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SUSTAINING FUNDRAISING FOR A NONPROFIT VOLUNTEER  
LIGHTHOUSE PRESERVATION ORGANIZATION:  
DRLPS - A CASE STUDY

By

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Michigan Lighthouse Alliance Conference

**What's Next? Planning to Thrive!**

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## INTRODUCTION

Great to be here to share with all the good lighthouse preservation people again. Thank you to the Michigan Lighthouse Alliance (MLA) team who made this conference happen – to keep the Lights shining by sustaining success. I'd like to dedicate this presentation to my husband, Chuck Feltner, and my dear friends and lighthouse mentors Dick Moehl and Terry Pepper.

DeTour Reef Light came into my life when my husband, Chuck Feltner, and I built our home on Drummond Island in early 90s – with the view of the lighthouse. In 1997, it was announced that the US Coast Guard no longer needed the light, and it may be torn down. I decided to join a group of local citizens to save the light in 1998.

I gave my first lighthouse presentation when the DeTour Reef Light Preservation Society (DRLPS) was established in 1998, at the first lighthouse conference sponsored by the Michigan State Historic Preservation Office in Lansing – when Brian Conway and Martha McFarland-Faes were just kids! – and Bryan Lejewski was not yet part of the team. The saving of Michigan's majestic maritime monuments has come a long way. Preservation groups are here to stay for the lighthouses to be preserved and enjoyed for generations – with the help of the MLA and others.

I would like to share with you some of the DeTour Reef Light Preservation Society's (DRLPS) fundraising strategies. DRLPS was created in 1998 by a group of local citizens as a non-profit 501c3 all-volunteer organization to restore and preserve the historic 1931 DeTour Reef Light Station located at the far eastern end of Michigan's Upper Peninsula at the mouth of the St. Marys River between the communities of DeTour Village and Drummond Island.

Securing the funding necessary to preserve your lighthouse is one of the most important and relentless parts of administrating a non-profit organization. While there are no magic answers, there are strategies to enhance your success with fundraising, but it will require constant work by the organization to keep the Lights shining bright. It is my opinion that volunteer organizations face a more challenging effort in raising funds as it is run by volunteers who don't get paid but do this from their hearts. Always keep in mind – fundraising is a noble endeavor. It is right at the heart of your organization. You need to get funding to do your good work at restoring and preserving your lighthouse and sharing it with the public.

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## **BUILD A STRONG ORGANIZATION**

First and foremost, building a strong credible organization is paramount to going after funds to preserve your lighthouse and reassuring potential donors that the organization is worthy of their money and give them a reason to stay involved. Express your passion for preservation: Inform the world of the merits of supporting the organization's mission to preserve the lighthouse, develop a membership base where potential donors will come from, develop a solid restoration and preservation plan to present to your potential donors, obtain local government and State elected legislators' support via Resolutions supporting your preservation plan for the community. A strong organization will attract donors. Success breeds success!

## **IMPORANT THINGS FOR YOUR NONPROFIT TO DO TO PREPARE FOR FUNDRAISING**

- Have a clear mission, vision, goals, and objectives.
- Appoint committed and motivated board members.
- Have skilled management and qualified volunteers.
- Develop strong Bylaws and Articles of Incorporation.
- Have a 501c3 tax-exempt status (donors can deduct from income tax, no tax paid on purchases).
- Have an adequate financial accounting system.
- Have a written nonprofit business plan.
- Have a detailed fundraising plan.
- Most Michigan charities soliciting or receiving \$25,000 in a 12-month period or employing anyone with fundraising duties must register to solicit under the Charitable Organizations and Solicitations Act (Department of Attorney General Charitable Trust Section [www.michigan.gov/ag/about/charitable-trust](http://www.michigan.gov/ag/about/charitable-trust) .
- Get a Charitable Gaming License from State of Michigan [milottery@michigan.gov](mailto:milottery@michigan.gov) necessary to run raffles that are operated more than one day.
- Develop a logo for branding.
- Obtain memorabilia to sell with your logo on it.
- Develop a database (e.g., Microsoft Access) to keep track of your members, donors, etc.

