**TRADITIONAL TOURISM GRANT APPLICATION**

<table>
<thead>
<tr>
<th>Title of Project:</th>
<th>CASA 12th Annual Ride for the Child</th>
</tr>
</thead>
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<tr>
<td>Funds Requested:</td>
<td>$6,950.00</td>
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<td>Organization Applying:</td>
<td>CASA for the Children of Klamath County</td>
</tr>
<tr>
<td>Contact Person:</td>
<td>Karin Hughes</td>
</tr>
<tr>
<td>Phone Number:</td>
<td>541-885-6017</td>
</tr>
<tr>
<td>Email Address:</td>
<td><a href="mailto:Karin.Hughes@klamathfallscasa.org">Karin.Hughes@klamathfallscasa.org</a></td>
</tr>
<tr>
<td>Mailing Address:</td>
<td>731 Main Street, Suite 202, KF 97601</td>
</tr>
<tr>
<td>Web Site Address:</td>
<td><a href="http://www.klamathfallscasa.org">www.klamathfallscasa.org</a></td>
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Brief Description of Project including date, time and location:  

**Date:** Saturday, September 26th, 2015  
**Time:** 7AM-5PM  
**Location:** Starts and ends at Mia's and Pia's, ride travels through Langell Valley, Bonanza, Lost River, Malin and Merrill.

The 12th Annual Ride for a Child century and family bike ride will be held on Saturday, September 26th. CASA’s Ride has attracted cyclists from around the State of Oregon and as far away as Washington, California and Nevada. Cyclists come to our ride for the beautiful scenery in Klamath County for routes along country roads, friendly people and great food. They also ride because all proceeds go to a great cause. Proceeds benefit CASA for Children of Klamath County, a non-profit program that trains child advocates for foster children. The purpose of this project is to build our cyclist base by attracting cyclists from around the Pacific Northwest. With grant funding and marketing strategy, our project will increase tourism while showcasing our beautiful community and provide much needed funds for the CASA program.

Marketing will be targeted to cyclists in the Pacific Northwest who will stay in Klamath hotels, eat at Klamath restaurants, shop in Klamath stores, and stay for an extended visit to see other sites in the County. Our project has demonstrated community support through partnering with The Ross Ragland Theater and Favell Museum for the "Klamath Kick off Weekend" all three organizations will mutually support each other, and offer discounts and promotions to each organizations’ events. CASA has experienced other extensive support for the ride from the following businesses and organizations: The Olympic Inn, Henley FFA, Mia and Pia’s, Hutch’s Bicycle Store, Heartfelt, Lithia Motors,
The undersigned, as proposer, declares that he/she has carefully examined the requirements of the Klamath County Tourism Grant Application packet and agrees, if the application is funded, that proposer will enter into an agreement with Klamath County to furnish the services as specified, in accordance with the grant application attached.

Signature of Applicant: [Signature]  Date: 4-30-2015

If the applicant is requesting funds on behalf of another organization, the application must be approved by that organization.

Signature of Organization: ______________________ Date: __________
PROJECT DESCRIPTION

1. Provide a detailed description of the project and activities.

CASA holds an annual cycling event fundraiser with 2015 being its 12th year. The Ride is CASA’s major fundraiser for the year and proceeds support child advocacy in Klamath County. The Ride includes four routes for every level of cyclist followed by lunch and entertainment. We will promote Discover Klamath through a link on our website that cyclists can access when they register online. This will encourage cyclists to visit other attractions in Klamath County. Our cyclists love this ride. Some of the quotes we have received include: “Great, beautiful ride. Gorgeous scenery. Plenty of Rest Stops. Would love to do this again.” “Great service, food, route – Thank you!” “Open spaces, sun, birds, well organized, friendly people. What more could you ask for?” The chronology of project activities are:

