Danish Windmill 2018 Annual Report

Capital Projects

Windmill Restoration Project —After more than two years, we looked forward to the major restoration project being complete in time for Tivoli Fest. In early May, the reconstruction began with the successful installation of the new wind shaft and brake wheel. The dome was going to be re-shingled before the new sails were installed.

Once the shingles on the dome were removed, serious deterioration was uncovered in the principal structural members of the cap frame. Because they carry the weight of the sails, fantail and roof structure, a new cap frame had to be built and installed (Phase II) before further reconstruction could proceed.

Timbers were located, cut to size and in October they were transported to the Windmill. The millwright and a crew of timber guild carpenters removed the turret roof and old cap frame. For the next several weeks, they built the new cap frame and made repairs to the fan tail.

The wind shaft, brake wheel and fan tail were installed on the new cap frame and the dome was reattached. Then it was hoisted it back to its perch at the top of the Windmill. After the structural integrity of the cap was restored, the new 67' sails were installed and shutters reattached.

November 17th was the first test of the Windmill turning in the wind and it was a success! The friction drive pulley for the sack hoist still needs to be installed and the casings around the windows and cap frame shingles are planned to be finished in the spring.

You can see how the project progressed in the videos and more than 350 photos we posted in a gallery on the Windmill's Facebook page.

New Shingles on Buildings — In Spring, we planned to replace the roof on the Windmill's dome, the entire Millhouse roof, Morning Star Chapel, and two other buildings in the complex with period-correct shingles. The shingles had reached the end of their useful lives and the dome was damaged when the wind shaft was removed during the restoration project in January 2017. The project was funded in part by an insurance reimbursement for hail damage and grants from the Shelby County Community Foundation and Shelby County Community Chest as well as donations. All buildings were completed with the exception of the Mill's dome due to the need to rebuild the cap frame and it will be shingled in Spring 2019.

Other Capital Improvements and Updates

The Windmill's sprinkler system required four service calls in 2018 due to malfunctions in its aging pipes. Due to the increased frequency and cost of the calls, we anticipate that the system should be replaced in the near future.

The front and back doors were replaced, restrooms repaired and a new window sash installed. Worn benches in the complex were refurbished with new wood and bolts. Sidewalks that were damaged due to the cranes and soft ground were replaced and the parking lot was repaved. A section of the catwalk on the exterior of the Mill was removed during the roofing project and the entire structure is worn to the point that it is a safety issue so its repair will be one of the projects for 2019.

Light fixtures in the Mill museum, store and work areas were retrofitted with energy-efficient LED lighting funded in part by a grant from Shelby County Community Foundation. We plan to install LED lighting in the VikingHjem in 2019.

We Put a New Spin on This Old Mill!







170 Years Young



Putting a New Spin on this Old Mill— Phase I: Replacement Timbers for Sails & Wind Shaft

Repair Brake Wheel & Fan Tail

Replace Friction Drive Pulley for Sack Hoist

Phase II: Rebuilding the Cap Frame

















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December 31, 2018

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Fundraising and Development Initiatives

The Danish Mill Corporation is designated as a tax-exempt non-profit organization as outlined in Section 501(c)(3) of the United States Internal Revenue Code with its purpose being to construct and maintain an authentic Danish Windmill and to operate the Windmill as an educational and historical museum. It is governed locally by a volunteer board of directors. Charitable gifts and donations are tax-deductible to the extent allowed by the Internal Revenue Service of the US and Iowa

Financial contributions of all amounts and in-kind donations totaled \$142,645 making this an outstanding year of charitable giving.

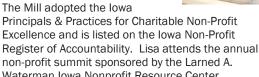
Donations: We accept a variety of gifts including: cash, securities, including stocks, bonds, mutual funds and IRAs, gifts-in-kind, personal property, trusts, insurance (as long as the Mill is both the owner and the beneficiary), bequests and Danish items that can be resold in the Mill's Museum shop. Memorial donations continue to be a lovely way to honor your loved ones.

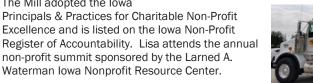
We are a participating non-profit and are listed with JustGive.org, Thrivent Choice Dollars, GiveSmart, NetworkforGood and Amazon Smile-with the

Amazon Smile Foundation. Amazon customers can designate the Mill to receive a donation of 0.5% of the purchase price of eligible products.