## **VOLUNTEERS**

Determined dedicated volunteers are the fundraising lifeblood of your organization. Go after them. Let them know that their support of the organization's mission is good for them. Take them to the lighthouse to get them hooked on preserving it. Be sure to communicate your organization's activity and plans consistently and commend the volunteers for their efforts. In searching for volunteers, keep in mind what my friend and DRLPS Founding Director, Dick Moehl, told me in 1998 – look for people who have one of the four Ws – Wisdom, Work, Wealth, Wonderful Personality. Fundraising starts with passion. Much of the work as a fundraiser involve telling the world of your organization in a compelling and engaging way. Sustaining volunteers to develop and execute fundraisers is an important ongoing endeavor and involves regular recruiting, guiding, motivating, rewarding, and retaining to carry your organization's mission forward. Take your message to the senior center to find retirees who want to contribute their time and talent to a

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worthwhile cause. Get students involved as volunteers to help raise funds. Put notices in publications and online letting people know how important it is for them to get involved.

## **FUNDRAISING STRATEGIES**

### **GET THE WORD OUT TO POTENTIAL DONORS**

Most people have an intrinsic need to help make the world a better place, and many want to donate to lighthouse preservation, so give them the opportunity to learn about your organization's mission. In search for funding, provide a detailed description of your goal and how people can support and contribute to preserving the cultural viability of your lighthouse. Create and honor your relationship with each donor. Focus on the donor as the most important person in your fundraising effort.

Do a Public Service Announcement (PSA) which is a short community-oriented message that radio stations air at no cost to fulfill their obligation to serve the public interest. PSAs are a cost-effective way for non-profit organizations to raise awareness about the benefits their organization provides and to help garner donors and members. Note, DRLPS member, Chuck Feltner, was interviewed on National Public Radio (NPR.org) in 1998, and he ended the interview with "*We'll Keep the Light On for You!*" - which is the DRLPS logo slogan to this day.

Send compassionate press releases and articles of your organization's mission, status, and activity and need for funding to newspapers and national lighthouse magazines including Lighthouse Digest, U.S. Lighthouse Society (Keeper's Log), Great Lakes Lighthouse Keepers (The Beacon), and on social media and specifically ask for donations.

Prepare a brochure for your organization and place at businesses around town (including the Chamber of Commerce) and at conferences, community events, etc., to garner donors and members. Include: why your organization was founded (mission), what activities your organization currently carries out to address your mission, your organization's accomplishments and hopes and plans for the near future, how your organization is funded, and how readers can become involved and make contributions. Put the brochure on your website and mail to potential donors.

Put notices on bulletin boards around town, the Chamber of Commerce and businesses. Give presentations of your lighthouse at local senior centers, schools, libraries, town hall, local government meetings, etc. Get local TV involved (DRLPS had dedicated support from Corey Adkins of 9/10 and Ric Mixer). Get your elected state legislators and local government involved. Ask them to provide a Resolution and letters of support for your mission and invite them to attend your fundraising events where they can speak of their support. Constant Contact and Mailchimp are used by many organizations to be in constant contact with their members and donors. Do a newsletter (print and/or online) to keep people informed of your happenings. DRLPS produces a newsletter (Passages) since 1998. Attend conferences to learn and network and get the word out about your organization to attract donors: Michigan Lighthouse Alliance, Michigan Lighthouse Festival, local gatherings of clubs, schools, Fourth of July parades, etc.

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Tell potential donors of the important impact their donation will have. Tell about your organization's purpose and need for funds for preservation, restoration, maintenance, and educating the public on its history. Present key milestones and current programs. People want to know you believe wholeheartedly in the mission, that you are active, and that you produce excellent results. Success breeds success, and people want to support success. Go after your donor's heart! Recognize donors for their contribution. Let them know "We value you!"