- Link Discover Klamath, Ross Ragland, and Favell Museum to CASA web page with live link and an invitation to check out Klamath activities: currently in process.
- Secure sponsors cash and in-kind donations. May through September.
- Refine/retool marketing material, posters, fliers and registration forms. During May.
- Start multi-faceted marketing campaign targeted toward Cyclists:
  - Bicycle Magazine ads: to run July and August.
  - I-5 Billboard during the month of August in Rogue Valley.
  - Local newspaper paid ads: During September.
  - Local newspaper free exposure in events sections. During September.
  - Radio in and out of County: running September.
  - Posters placed locally and at regional out of county bike shops late August.
  - Facebook posts promoted out of county July through September.
  - September 14-28th Main street Klamath Falls banner posted, date reserved.
- Promote extended visit to Klamath County through advertising and website and the 2nd Annual “Klamath Kick Off Weekend” with events at the Ross Ragland and Favell Museum offering discounts and marketing focus at getting riders to all three groups’ events.
- Secure volunteers for event, September
- Ride Registration online, night before and day of with varying costs dependent on length of ride and required support.
- Hold cycling event on September 26, 2015, in south Klamath County.

Projected total marketing costs: $10,000.00
Request of County Tourism Grant: $6,950.00

The project will pay for advertising to promote our event which is scheduled for Saturday, September 26, 2015. (Please see attached budget) The out of county portion of project will begin when tourism grant funds are disbursed and go through the date of the event. In county, and time sensitive preparations, reservations and commitments have begun starting approximately the end of April 2015.

All net proceeds from this project support CASA which is a non-profit evidence-based program that trains Court Appointed Special Advocates for foster children who have been removed from their home due to abuse or neglect. CASA has been advocating for foster children in Klamath
County since 1991. CASA collaborates with the courts and numerous agencies ensuring child safety, child well-being and permanency for foster children.

An investment in CASA is an investment in the children in our community. The CASA program:

- Provides judges with the information they need to make critical decisions;
- Increases education advocacy and student achievement;
- Increases the accountability of the child welfare and court systems;
- Reduces the number of children in long-term foster care;
- Connects children with family and relatives;
- Aligns children and families with appropriate services;
- Ensures that children are only in state custody once;
- Provides children with hope and a plan for their future.

Support from the County tourism grant will help ensure the success of CASA's annual fundraiser and will assist the program in serving the foster children of Klamath County.

PROJECT GOALS

2. How many out of county visitors do you expect to attract to the project? How will you track the number of out of county visitors versus the number of locals?

CASA tracks all riders and requires a registration with addresses, contact and emergency information. In addition, the Active.com site is used for all registrations and tracking of participants. Our goal this year is to increase ridership by about 35% ideally those riders will all come from out of county. That increase equates to approximately 40 additional riders.

It is CASA's hope to increase out of County visitors. With the Ride's early start time at 7AM and co-marketing events with the Ross Ragland and Favell we are anticipating out of County visitors will spend approximately 2 nights in Klamath. The impact in dollars for the County are anticipated to look like the following:

Day 1:
- Lodging $75
- Food $50
- Gas $20
- Incidents $50

Day 2:
- Lodging $75
- Food $50
- Gas $20
- Incidents $50

Total: $390 per visitor for this event. We hope to increase out of town visitors to approximately 40 which would be 15,600 dollars in new spending for local businesses. Predictions for local spending by out of county residents provided with support of Discover Klamath staff.
3. How are you planning on extending the out of county visitor's length of stay? How will you encourage early arrival and late departure? How will you track the number of extra days?

A night before arrival with a hotel stay is almost guaranteed with the 7AM Ride start time. The Ride includes a late lunch/early dinner with ride fees and will extent time in area and promote staying for additional events. The co-marketed events that CASA will be doing with the Ross Ragland and the Favell Museum will encourage attendance at events and prolong stays in the County as well. At the morning check-in, prior to riders leaving for the ride, a short survey will be done asking about additional guests brought to the county, additional activities they plan to attend and their length of stay in the county. Riders will also be asked whether they will take advantage of discounts offered for the Ross Ragland and Favell events in conjunction with the "Klamath Kick Off Weekend".