Endowment Fund- The Windmill Endowment Fund was established to

help provide for the long term viability of the Windmill. The Endowment is an "evergreen" resource in that the principal continues to grow and the Mill can access 4.5% a year for projects. The value of the Fund at year-end was \$78,174. In 2018, we took a disbursement of \$3,749 to invest in the cap frame





The Danish Windmill's financials are published on the GuideStar® website so potential donors can review our public records and non-profit reports. We received the GuideStar® Gold Star of Transparency in 2018.

The 9th Annual Gala and Chair-ity Auction is our major fundraising event and was held on November 3. Whimsically decorated chairs, homemade raspberry pie and an opportunity to parachute out of a military aircraft are just a few of the items that were up for bid.



Guests enjoyed a Danish-inspired farm-to-table dinner featuring locally sourced foods topped off by a live auction of more than 65 chairs and other items which had been donated for the event. The proceeds came to over \$26,000 and were allocated to rebuilding the cap frame.

Grant Income

- Shelby County Community Chest—\$250 toward the roofing project
- Shelby County Community Foundation—\$10,000 toward the roofing project and \$2,500 toward rebuilding the cap frame.
- Aureon Charitable Fund and METC Match—Aureon awarded \$700 toward rebuilding the cap frame that was matched by a \$700 donation from METC.

Museum shop, mail order, web store & online fundraising

Purchases in the Museum and online stores help support the operation of the Danish Windmill. Lisa attended the Minneapolis and Denmark Gift Markets for new merchandise to add to the collection.

We sent 26 e-newsletters to 3,800 subscribers to promote museum store products, events and travel to the Villages, share Mill news and raise funds. Fifty donations were processed through our secure website totaling \$5,870.

In March, we sent a direct mail postcard with an early bird offer for free shipping on 2018 collectibles from Royal Copenhagen and Bing & Grøndahl.

The Mill's Christmas Catalog was mailed out to customers in

	Count	Amount
Packages mailed	972	
Web	699	\$62,687
Phone/catalog	223	\$40,328
In store sales		\$144,841
Tour admissions		\$4,374
Total sales revenue		\$252,230

October. The catalog was downloadable from our website and promoted in e-newsletters.

The Mill website is being updated to the WordPress platform and WooCommerce which are the generally accepted technology in use today. The old site is extremely outdated making it difficult to update products and it isn't mobile-friendly so it impacts our ability to effectively market the Windmill to travelers as well as to customers for the products in our store. The new site will be more user-friendly. provide better security, and give us the ability to update the site inhouse and blog. Blue Space Creative and Gaela Wilson are assisting with the transition.

2018 Concerts, Festivals and Events

- Dwight Lamb and Gangspil performed at Polka & Pølse in February. Kristian, Bette, Morton and Dwight will perform at the Windmill on June 15, 2019.
- Earth Day Exira-EHK school students helped with cleaning up the Mill grounds and planting.
- "Cooking Danish" author Stig Hansen kicked off Tivoli Fest 2018 with a book signing at the Mill. Staff serves on committees and helped at the Waffle and Chicken Fundraisers for the festival.
- The Elk Horn Farmer's Market is held at the Mill grounds May through September
- Crazy Dane Daze and City wide Garage Sale
- Farm to Table Dinner and CHAIR-ity Auction The 9th annual event was a great success. Over \$26,000 was raised.
- 40th Annual Julefest and 6th Annual Naughty or Nisse 5K Polar Run. The Windmill staff coordinates all of Julefest organization, advertising, and brochure design as well as the Polar Run.







Tourism

Leisure Travel and Iowa Welcome Center—The Danish Windmill is a designated private Iowa Welcome Center and 2019 will mark our 30th anniversary. Phyllis, Faye and Lisa are Certified Iowa Travel Counselors. We have 250 different travel brochures on display.

Mill employees toured Bedstemor's House and the Museum of Danish America to better inform travelers and Phyllis participated in a webinar on mobile apps.

Total visitor attendance in 2018 was 49,786. The Mill welcomed visitors from all 50 states, 33 different countries and seven provinces of Canada.

Group Tours – The Windmill welcomed fourteen large group tours including six motor coaches and visitors from sixteen states. Four school groups ranging from second grade to high school students toured the Mill.