## **SOCIAL MEDIA**

Social media has become an essential tool for most of the population and can offer several benefits to spread the word of your lighthouse preservation project that needs support and funding by reaching a larger audience with similar interest to become donors and members. Some popular sites include Facebook, Twitter, Instagram, LinkedIn, YouTube.

Social media enables you to stay in touch with all the people who care about your mission. This connection also helps others see the work you're doing and hopefully lead them to care more about supporting your effort with donations. Use social networking technologies to build community and goodwill as an effective communications and marketing tool. Social media can also raise your ranking on search engines.

Keep your donors engaged with updates on your activity via social media. Social media can also help you find volunteers to carry the torch of fundraising, stay connected with current volunteers, and keep volunteers active in their fundraising efforts.

## **FUNDRAISERS TIPS**

Fundraising can be fun-raisers! Inspire volunteers to create, manage and report activities to generate funds for your mission. If you build an irresistible fundraiser, they will come. Donors want to support success and are inspired by hardworking dedicated volunteers. Set up a website and have it work for your organization and tell people around the world you exist. Give a complete picture of your organization and the good things you are doing. Include links to your social media pages. Include a "Donate Now" button to make it easy for supporters to donate online by debit or credit card (Paypal.com, Stripe.com, Donorbox.org, Fundraise.com), and allow for online sign up of membership. Get a Charitable Gaming License from the State of Michigan [milottery@michigan.gov](mailto:milottery@michigan.gov) to operate a raffle that goes for more than one day. Set up committees to operate fundraisers and use detailed financial and reporting systems that provides accountability. And always send a sincere thank you note to donors. Turn your one-time donor into an event attendee into a recurring donor.

Potential donors become real donors through cultivation. Fundraisers can help you build a relationship with them, and they will begin to take an interest in and ownership of your organization and project. They must feel that they are involved in a collaboration and that their participation is crucial to success.

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Funding for nonprofits typically comes from three sources: donations, grants, and fundraising programs' revenue. Prepare a responsibility matrix for each fundraiser to keep your volunteers on the same page, and prepare a detailed report of the fundraiser activities, earnings, and lessons learned.

Proper reporting of fundraising activities on IRS Form 990 is critical. Officially, the "Return of Organization Exempt From Income Tax" is a U.S. Internal Revenue Service form that provides the public with financial information about a nonprofit organization.

## **DRLPS FUNDRAISERS**

DRLPS created and successfully ran many fundraisers since 1998 to present, including:

- Membership (with categories) averages about \$3,000 per year. Requests for renewal notice sent out yearly with request to upgrade category
- Public guided tours held throughout the summer and has earned over \$10,000 since 2005.
- Overnight Keeper Program held on weekends throughout the summer has earned over \$90,000 since 2005. A unique adventure on an offshore lighthouse. New members are garnered with this program. Hundreds of people have enjoyed staying on the Light and learning of its history. Many are repeats.
- Donations from members and others (some received in memory or honor of someone).
- Memorabilia with logo sold – hats, shirts, etc. – at the lighthouse and local businesses.
- Special annual holiday ornament etched with photo of lighthouse for 10 years.
- Father's Day Boat Cruise to the lighthouse and up the St. Marys River operated for many years.
- Annual benefit dinner and silent auction "Evening Under the Stars" since 1998 to present. Invitations for this popular event includes the opportunity to donate if the person cannot attend. Includes a Silent Auction and 50/50 raffle.
- One of DRLPS' first fundraisers in 1998 was a bottle/can collection conducted by local elementary students.
- Freighter Ride Raffle #1 generated \$12,000, and #2 generated \$15,000 for a four-day trip for two donated by the Interlake Steamship Company. Raffle drawing was held at the DRLPS annual Stars benefit dinner. Started selling tickets one year in advance. Tickets for sale were placed all over the EUP businesses. Note, for major raffles that span more than one day, a Michigan Charitable License number is required to put on the ticket.