QUALIFICATIONS OF APPLICANT

4. Describe your organization/project management team. How are these individuals qualified to lead this project?

Project management team consists of CASA's Executive Director, CASA's Development Director, CASA board members, and local cyclists. CASA board members and local cyclists have been participating and managing this ride for several years. CASA's ED leads this group and did so last year. Last year this team pulled together the most successful Ride to date. They increased ridership and increased total number of sponsors. The program received many positive responses from riders noting it was well managed and pleasure to participate.

Karri Miranda, the new permanent Executive Director, a business owner and oncology nurse by trade with a Master's degree in nursing education, has lived in the community for over 20 years and has an amazing track record of outreach and community service. Karin Hughes, Klamath native and new permanent Director of Development, has been a successful grant writer for over 4 years and has brought into the community over 315,000 dollars to local parks and the CASA program. Both Karri and Karin are highly connected to the local community, through business, schools, and organizations. This team is highly qualified to do project management and their individual and collective successes proves their leadership abilities.

5. Describe your team's experience in operating past or similar projects.

As stated above, the management team has successful managed the CASA ride for 11 years. In particular, the newest members to this team help increase riders and sponsorship support last year. The team has done a S.W.O.T. analysis and tried to manage for all outcomes both positive and negative. This projects S.W.O.T. in an abbreviated version is as follows:
Grant Application: CASA for Children of Klamath County

Strengths: 11 years of experience to draw from
Committed and dedicated Ride event team devoted to CASA's mission and successful fundraiser culminating in a terrific Ride.
Committed sponsors, like Holliday Jewelry
Volunteer support keeping costs minimal
Pre-registration of riders
Excellent marketing network with many years of collaboration to draw on.

Weaknesses:
Reliance on volunteers
Competition with other regional rides

Opportunities:
Limited number of charity Rides in Klamath County
Beautiful Klamath Fall weather
Partnership with Favell Museum and Ross Ragland

Threats:
Unpredictable weather in Klamath
Biking accidents with riders

Addressing Weaknesses and Threats. If the weather turns poor, pre-registration of riders will guarantee fees will still come in as they are not refundable. Competition with other Rides was minimized as much as possible with research done on dates of other regional Rides. Reliance on volunteers as a weakness will be minimized as CASA enjoys an abundance of volunteers and if some dropout others can be called upon. Accident threats will be controlled via sag wagons and rest stops with communication and first aid capabilities. Additionally, CASA purchases a liability event rider with the insurance company Great Basin Insurance every year for the Ride.

PROJECT PLAN

6. How will you give credit to Klamath County for its support in our event or project?

The Klamath County logo will be on posters as a supporter. Klamath County will be recognized in the thank you for the Herald and Newspaper, and recognized within Facebook posts.

7. Provide a detailed timeline of your marketing efforts leading up to the event or project.

- In Process: Link Discover Klamath, Ross Ragland, and Favell Museum to CASA web page with live link and an invitation to check out Klamath activities.
- May – Sep. Secure sponsors cash and in-kind donations.
- In Process – end of May: Refine/retool marketing material, posters, fliers and registration forms.
- May – Sep.: Promote extended visit to Klamath County through Facebook advertising and website and the 2nd Annual "Klamath Kick Off Weekend" with events at the Ross Ragland and Favell Museum offering discounts and marketing focus at getting riders to all three groups' events.
- June – Sep: Facebook posts promoted out of County, and in County "Save the Dates" and continual posts up to date of Ride.
Grant Application: CASA for Children of Klamath County

- July – August: Run bike magazine ads in Cycle California.
- August: I-5 Billboard August in Rogue Valley.
- Late August – Sep: Posters placed locally and at regional at out of County bike shops.
- September 14-28th Main street Klamath Falls banner posted, date reserved.
- September, whole month: Local newspaper paid ads.
- September, whole month: Local newspaper free exposure in events sections.
- September, whole month: JPR Radio in and out of County.
- September, whole month: Basin Media Active Radio in County.
- September, whole month: Winn Broadcasting Radio in County.

