made a contribution and Microsoft matches. And Wolford being the size that it is will be able to offer an award to every student that graduates.

OPPOSITION- None

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Operator's Signature 10/23/03 Date

2003 HOUSE STANDING COMMITTEE MINUTES
BILL/RESOLUTION NO. SCR 4006
House Education Committee

☐ Conference Committee

Hearing Date March 03, 2003

Tape Number	Side A	Side B	Meter #
2	x		3490-3630
Committee Clerk Signature	Linda Fuchtner		

Committee work:

Rep. Sitte moved a DO PASS, Rep. Meier second the motion.

discussion: none

roll vote: 13-0-1

Passed to be placed on the concent calendar. Rep. Haas will carry the bill to the floor.

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Deanna Gallagher 10/23/03
Operator's Signature Date

Date: 3/3/03
Roll Call Vote #:

2003 HOUSE STANDING COMMITTEE ROLL CALL VOTES
BILL/RESOLUTION NO. HB 1006

House **HOUSE EDUCATION** Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number

Action Taken Do Pass on Consent

Motion Made By Sitte Seconded By Meier

Representatives	Yes	No	Representatives	Yes	No
Chairman Kelsch	✓				
Rep. Johnson	✓				
Rep. Nelson	✓				
Rep. Haas	✓				
Rep. Hawken	✓				
Rep. Herbel	✓				
Rep. Meier	✓				
Rep. Norland	AB				
Rep. Sitte	✓				
Rep. Hanson	✓				
Rep. Hunskor	✓				
Rep. Mueller	✓				
Rep. Solberg	✓				
Rep. Williams	✓				

Total (Yes) 13 No 0

Absent 1

Floor Assignment Haas

If the vote is on an amendment, briefly indicate intent:

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Operator's Signature 10/23/03 Date

REPORT OF STANDING COMMITTEE (410)
March 3, 2003 4:23 p.m.

Module No: HR-37-3804
Carrier: Haas
Insert LC: . Title: .

REPORT OF STANDING COMMITTEE

SCR 4006: Education Committee (Rep. R. Kelsch, Chairman) recommends **DO PASS** and **BE PLACED ON THE CONSENT CALENDAR** (13 YEAS, 0 NAYS, 1 ABSENT AND NOT VOTING). SCR 4006 was placed on the Tenth order on the calendar.

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2003 TESTIMONY

SCR 4006

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10/23/03
Date

Senate Concurrent Resolution 4006
Testimony from Deb Gebeke,
Executive Director of North Dakota Dollars for Scholars

Chairman Freborg, Members of the Committee:
My name is Deb Gebeke and I am the Executive Director of North Dakota Dollars for Scholars. Our work is guided by a volunteer Governing Board (14) and an Advisory Committee (10). I am a former Jr. High/Sr. High teacher, K-12 School Counselor, College Instructor, Extension Service Specialist, and Education Consultant. My passion for youth and education fits this organization well and I am pleased to be here today.

Dollars for Scholars is one of three programs operated by the largest scholarship organization in the US called Scholarship America (formerly Citizens' Scholarship Foundation of America). It all began in 1958 in Fall River, MA, with the vision of one man. He knew the local economy had soured and students thought they could not afford to go to school. He believed that this was exactly the time that they needed to go on to school so he rallied his community to help create scholarships.

Last year Scholarship America supported over 101,000 students and distributed over $135.3 million (FY 2002). Local chapters now operate in 42 states. Each chapter is a locally operated organization and they have ample opportunity to make the program fit the community culture. They also find it helpful to partner with existing foundations and scholarship efforts. Chapters in North Dakota have raised over $8.3 million for local awards to over 7,500 students and to build their local endowment funds since the beginning of the program here. Local student awards are great but the impact goes beyond the money. The 'message behind the money' says we are proud of you and wish you well. As one parent stated, "You have no idea how proud my son was to stand among the recipients and know that people here support him."