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- Peapod boat raffle handcrafted by local citizen made over \$7,-000.
  - Michigan Historical Marker donations received to help pay for the Marker.
  - Sponsor-a-Step on the lighthouse spiral staircase to lantern (32 steps \$1,500 each.
  - Windowpanes (1931) replaced when lighthouse was restored in 2004, numbered and etched with the lighthouse and sold for framing.
  - Jewelry workshop on the Lighthouse.
  - Nordic Bocce Ball at local golf course – with teams and fun.
  - Star gazing adventure at Drummond Island’s Maxton Plains.
  - Donation of boats to sell – provided a tax-deduction to donor and funds to DRLPS.
  - Amazon Smile ([smile.amazon.com](https://smile.amazon.com)) - AmazonSmile is a way customers can support your organization every time they shop with Amazon, at no additional cost. Earn 0.5% on purchases.

### **BENEFIT DINNER FUNDRAISING GALA**

Invite, by mailed invitation or social media, people to attend a Benefit Dinner to support your organization. Have local businesses be a Table Sponsor for a donation (e.g., \$200) per table. Provide door prizes. Have a Silent Auction and 50/50 raffle. Responsibilities include venue selection, budgeting, food planning, entertainment planning, silent auction planning, raffle planning, door prizes, theme and decoration planning, invitations, and RSVP oversight, reporting of results. Benefit dinners offers the opportunity to share with and meet people who want to support preserving your lighthouse and can lead to donations and membership. Be sure to have name tags for all to feel like a Team.

### **SILENT AUCTION**

Plan a silent auction as a solo event or add it to an existing fundraising initiative (with benefit dinner) as a supplementary revenue driver. Reach out to your network to assemble items. Ask local businesses to donate auction items. Display items on tables during the event. In front of each item is a paper with a minimum bid listed. Guests write their bid on it. Your organization can decide on bid increments for each item. Consider doing a virtual silent auction to become more accessible to your constituency. Promote the auction items in an email blast, on your website and on social media to engage attendees, then take advantage of the opportunity to ask for additional donations throughout the event. At the end of the event, the highest bidder wins each item.

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## RAFFLES

50/50 Raffle: Sell tickets for entry into the raffle, typically for a fee of \$1 per ticket (or \$5 for 6 tickets, etc.). Add up all your ticket sales, then divide them in half. One half goes to your organization, and the other half goes to the winner. This is a fun productive way to engage people at your events. You can also sell tickets for \$20 for their height using raffle ticket roll to measure.

## FUNDRAISING IDEAS

- Do regular email blasts and put statements on your website and social media reminding people of your mission and need for donations.
- Advertise your programs and fundraisers in local newspapers and magazines and online.
- Do an annual appeal letter requesting donations. Potential donors become real donors through cultivation.
- Mail a 4x6 card notice about your fundraisers to local communities using bulk rate mail.
- Encourage supporters to raise funds on behalf of your cause with a Walk-A-Thon fundraising event held at a park or track. Provide attendees with fundraising and marketing materials they might need to solicit donations. Participants can ask for sponsors to donate a certain amount for each mile they walk. You can do a Fun Run also.
- Engraved brick paver walkway [www.engravedbrickpavers.com](http://www.engravedbrickpavers.com) – pick a name, e.g., “Light the Way.”
- Millionaire Party – According to Michigan Gaming, a Millionaire Party is “a charitable gaming event where wagers are placed on games of chance customarily associated with a gambling casino and participants use imitation money or chips.” [www.playmichigan.com/millionaire-parties-await-return-michigan](http://www.playmichigan.com/millionaire-parties-await-return-michigan)
- Have a wedding, celebrate a birthday or other special occasion at the Lighthouse for a donation.
- Encourage your members to do “birthday fundraisers” on Facebook and other social media. These campaigns allow people to see a response from their friends and family in real-time and feel like they are making a difference.
- For people who cannot attend your silent auctions, place a list of auction items online – your website or Facebook – for bidding
- Ask your Board of Directors to donate annually and encourage them to ask family and friends.
- Do nametags at fundraisers to develop a Team atmosphere.