8. Describe your target market/audience.

The Ride's target audience are road cyclists with heart. They want a non-completive ride that does good things in the community, is fun to participate in, has well-appointed rest stops, limit road traffic and is managed well. In the past 11 years CASA has presented this Ride, it has successfully been able to provide these key elements to its riders.

9. Describe specifically how you will market the project to out of county visitors.

- Link Discover Klamath, Ross Ragland, and Favell Museum to CASA web page with live link and an invitation to check out Klamath activities: currently in process.
- Regional Bicycle Magazine ads: to run July and August.
- I-5 Billboard during the month August in the Rogue Valley with Outfront Media.
- Radio ads via JPR and other outlets out of County: running the month of September.
- Posters placed regional at out of county bike shops end of August.
- Facebook posts promoted out of county July through September.
- Promote extended visit to Klamath County through advertising and website and the "Klamath Kick off Weekend" with events at the Ross Ragland and Favell Museum offering discounts and marketing focus at getting riders to all three groups' events.

10. How will you measure attendance in drawing out of county visitors to the project? Examples: Hotel Rate Code, Ticket Sales, Trail Counts. (Be specific)

CASA tracks all riders and requires a registration with contact, emergency information and address. In addition, the Active.com site is used for all registrations and tracking of participants. This information is held for 3-4 years to compare with previous years and assist with decision making for future rides.

11. If your project is already underway, explain how this award will increase your likelihood of success.

The addition of 6,950 dollars from the County Tourism Grant will give the Ride much needed exposure out of county. As a non-profit program with a very restricted advertising budget, the marketing for our annual fundraiser has been limited to
community calendars, public service announcements, very limited radio ads and mailers to cycling clubs and shops. This awarded funding would substantially broaden our exposure to cyclists from around the Pacific Northwest increasing visitors to Klamath County. CASA anticipates this increase marketing will expand our ridership. Last year our meager marketing budget netted an approximate revenue cost ratio of 4X. If this ratio holds, the County Grant would be a huge success far exceeding our very conservative budget outlined in the attached budget documents.

12. Describe any in-kind, barter, volunteer labor or discounted services you expect to receive in support of this project. Volunteer labor hours will be valued at $10.00 per hour for purposes of completing the budget form.

Reflected on the budget forms; volunteers will assist with setup, tear down, meal service, sag wagons, registration and manning rest stops. In order to keep this project profitable CASA relies heavily on volunteers including board members and a ride committee that does planning, recruits sponsors and executes the event. Volunteer hours spent are estimated at approximately 230 hours with over 40 community members donating their time.

13. List your potential sponsors and partners and how they contribute to the event or project.

Every year CASA receives volunteer and in-kind support for its annual cycling event. Mia's and Pia's has given meals at a greatly reduced price. Hutch's Bicycle Store makes in-kind donations of supplies for our event. The Olympic Inn has offered to give riders a discount if they note the "Klamath Kick Off Weekend" or the "Ride for the Child" event. Our event also receives support from numerous volunteers who help man rest stops, registration, sag wagon and other activities. We have approximately 40 volunteers who help with this annual event. Other past sponsors include the following: Henley FFA, Mia and Pia's, Hutch's Bicycle Store, Heartfelt, Lithia Motors, Klamath Falls Dental Specialists, Bell Hardware, Martins Food Center, Vallejos Photography, Kelsea Cooper Inc., Thurn Thom, Trans Canada, Holliday Jewelry, Rhine Cross Group, Cascade Vein Center, Pacific Ridge Insurance, Lam Attorney office, The Olympic Inn and many more.

14. If this is an annual event or ongoing project, identify your marketing network and how it contributes to or enhances your success.