The national organization is also home to a corporate-based scholarship program, Scholarship Management Services, which serves about 1000 corporate and foundation programs including the very large Ford Foundation Scholarship program and some based in ND such as TMI Industries, BNI Coal and MDU Resources Foundation.

About three years ago several strong supporters of Dollars for Scholars in our state were contacted by the national organization with a unique challenge and opportunity to grow private-sector aid for our students. The national organization had grown significantly and planned to expand their structure to better serve chapters and provide leadership for growth. A national donor provided start-up funds to develop six state or regional offices and ND was selected due to our strong track record with DFS. I would like to point out that this solid record was the work of one extraordinary volunteer named Bob Alin from West Fargo. Bob retired from Scheels in 1990 and traveled the state for 4 ½ years with a goal of starting 50 chapters and he did just that with financial support from Scheels for his expenses and challenge grants for local communities. His model is a success story

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Operator's Signature 10/23/03 Date

being replicated in other states. Bob retired from his traveling and sadly no other chapters formed in ND. During this time, chapters could receive answers to questions through the national 1-800 number and no local-level chapter support was available.

Thankfully, the model here in North Dakota gathered the attention of the national donor and three years ago we were asked to participate in a national expansion program. It was particularly good to be one of the first in the nation involved as opposed to being cited as one of the last. In June of 2000, the individuals approached voted to go forward and a Governing Board and Advisory Committee were assembled. We received our charter in May of 2001 and we were the first of the six to do so, thanks to the 'Friends of Dollars for Scholars' who helped us to raise the $300,000 needed to receive the national match money. I became the first Executive Director in June of 2001.

North Dakota's culture is a great fit for this organization. We value education, our youth, and local support. The state office exists for two reasons: Grow more scholarships for North Dakota students and to promote attendance at ALL types of post-secondary education institutions. Since chartering we have added 16 new chapters, signed 13 Collegiate Partners, trained an average of 20 chapters each year and brought new scholarship opportunities to our kids that have great odds of success. For example, a student may apply for the national Pepsi scholarship and be one of many thousands with small odds of receiving the award. We provide students from DFS communities with opportunities to apply that have great odds. One example is the Community Volunteer Service Award. Our students who excel in Community Service apply and last year 7 ND youth won national awards that they would not have qualified to apply for without having a local chapter. Our newest option is a $10,000 AXA Financial award and one lucky ND student will be announced in May.

In December, our national organization was again recognized by Smart Money magazine as one of the top charities in the US for the sixth year in a row. No other charity has received that honor for 6 years in a row. That means the money goes where it belongs- to the students. And it means that you are affiliated with a credible group that continues to find new ways to decrease student education debt. Last year alone, over $801,000 in student awards came to North Dakota institutions. The majority of our chapters are 6-12 years old. There are chapters out east over 40 years old who are able to provide awards to each graduate attending a post-secondary institution for each year of school. Imagine where we could be in 40 years.

I enjoy working with ND communities. I have a supportive and forward-thinking Governing Board and Advisory Committee dedicated to our cause, and each one does this without compensation. In recent months I've traveled to Wolford, Rugby, Rolette, Cando, Drake and Leeds to start new chapters. A few weeks ago I conducted a training session for 10 chapters at the Lewis and Clark Interpretive Center in Washburn and again I was impressed with the quality of the volunteers in our state. When I conduct the training session for new boards, I always enjoy the spirit of the group and admire their dedication to their youth. Donors are proud to associate with their local students and awards begin to grow.

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Operator's Signature

By passing this resolution, you honor every volunteer and every donor associated with Dollars for Scholars. You also provide encouragement for communities not involved to ask how they might benefit from affiliation, even if they already have other foundations or scholarship efforts underway. The Governing Board of North Dakota Dollars for Scholars is leading an organization that represents one of the most significant private-sector financial aid efforts in North Dakota. Everything we do supports North Dakota youth in pursuit of post-secondary education and we are proud of our progress. On behalf of the North Dakota Dollars for Scholars Governing Board, I urge your personal support of Dollars for Scholars and I urge the passing of Senate Concurrent Resolution 4006. Thank You.