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- When a special occasion arises – a specific repair on the lighthouse, grant match needed, etc., reach out to your membership and donors via email and online for donations to help with the project.
  - Use [www.eventbrite.com](http://www.eventbrite.com) – a free online ticketing platform software to handle tickets to your events.

### **GRANTS OBTAINED BY DRLPS**

Obtaining grants is an important major fundraiser. DRLPS obtained and executed 15 restoration and educational grants (1999-2018) totaling over \$1.5 million from Federal, State, and private granters and donors. Major restoration of the lighthouse in 2004 was accomplished with a Federal Michigan Department of Transportation (MDOT) Transportation Enhancement Act (TEA) grant of \$241,000, and a Clean Michigan Initiative grant of \$705,000 that fortunately were able to provide matching funds for each other. Fundraisers were vital in raising matching funds for grants. Note, DRLPS used local governments to be the applicants – DeTour Village for CMI and Drummond Island for MDOT. DRLPS executed and administered the grants. See [www.DRLPS.com](http://www.DRLPS.com) for grants' detail.

STATE HISTORIC PRESERVATION OFFICE (SHPO) [www.miplace.org](http://www.miplace.org) DRLPS is very grateful for the support received from the State Historic Preservation Office (SHPO) Michigan Lighthouse Assistance Program (MLAP). SHPO Grants totaling \$319,000 since 1999 have been received for continued restoration.

MICHIGAN COASTAL MANAGEMENT PROGRAM (MCMP) [www.michigan.gov/egle](http://www.michigan.gov/egle) provides assistance and grant funding to coastal communities that provide for human use and enjoyment – aka, a lighthouse, protection of maritime heritage, and encourages recreation focused on the Great Lakes coast. DRLPS received four educational grants totaling \$42,500 from MCMP which required matching in-kind services. Projects included: Oral history videos of former lighthouse keepers, educational historical display at local library, copies made of logbooks and correspondence from the National Archives, transcribed oral histories from videos of former lighthouse keepers, video of the lighthouse – a two-part DVD “Gateway to Superior: Saving the DeTour Reef Light,” and production of “Lighthouses of DeTour Passage: A Collection of Historical Material,” included in an extensive 5-module collection.

### **OTHER GRANTS DRLPS RECEIVED**

- Roberts P. and Ella Hudson Foundation.
- Plym Foundation \$15,000 toward CMI match in honor of Glen Bailey of Drummond Island.
- National Trust for Historic Preservation (NTHP) [www.savingplaces.org](http://www.savingplaces.org) \$1,700 in 2001 for a video of existing conditions at the lighthouse.

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- DRLPS received a donation from the Kewadin Casino in Sault Ste Marie [www.kewadin.com/donations-sponsorships](http://www.kewadin.com/donations-sponsorships) . The State of Michigan requires Native American Casinos to distribute at least 3% of their gaming revenue to charitable organizations.

### **OTHER GRANT AGENCIES**

- Michigan Arts and Culture Council ([www.michigan.gov/arts](http://www.michigan.gov/arts))
- Michigan Humanities ([www.michiganhumanities.org](http://www.michiganhumanities.org))
- MDOT TRANSPORTATION ALTERNATIVE PROGRAM [www.michigan.gov/mdot/programs/grant-programs/transportation-alternatives](http://www.michigan.gov/mdot/programs/grant-programs/transportation-alternatives). The Transportation Alternatives Program (TAP) is a competitive grant program that uses federal transportation funds designated by Congress for specific activities that enhance the intermodal transportation system and provide safe alternative transportation options – and includes lighthouses.
- NATIONAL MARITIME HERITAGE GRANT PROGRAM of the National Park Service for education and preservation [www.nps.gov/maritime/grants/intro.htm](http://www.nps.gov/maritime/grants/intro.htm).
- UNITED STATES LIGHTHOUSE SOCIETY [www.USLHS.org](http://www.USLHS.org) is a non-profit organization dedicated to aiding in the restoration of American lighthouses and educating the public about their history. With four chapters, and more than a dozen affiliates, it is one of the largest and oldest **lighthouse** organizations in the world.