CASA has a well-developed marketing network that assists with marketing the program year-round to garner volunteers and supporters. This network consists of program directors, board members with marketing expertise, program supporters with connections to media outlets and the marketing outlets themselves. We have positive working relationships with radio outlets JPR and Basin Media Active. Both organizations offer much reduced rates for CASA, and Basin Media offers some free air time as they are fully committed to CASA's mission. The CASA program works with several printers in town for
Grant Application: CASA for Children of Klamath County

print materials Shasta Litho, and Smith Bates both provide reduced rates and quality input and products. Kelsea Cooper Inc. design consultant is on the Ride committee and develops materials. The Herald and News has generously reduced rates for CASA and granted us much appreciated exposure in community sections and sports pages greatly expanding the Rides reach. Through the assistance of Ray Holliday and Holliday Jewelry, CASA has developed a relationship with the billboard company Outfront Media. Outfront has assisted in CASA program marketing, and is prepared to do a billboard in the Rogue Valley this year if grant funding is obtained. As this is the 12th year for the Ride, bike shops and bike magazines have reached out to CASA anticipating another successful ride in Klamath County. CASA directors and board members have designed and run a wide variety of community campaigns and bring that expertise to the table for this event as well.

Thank you for your consideration of CASA for the Children of Klamath County's grant application!
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<th>INCOME</th>
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NOTES

Be as specific as possible; provide explanation to help clarify budget items
Use the “Actual” column when preparing your final report; submit this form with the final report
Use additional space or lines if necessary to provide complete information
Value all volunteer labor at $10.00 per hour for in-kind revenues and expenses.
# Klamath County Tourism Grant Application

## Marketing Budget: CASA's Ride for the Child

### CASH INCOME

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**Total Revenue** $10,150.00

### CASH EXPENSES

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<th>Actual</th>
<th>Comments/Explanations</th>
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<td>$1,200.00</td>
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<td></td>
<td>JPR in county, KLAD, Sunny 107</td>
</tr>
<tr>
<td>Radio: regional</td>
<td>$2,400.00</td>
<td>$2,400.00</td>
<td></td>
<td></td>
<td>JPR out of county, other out of county</td>
</tr>
<tr>
<td>Web design/update</td>
<td>$500.00</td>
<td>$500.00</td>
<td></td>
<td></td>
<td>hyper link registration to various media, add instructions and ride info to CASA web page</td>
</tr>
<tr>
<td>Billboard: Regional</td>
<td>$2,700.00</td>
<td>$2,700.00</td>
<td></td>
<td></td>
<td>Out of county billboards: Jackson Co.</td>
</tr>
<tr>
<td>Ride Banners with Sponsors</td>
<td>$100.00</td>
<td>$100.00</td>
<td></td>
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<td>purchase and display during ride</td>
</tr>
<tr>
<td>Main Street banner</td>
<td>$750.00</td>
<td>$750.00</td>
<td></td>
<td></td>
<td>City placement cost and purchase of banner</td>
</tr>
<tr>
<td>Other: Internet, Facebook</td>
<td>$150.00</td>
<td>$150.00</td>
<td></td>
<td></td>
<td>Purchase &quot;Boosting&quot; for more views</td>
</tr>
</tbody>
</table>

**Total IN County $**: $2,600.00

**Total OUT of County $**: $6,950.00

**Total Advertising**: $9,550.00

<table>
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<tr>
<th></th>
<th>Projected</th>
<th>Pending</th>
<th>Total</th>
<th>Actual</th>
<th>Comments/Explanations</th>
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<tr>
<td>Printing</td>
<td>$200.00</td>
<td>$200.00</td>
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<td>posters, registration material, direct mail,</td>
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<td>Postage</td>
<td>$100.00</td>
<td>$100.00</td>
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<td></td>
<td>150 direct mail to past riders</td>
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<td>Misc/Other (Explanation Req'd):</td>
<td>$150.00</td>
<td>$150.00</td>
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<td>update ride materials</td>
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<tr>
<td>Other:</td>
<td></td>
<td></td>
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</tbody>
</table>