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Operator's Signature

10/23/03
Date

Senate Concurrent Resolution 4006
Testimony from Deb Gebeke
Executive Director of North Dakota Dollars for Scholars

Chairman Martinson, Members of the Committee:
My name is Deb Gebeke and I am the Executive Director of North Dakota Dollars for Scholars. Our work is guided by a volunteer Governing Board (14) and an Advisory Committee (10). I am a former Jr. High/Sr. High teacher, K-12 School Counselor, College Instructor, Extension Service Specialist and Education Consultant. My passion for youth and education fits this organization well and I am pleased to be here today.

Dollars for Scholars is one of three programs operated by the largest scholarship organization in the US called Scholarship America (formerly Citizens' Scholarship Foundation of America). It all began in 1958 in Fall River, MA, with the vision of one man. He knew the local economy had soured and students thought they could not afford to go to school. He believed that this was exactly the time that they needed to go on to school so he rallied his community to help create scholarships.

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Thankfully, the model here in North Dakota gathered the attention of the national donor and three years ago we were asked to participate in a national expansion program. It was particularly good to be one of the first in the nation involved as opposed to being

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cited as one of the last. In June 2000, the individuals approached voted to go forward and a Governing Board and Advisory Committee were assembled. We received our charter in May of 2001 and we were the first of the six to do so, thanks to the 'Friends of Dollars for Scholars' who helped us to raise the $300,000 needed to receive the national match money. I became the first Executive Director in June of 2001.

North Dakota's culture is a great fit for this organization. We value education, our youth, and local support. The state office exists for two reasons: Grow more scholarships for North Dakota students and to promote attendance at ALL types of post-secondary education institutions. Since chartering we have added 17 new chapters, signed 13 Collegiate Partners, trained an average of 20 chapters each year and brought new scholarship opportunities to our kids that have great odds of success. For example, a student may apply for the national Pepsi scholarship and be one of many thousands with small odds of receiving the award. We provide students from DFS communities with opportunities to apply that have great odds. One example is the Community Volunteer Service Award. Our students who excel in Community Service apply and last year 7 ND youth won national awards that they would not have qualified to apply for without having a local chapter. Our newest option is a $10,000 AXA Financial award and one lucky ND student will be selected and announced in May.

In December, our national organization was again recognized by Smart Money magazine as one of the top charities in the US for the sixth year in a row. No other charity has received that honor for 6 years in a row. That means the money goes where it belongs – to the students. And it means that you are affiliated with a credible group that continues to find new ways to decrease student education debt. Last year alone, over $801,000 in student awards came to North Dakota institutions. The majority of our chapters are 6-12 years old. There are chapters out east over 40 years old who are able to provide awards to each graduate attending a post-secondary institution for each year of school. Imagine where we could be in 40 years.

I enjoy working with ND communities. I have a supportive and forward-thinking Governing Board and Advisory Committee dedicated to our cause, and each one does this without compensation. In recent months I've traveled to Wolford, Rugby, Rolette, Cando, Drake, Leeds and Richland-Colfax to start new chapters. A few weeks ago I conducted a training session for 10 chapters at the Lewis and Clark Interpretive Center in Washburn and again I was impressed with the quality of the volunteers in our state. When I conduct the training session for new boards, I always enjoy the spirit of the group and admire their dedication to their youth. Donors are proud to associate with their local students and awards begin to grow.