### **EMPLOYER MATCHING DONATIONS**

Donation matching is a corporate giving initiative in which an employer matches their employee's contribution to a specific cause, increasing the gift.

### **CORPORATE GIVING PROGRAMS**

Many Fortune 500 corporations and smaller corporations reduce the taxes they pay on their bottom-line profits by creating community reinvestment programs that give away money to nonprofits. Write a corporate letter requesting funds stressing the importance of your project.

### **ENDOWMENT**

An endowment is established when you and your donors consciously build a reserve for the purpose of creating a financial bedrock for the organization. It's a substantial fund that generates ongoing income from investments. Creating an endowment may be an important strategy to set aside funds for the future. Nonprofits should also strive to have cash on hand to hedge against uncertainty. Endowments may generally be described as assets (usually cash accounts that are invested in equities or bonds) set aside so that the original assets grow over time as a result of income earned from interest on the invested funds, Most endowments are designed to keep the principal corpus intact so it can grow over time but allow the nonprofit to use the annual investment income for programs, or operations, or purposes specified by the donor(s) to the

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endowment. A nonprofit with an endowment may send a signal to the community and donors that the organization is thinking long-term and building assets for its own future sustainability – this alone may bring large donations to your organization.

## **LEGACY GIVING**

Legacy giving (also called planned giving) can help your nonprofit establish long-term sustainability while engaging donors in the life of your organization and providing them with an opportunity to create meaning in their lives today when they give for tomorrow.

- Bequest – Leave something in a will or trust for the organization.
- Retirement Plan – Designate lighthouse organization as a beneficiary of an IRA or 401(k) retirement plan.
- Life Insurance – Name Lighthouse organization as the beneficiary of policy.
- Life Income Gifts – Charitable gift annuities and charitable remainder trusts offer an immediate income tax deduction and lifetime income payments to lighthouse.
- Charitable Lead Trust – Is both an income and wealth transfer vehicle, enabling one to transfer income-producing assets at minimal or no transfer-tax cost.

## **ENDNOTE**

Keep your organization strong with good volunteers (regular recruiting) to generate funding by promotion and fundraisers. Your organization has a major responsibility to generate funds on a regular basis for the restoration, maintenance, preservation of your lighthouse, and to educate the public of its history, and for the future when volunteers might not be available to help raise funds to keep the Light shining and its history enjoyed by the people for generations to come.

Tell the potential donor of the significant impact their donation will have on society by preserving one of America's castles and how their donations will allow your beacon to continue to shine and light the way to preserving and presenting maritime history for all to enjoy.

Keep donors engaged. Turn a one-time donor or event attendee into a recurring donor. Keep them informed via newsletter and online postings of activity. Ask consistent donors to start monthly giving to the organization. Thank them each time they donate.

Attend the MLA conferences to network with other organizations to learn what they learned. As MLA states in their literature for this Conference – “Be proactive by thinking about the future and planning for our lighthouses to thrive!”

Remember – people don't give to causes; people give to people with causes. Your inspiration, your perspiration and your passion will ignite them.

It's a pleasure for me to share information I have gleaned from my work with the DRLPS since 1998. Please let me know if you would like a digital copy of this presentation ([jeribaron@aol.com](mailto:jeribaron@aol.com)). I also have a few printed copies here.