**Total Miscellaneous/Other**: 

**Total Expenses**: $10,000.00

**Net Income<Revenue - Expense>**: $150.00

### NOTES

- Do not include any non-cash items as they are not eligible in determining the matching contribution requirement.
- Be as specific as possible; provide explanation to help clarify budget items.
- Use the "Actual" column when preparing your final report; submit this form with the final report.
- Use additional space or lines if necessary to provide complete information.
- Value all volunteer labor at $10.00 per hour for in-kind revenues and expenses.
To Whom It May Concern,

We at the Lost Cascade Bicycle Club ("LCBC") are very supportive and enthusiastic to support The 2015 CASA - Ride for the Child cycling event. We understand the importance and benefits cycling can have on the health of our community and the broader tourism dollars that can be brought in as a result of a well-run cycling event, which CASA has demonstrated year after year of consistent success. This year the LCBC also plans to help boost the outreach efforts of CASA and provide additional technical resources for the day of the event to ensure maximum return on investment.

Thank you for your consideration of CASA's request and we hope to continue the momentum of cycling support.

Sincerely,

Adam Burwell
LCBC Co-Founder
April 26, 2015

RE: Tourism Grant – Recommendation CASA's Ride for the Child

Dear County Commissioners & Tourism Grant Committee,

I am writing in support of CASA's (for Children of Klamath County) Ride for the Child tourism grant proposal. We at the Favell Museum, worked closely with CASA last year and will again this year (along with the Ross Ragland Theater) as we collaborate and mutually support each other's non-profit efforts in what we are referring to as Klamath Kick Off weekend, when each of us will host a significant event.

One element of a successful cycling event is the offering of other opportunities for entertainment. The Favell Museum's art show will provide that opportunity. At the same time, avid cyclists tend to possess some elements of the museum's target audience. So working together is beneficial to all of us.

We value CASA's work in our community and believe whole heartily in their mission to support the neediest children in our community, those whom have been subject to abuse and neglect. Ride for the Child will provide support needed to help them carry out their mission while bringing cyclists to Klamath County, also a Discover Klamath priority (of which I am a board member).

Thank you for your consideration of this worthy organization's grant application.

Sincerely,

Janann M. Loetscher
Favell Museum Director
April 29, 2015

Klamath County Tourism Grant
Selection Committee

Re: CASA Ride for the Child Proposal

Dear Selection Committee:

We are writing to offer our strong support of the grant proposal submitted by CASA of Klamath County regarding the CASA Ride for the Child to be held September 26, 2015.

The Ride for the Child is an established event that promotes community wellness, with a focus on healthy children and families. This is an asset to our local community in that it encourages healthy physical activity across a wide spectrum of physical ability by providing a variety of bicycle rides ranging from 12 to 100 miles. In addition, and with the help of the Tourism Grant, it will be a draw for riders from outside of Klamath County to visit and enjoy our beautiful area.

CASA is partnering with the Ross Ragland Theater and the Favell Museum in order to provide a weekend of exciting healthy, educational, and fun activities that will attract visitors from around the state. The Tourism Grant would provide the funding necessary to advertise each of these events to the surrounding areas and invite a diverse range of active tourists to the Klamath Basin.

A mission of the Sky Lakes Wellness Center is to promote health and wellness in the Klamath Basin – we believe the CASA Ride for the Child falls well within this mission and we look forward to supporting the ride this year and for years to come.

Please strongly consider awarding CASA with the requested funds – not only will it help to increase the opportunities to participate in healthful activities, but the tourism boost from this beautiful ride will be invaluable for Klamath County.

Sincerely,

Katherine Pope, RN, MPH
Program Director

Stephanie Van Dyke, MD, MPH
Medical Director