By passing this resolution, you honor every volunteer and every donor associated with Dollars for Scholars. You also provide encouragement for communities not involved to ask how they might benefit from affiliation, even if they already have other foundations or scholarship efforts underway. The Governing Board of North Dakota Dollars for Scholars is leading an organization that represents one of the most significant private-sector financial aid efforts in North Dakota. Everything we do supports North Dakota youth in pursuit of post-secondary education and we are proud of our progress. On behalf of the North Dakota Dollars for Scholars Governing Board, I urge your personal support of Dollars for Scholars and I urge the passing of Senate Concurrent Resolution 4006.
Thank you.

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10/23/03
Date

North Dakota
Dollars for Scholars
A program of Citizens' Scholarship Foundation of America

Our Vision

To encourage post-secondary education attendance for all North Dakota students through strong Dollars for Scholars support.

North Dakota Dollars for Scholars

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North Dakota Dollars for Scholars

Charter Member Donors

These donors have pledged $5,000 or more:

- Blue Cross Blue Shield of North Dakota
- Foods - Minot
- Bank
- Company
- Bank - Arthur, Buffalo, Casselton
- Bank - Fargo, Mayville & Hillsboro
- Bank
- Wishek
- Great Falls
- Trees Foundation
- Power Company
- Dunn Insurance: ($500 +)
- Kelly Inns of North Dakota
- Medcenter One Foundation
- Pederson Brothers Foundation
- Chevrolet- Minot
- Products
- Cooperative
- Reserve Electric Cooperative
- Jack and Mary Dahlheimer
- Board Members
- John and Mary Hambois
- Marilyn Whitney
- Scheels All Sports- Bismarck
- Scheels All Sports - Fargo
- Scheels All Sports-Grand Forks
- Scheels All Sports- Minot
- Scheels Hardware- Fargo
- Scheels Sports- West Acres
- TMI Systems Design Corp
- The Barry Foundation
- Union State Bank
- Wells Fargo Bank of ND
- West Acres -Development Corp.
- Xcel Energy
- Robert & Doris Alin
- & Julie Burgum
- & Jody Burgum
- and JoAnn Butler
- David Butler
- Greg Butler
- Don and Phyllis Gackle
- Reid Stroup
- Cliff & Gladys Weld - Family Fund

In-Kind Donors:

- Basin Electric Power Company
- Flint Communications
- Sports Wyum Real Estate
- Office Max - Copy Max - Fargo
- Sperak Financial Systems
- Vango Arts Studios
- TJ Blacksides

