

## **West Morris Regional High School District**

Referendum Date: March 9, 2004 Total Referendum: \$35,848,767

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When Turner Construction was requested to provide referendum support for the West Morris Regional High School District, which had not held a facilities vote in three decades, this well-known organization turned to Zander Consulting for assistance.

The district operates West Morris Central High School and West Morris Mendham High School. Students attending these schools come from four separate sending districts. Due to growing student population and a change in the way educational spaces were being used since the schools were originally constructed, the district needed to add space at both high schools. The expansion plan that had been developed to address the capacity issues would include additional classroom spaces through a combination of new construction and renovation.

One of the most critical elements of the information campaign Zander Consulting developed was a series of case statements and talking points board and district personnel could use during discussions with the media and the public. Zander Consulting also developed an in-depth presentation that detailed the need for additional space. Several project-specific publications were designed with the help of district personnel, and news releases to ensure accurate information were distributed. Residents also had the chance to see the schools first-hand through a series of facility tours and open houses.

Since residents had not experienced a referendum in 30 years, the Zander Consulting team had to educate the public about the referendum process. Other challenges the team faced centered on the tax equalization standards formulated within the district. Some residents believed it was unfair. Other residents believed breaking apart the regional district was a viable solution.

While the combination of these issues created an extremely difficult environment in which to pass a referendum, with Zander Consulting's help and the diligence of a very influential citizens' group, the district successfully passed the referendum in three of the four sending districts. This enabled implementation of the expansion and improvement plan.