We publish a group travel brochure for the Danish Villages and the Mill is the central point of contact for tour planners. Phyllis Hoegh facilitates the bookings. We









Education & Outreach Initiatives-Speaking engagements, meetings and presentations included:

- Shelby County Women's Dinner on hygge.
- Danish American Club of Omaha
- Museum of Danish America's 35th Anniversary
- Designed a table setting for six featuring Danish dinnerware at a women's event in Harlan
- Provided a Viking shield and rope for use at new business' ceremonial ribbon cuttings by the Better Elk Horn Club
- Orientation of the Mill and community for the Museum of Danish America's two new interns and new employee
- Assisted the Exira- EHK School with business mock interviews

The VikingHjem was used as the set for filming part two of the "Bjørn Ramsørn Story", a promotional video for summer camp at a small country church near Brayton.

Distinguished Visitors

Danish Ambassador Lars Gert Lose visited Elk Horn and took a tour of the Windmill restoration project.

Chicago Consul General of Denmark, Jakob Skaarup Nielsen paid a visit to the construction site

Organizations, Committees, Memberships and Community Involvement

Manager Lisa Riggs represents the Mill's interests in organizations relating to Danish heritage, windmills, travel and the local communities:

- Danish American Rebild Society Conference- Lisa attended
- Danish American Club in Omaha- Lisa spoke to club at their Vennelyst Park with 75 in attendance on June 26
- Western Iowa Tourism Region
- Clay County Fair WITR booth
- Better Elk Horn Club
- Tivoli Fest and Julefest Committees
- Society for Preservation of Old Mills in America (SPOOM)
- The International Molinological Society (TIMS)
- Travel Federation of Iowa Board of Directors
- Shelby Community Hospital Foundation Board of Directors
- Museum of Danish America Collections Committee

collaborate with other nearby cultural heritage attractions to promote culinary and ethnic tours.

Tourism Education/Advocacy-

Lisa and two others represent Western Iowa on the Travel Federation of Iowa board with the tourism industry lobbyists and representatives from other regions of the state. She and Julie Soll attended the 2018 Iowa Tourism Legislative event for which Lisa served as chair. Lisa also serves on the legislative committee.

The Mill is also active in the Western Iowa Tourism Region. Lisa attended region meetings, a 2-day workshop on making the community more attractive to visitors, and the CenStates Travel Research conference.

Marketing, Promotion & Advertising Recap

Digital and Social Media-

- Facebook has 5,800 followers
- Twitter —607 followers
- Instagram –995 followers, posts reposted by Elk Horn, lowa
- Pinterest—17 boards with 2,000+ average monthly users.

Twenty-six e-newsletters featuring product specials and news items were sent out to our 3,800 subscribers with an open rate of 22%.

Google Earth, Google Places, Google maps, Google Merchant, Trip Advisor, Yelp, Entertainment.com, and Travellowa.com are constantly updated with new pictures, videos and coupons wherever possible.

Brochures – Distributed 3,000 brochures to the Iowa Welcome Centers, updated group tour brochure and itineraries.

Outdoor Advertising-

Billboards represent about onethird of our advertising expenditures and is a leading way to bring tourists into Elk Horn.

Friday, April 13, a wind storm demolished one of our large billboards and blew down one of our private directional signs. Repairs/replacements were made and we negotiated with a new land owner to continue the arrangement for our private directional sign near Avoca.

Print Advertising—Ads are placed in regional newspapers, festival programs, mail order postcards and catalog and co-op advertising.

- The lowan the lowa Museum section in March, July and November
- Omaha World Herald and Des Moines Sunday Register -Spring and Summer Travel tabloid
- Tourism Advertising in Den Danske Pioneer, Western Iowa Vacation issue and Atlantic News Telegraph
- Alcoholic Beverage Division truck wrap. We joined with other WITR members in advertising on the side panels one of their semi delivery trucks.

Publicity and Feature Articles

We received a significant amount of news coverage from press releases and media packets we sent out about the Windmill reconstruction, installation of the wind shaft, cap frame project and other news from the Mill.

- Radio interviews, WHO and KETV featured on news
- Den Danske Pioneer published a feature article and a Christmas advertisement
- Danish Villages News several Mill updates -restoration project
- Atlantic News Telegraph on the Mill restoration project
- Chicago Tribune and Midwest Living posted about Julefest



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