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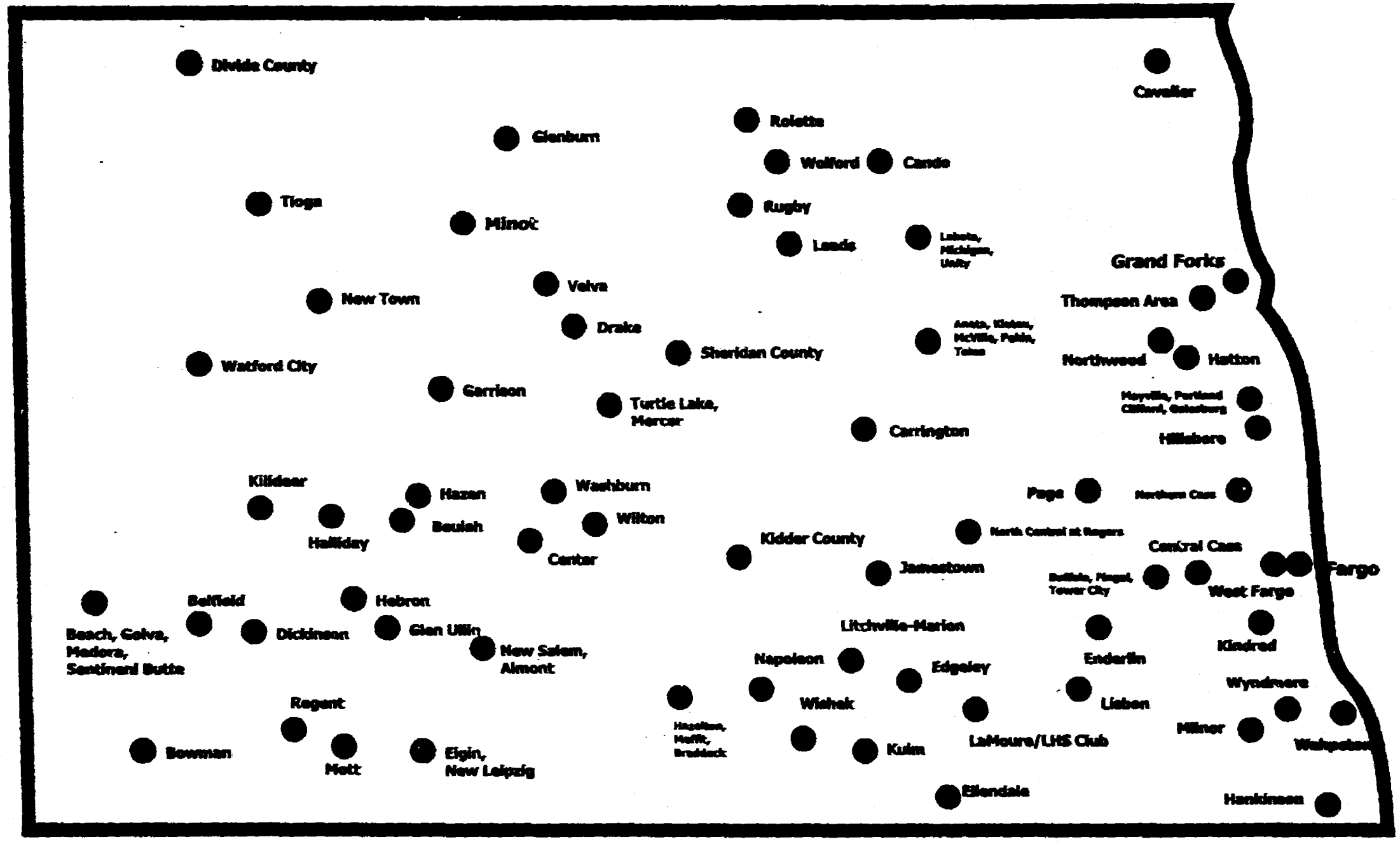
North Dakota Chapter Map