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And remember --- **“We’ll Keep the Light On for You!”**

## **RESOURCES**

### **BOOKS**

- Fundraising for Dummies, 3<sup>rd</sup> Edition, 2010
- Effective Fundraising for Nonprofits: Real-World Strategies That Work, 6<sup>th</sup> Edition, 2019

### **ORGANIZATIONS**

- State Historic Preservation Office (SHPO) ([www.michigan.gov/saveourlights](http://www.michigan.gov/saveourlights)) is administered by the Michigan Economic Development Corporation (MEDC) ([www.MIplace.org](http://www.MIplace.org)) and operates the Michigan Lighthouse Assistance Program (MLAP) which was established in 2000 to assist in the preservation, rehabilitation, and protection of historic lighthouses in Michigan. Funding for MLAP comes from the sale of lighthouse license plates.
- Michigan Historic Preservation Network [www.MNPH.org](http://www.MNPH.org) advocates for Michigan’s historic places to contribute to the economic vitality, sense of place, and connection to the past.
- United States Lighthouse Society (Keeper’s Log) [www.USLHS.org](http://www.USLHS.org) is a nonprofit historical and educational organization dedicated to saving and sharing the rich maritime legacy of American lighthouses and supporting lighthouse preservation throughout the nation.
- Great Lakes Lighthouse Keepers Association (The Beacon) [www.GLLKA.org](http://www.GLLKA.org) is dedicated to the restoration and preservation of lighthouses.
- Michigan Lighthouse Festival [www.michiganlighthousefestival.com](http://www.michiganlighthousefestival.com) – annual traveling lighthouse festival whose mission is to advocate, honor, inspire, and promote all the lighthouses in Michigan. Founded by Marge Ellenberger.

### **WEBSITES THAT FEATURE INFORMATION ABOUT NONPROFITS**

[www.COUNCILOFNONPROFITS.org/tools-resources/fundraising](http://www.COUNCILOFNONPROFITS.org/tools-resources/fundraising)

[www.CHARITYNAVIGATOR.org](http://www.CHARITYNAVIGATOR.org)

[www.GUIDESTAR.org](http://www.GUIDESTAR.org)

[www.CANDID.org](http://www.CANDID.org)

[www.NETWORKFORGOOD.com](http://www.NETWORKFORGOOD.com)

[www.TECHSOUP.org](http://www.TECHSOUP.org)

### **EMAIL MARKETING SERVICES:**

[www.CONSTANTCONTACT.com](http://www.CONSTANTCONTACT.com)

[www.MAILCHIMP.com](http://www.MAILCHIMP.com)

### **WEBSITE CREATORS**

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[www.WIX.com](http://www.WIX.com)

[www.GODADDY.com](http://www.GODADDY.com)

[www.WEB.com](http://www.WEB.com)

[www.NETWORKSOLUTIONS.com](http://www.NETWORKSOLUTIONS.com)

**PAPERS PRESENTED BY FELTNER AT LIGHTHOUSE CONFERENCES** (Available at [www.DRLPS.com](http://www.DRLPS.com))

- Building and Operating a Volunteer Nonprofit Lighthouse Preservation Organization, 2001
- Building and Sustaining a Volunteer Nonprofit Lighthouse Preservation Organization, 2004
- Sustaining Volunteers: Recruiting, Guiding, Motivating. Rewarding and Retaining the Lifeblood of the Organization for Continued Success in Lighthouse Preservation, 2014

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Established 1998

DRLPS Mission Statement; To restore and preserve the historic 1931 DeTour Reef Light Station. To be a premier tourist attraction as an offshore museum. To educate the public on the lighthouse and Michigan's maritime history.

Please contact me if you have any questions.



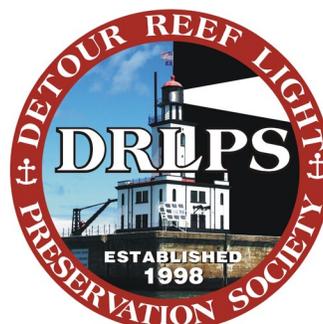
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Established 1998



***WE'LL KEEP THE LIGHT ON FOR YOU!***

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**HAPPY PRESERVATION MONTH!** Every year in May, local preservation groups, state historical societies, and business and civic organizations across the country celebrate Preservation Month through events that promote historic places and heritage tourism, and that demonstrate the social and economic benefits of historic preservation. (Started by the National Trust for Historic Preservation in 1973.)