67 Chapters and growing...

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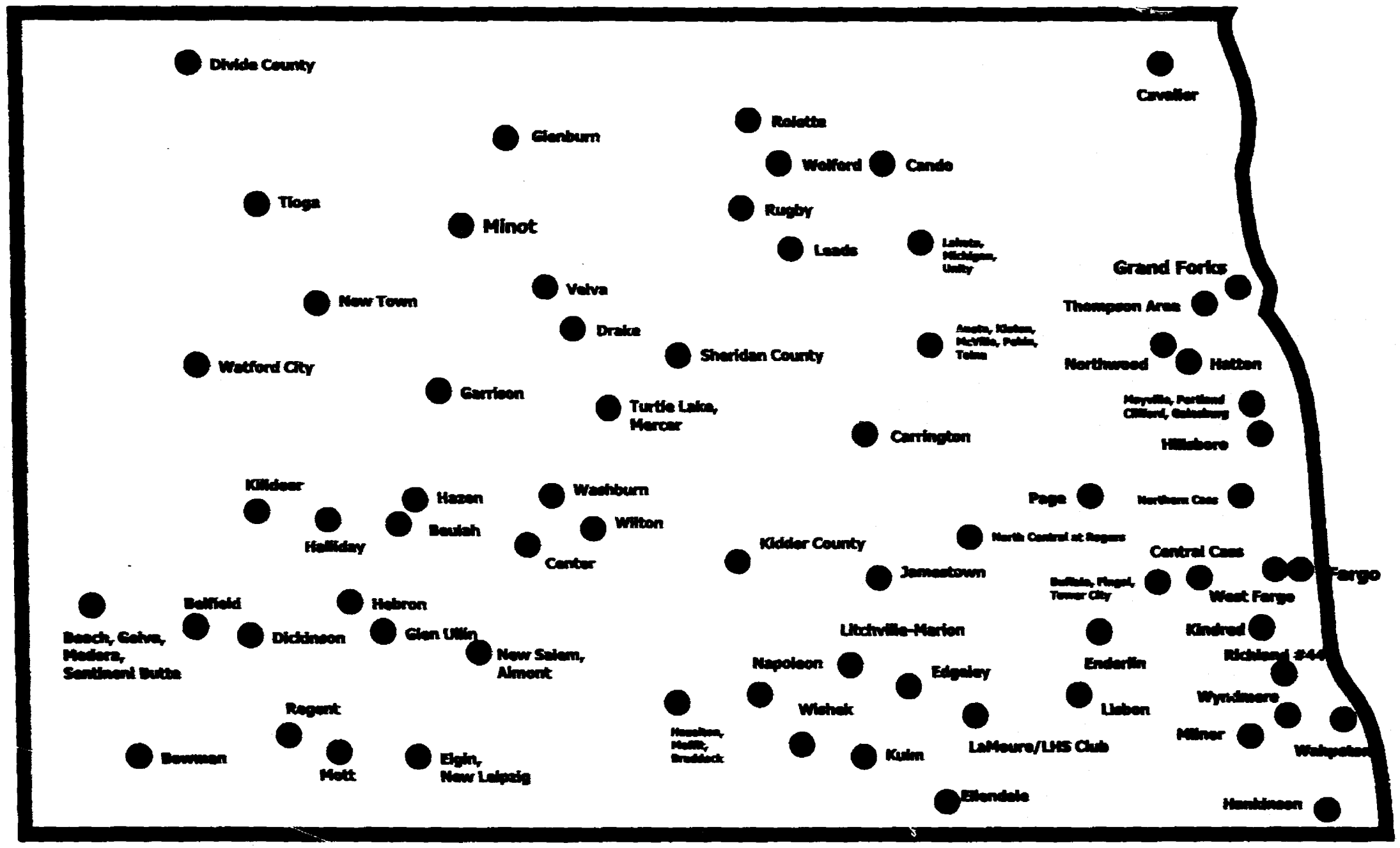
North Dakota Chapter Map



68 Chapters and growing...

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THE WALL STREET JOURNAL MAGAZINE OF PERSONAL BUSINESS
DECEMBER 2002 | WWW.SMARTMONEY.COM

SPECIAL ARTICLE
REPRINT FEATURING
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theagenda

MAKE YOUR DONATIONS COUNT

Give nonprofits a hard look before you play Santa. Our annual ranking of the nation's 100 largest charities can help you decide where to put your money. It shows which charities work efficiently and which lavish money on administration and fundraising. How did we rank the charities? First, we looked at the percentage of their budget that goes to programs. That accounts for up to 65 points of the total score.

Reprinted from the December 2002 issue of SmartMoney. Citizens' Scholarship Foundation of America had no influence on the editorial content of this article. SmartMoney does not endorse any product or service of Citizens' Scholarship Foundation of America.

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SmartMoney.com

See the results for all 100 charities we ranked in this year's survey at SmartMoney.com/mag.

Next, we looked at what percentage of each dollar raised is plowed back into fundraising—less is better. That score is worth up to 25 points. The savings score (10 points) shows the percentage of funding that was squirreled away. Charities that build endowments over funding programs won't score as well.

This year two newcomers that weren't large enough to be included in 2001 took the top spots in their categories. The New York Police & Fire Widows' & Children's Benefit Fund, under human services, was overwhelmed with Sept. 11 donations—it didn't need to spend much on fundraising. (The charity has stopped collecting for Sept. 11, but it continues to raise money for fallen police and firefighters.) Leading in education is the Institute of International Education, known for the Fulbright Scholar Program. New technology for the application and review processes has lowered administrative costs, and using board members to solicit funds keeps down the charity's fundraising costs.

Sinking to the bottom were the Art Institute of Chicago and the American Heart Association. A spokeswoman for the Art Institute says its in-house college creates more administrative costs than the typical cultural nonprofit does. High fundraising costs dragged down the American Heart Association—spending was pumped up for new initiatives to reduce heart disease. A note on the Nature Conservancy, which also came in last in 2001: A spokesman says its low score reflects the fact that its land purchases are seen as administrative rather than program expenses by the IRS.

—Anne Kadet

The Leaders

Civic/Cultural	Public Broadcasting Service 703-739-5000		24.9		93.4
	Metropolitan Opera Association 212-799-3100		19.6		69.6
Conservation	Trust For Public Land 415-495-4014		23.8		84.2
	National Wildlife Federation 800-822-9919		18.6		68.9
Education	Institute of International Education 212-984-5340		24.5		92.3
	Citizens' Scholarship Fdn. of Amer. 800-279-2083	55.3	23.1	8.2	86.7
	Shriners Hospitals for Children 800-241-4438		22.7		82.9
	Dana-Farber Cancer Institute 617-632-3019		23.2		82.8
	National Mental Health Association 800-969-6642		22.9		77.2
	City of Hope 800-544-3541		21.7		77.1
Human Services	NY Police & Fire Widows' & Children's 212-735-4503		24.7		88.1
	Lutheran Services in America 800-664-3848		24.8		84.7
	American Red Cross 800-435-7669		21.7		80.0
	International Rescue Committee 877-733-8433		23.3		85.5
	Project HOPE 800-544-4673		22.0		84.5
Religious	Samaritan's Purse 800-528-1980		22.0		78.9
	Focus on the Family 800-232-6459		20.2		68.3

The Laggards

Civic/Cultural	The Art Institute of Chicago		21.4		41.8
Conservation	The Nature Conservancy		15.9		46.3
Education	United Negro College Fund		16.8		60.7
Health	American Heart Association	17.3	9.0		36.0
Human Services	Disabled American Veterans	0.0	0.0	7.3	7.3
Religious	Habitat for Humanity International	28.7	16.9	7.4	53.0
Religious	Trinity Broadcasting Network	24.3	16.4	6.0	46.7

Note: All calculations based on data from 2000 and 2001. SOURCE FOR RAW DATA: *NONPROFIT TIMES*

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North Dakota Dollars *for* Scholars Governing Board

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Former Governor of North Dakota
Fargo, ND

Charles Stroup
President
Union State Bank
Hazen, ND

Sharon Klein
Human Resources Manager
Basin Electric Power Cooperative
Bismarck, ND

Barbara Williams
Chapter Representative
Arthur, ND

Bernie Dardis
President
Cook Sign, Company
West Fargo, ND

Boyd Anderson
Brady Martz & Assoc.
Minot, ND

Brad Turner
President
Bremer Bank, N.A.
Carrington, ND

Terri Medhus
Vice President, Trust Department
Community First Bankshares
Fargo, ND

Don Gackle
BHG, Inc.
Garrison, ND

Robert D. Neas
Director of Financial Aid
NDSU
Fargo, ND

Bob Alin
Retired Partner/Manager
Scheels
Fargo, ND

Carl Likness
Retired Development Consultant
NDSCS Alumni Foundation
Wahpeton, ND

Dale Brown
Former LSU Coach
Baton Rouge, LA

Judy Beaudry
Financial Advisor
AXA Financial
Washburn, ND

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Dawson Insurance
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Jan Ulferts Stewart
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Joe Satrom
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Don Morton
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Fargo, ND

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Wahpeton, ND

Martin Schock
Superintendent
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Elgin, ND

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Jamestown, ND

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5-02

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