

Print

Economic Development Grant Application - Submission #722

Date Submitted: 9/26/2019

Title of Project*

Winter Operations Crater Lake Zipline

Funds Requested*

30,000

Grant Manager/Contact*

Jenifer Roe

Organization Applying*

Crater Lake Zipline LLC

Applicant Type*

Please check one

Non Profit

Private Business

Public Body

Other

Tribe

Phone Number*

541.892.1597

Email Address*

jenjenroe@gmail.com

Address

5391 Running Y Road

City

Klamath Falls

State

OR

Zip Code

97601

Brief Description of Project*

Purchase two, six-seater Can Am UTV's equipped with Apache Track System and cab enclosure to allow for winter transport of guests and access to zipline for winter operation. Purchase a Skid steer for snow, trail and road maintenance to enable a lengthier season of operation. Objective is to remain open in November, December, March and April especially during holiday and spring break weeks.

Also provide a project schedule if possible.

Explain the source of all funds for this project*

All funds not covered by the economic development grant will come from Crater Lake Zipline LLC. In the event that less than the requested amount is awarded, Crater Lake Zipline will either purchase an older model skid steer or wait to purchase the skid steer until another season. If necessary, we would hire road maintenance and snow removal services when necessary.

In addition to this answer, a project budget is necessary. A detailed budget is not required; in the box below provide a general financial description. Identify how this project would be modified if only partial funding from the County is obtained. Be sure to include the required 30% cash match in your budget

Explain what exactly the project funds (and especially the county funds) will pay for*

The total budget for this project is \$98,650.00. This will include the purchase of two, six seater Can Am UTV's equipped for winter use (\$55,600) and a skid steer equipped for road & trail maintenance and snow removal (\$43,050.00) Funding will include a \$30,000 economic development grant combined with a Crater Lake Zipline investment of \$54,870 and the trade-in value from two used UTV's at \$15,730.00 If not funded at the \$30,000 grant award, we will either look for an older model skid steer or it would be purchased in another year.

Identify how this project would be modified if only partial funding from the County is obtained. Be sure to include the required 30% cash match in your budget

Identify the specific economic development benefits from this project*

- A. We believe a longer season will help to improve employee retention. The possibility of four more months of operations will give us the potential to keep three or more key staff employed year-round.
- B. A longer season will improve cash flow in what has been traditionally a closed period. Projected increase of 12% in annual receipts.
- C. An extended zipline season will add a winter activity to a season when our community is in need of more visitor attractions. This should in turn increase winter expenditures in nearby lodging, restaurants, gas stations and other area businesses.

Reference to economic development objectives in section 5 in grant memorandum

Identify how this project is consistent with regional or local economic development plans*

- This project mirrors the following strategies outlined in the SCOEDD Economic Development Strategy.
- A. Capitalize on our natural and cultural assets. - This project will allow us to capitalize on the natural assets of the national forest, allowing visitors and residents alike the opportunity to enjoy our national forests from the zipline during the winter and shoulder seasons.
 - B. Work with existing industries to retain and expand quality jobs in the region, resulting in increased jobs, capital investment and wealth retention. - Staff retention is an ongoing challenge due in part to the seasonality of our industry. We hope extending our season will allow us to retain staff year-round.

<http://www.scoedd.org/docs/2013%2020CEDs%20Final.pdf>

Describe the prospective applicant's experience in administering and/or delivering similar types of projects*

As the owners of Crater Lake Zipline we are invested in the health of our local economy and we strive to play a role in improving the livability of our community. We have successfully developed and maintained several outdoor recreation projects in our community. The success of Crater Lake Zipline, Sasquatch Hollow Kids Zipline Adventure, ROE Outfitters, kayaking and fishing trips demonstrate our ability to identify a possible area of growth or development and manage it through to success.

Describe how the prospective applicant intends to publically acknowledge the assistance received from the County:*

As with other projects we are always happy to give recognition to programs like the economic development grant program in public speaking opportunities and in press releases announcing the new and extended services offered.

At a minimum, the applicant will provide a press release to local media

Let us know of any questions, comments or concerns that you would like to give us about the Economic Development Grant Program or any feedback you would like to offer

Thank you for your time!

Supporting Docs (put them all in one file)*

support docs crater lake zipline.pdf

Proof of federal tax id (if one is issued, do not upload docs for SSN) ***Entity's W-9 form (omit SSN) ***Grant Budget - Use the grant budget template provided ***Support letters - All entities are required to obtain support from 3 businesses/organizations ***If your grant project involves signage of any kind, you are required to gather and submit letters from all required local, regional or state sign authorities involved demonstrating approval to place signage on their land/property during the timeframe of the grant ***If your grant project involves infrastructure development/construction you must include plan drawings and approval from permitting authorities if required locally ***These documents must be uploaded as ONE pdf document.

Insurance Requirements

Insurance Acord 25-S with County required minimums, Klamath County as additional insured, additional insured endorsement, proof of workers comp and auto coverage (if needed). If no employees or autos will be used for grant fulfillment, a document on letterhead stating no employees or autos will be used for grant fulfillment must be submitted.

Electronic Signature Agreement

By checking the "I agree" box below, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.

I agree.

Electronic Signature

Jenifer C. Roe



Helping Build Oregon's Best Businesses
Klamath Community College
Oregon Small Business Development Center Network
Advising Offices | 803 Main St. Ste 200 | Klamath Falls, OR 97601
Classroom | 803 Main St. Ste 103 | Klamath Falls, OR 97601
541-205-5404 | sbdc@klamathcc.edu | **BIZCENTER.ORG/KCC**



September 24, 2019

Klamath County Economic Development Grant Committee
305 Main Street
Klamath Falls, OR 97601

Dear Committee Members,

I am writing this letter in support of Crater Lake Zipline's grant request.

Darren and Jenifer Roe have been a client of the KCC SBDC for the entirety of the inception and life of Crater Lake Zipline. I can attest to their tenacity, willingness to learn, coachability, dedication to managing their business well, and desire to make an economic difference in the region.

It is my understanding that they hope to use the funds from this grant to purchase equipment which will allow them to expand their business operation further into the shoulder seasons and ultimately provide more stable employment for some of their workers. It will, of course, also assist in strengthening their seasonal business model. Additionally, because they are a tourism magnet for the region it should assist other local businesses in extending their seasons as well, creating an amplified impact.

It has always been my pleasure to be Darren and Jenifer's business advisor and I am confident in advocating for them receiving support from the economic development grant fund.

Respectfully submitted,

Kathryn C. Rutledge
Director

BULLET

RENTAL & SALES inc.



5900 So. 6th Street, Suite B Klamath Falls, OR 97603 (541) 855-5555 FAX (541) 884-1532

Klamath County Economic Development Grant Program

September 25th, 2019

To Whom it May Concern:

I am writing this letter in support of Crater Lake Zipline and their request for Grant Funds out of this program. They have been an amazing part of the Klamath Business community for quite some time. In receiving this Grant it would help them accomplish something that is very needed in Klamath County, winter tourism attractions. They would be able to purchase equipment that will help in this needed effort.

It is with community minded businesses like theirs that will help Klamath Falls reach the economic stability we are all striving for.

Sincerely,

Sophia Homfeldt

President, Bullet Rental & Sales inc.



09-24-19

Klamath County Economic Development Grant Program

To whom it may concern:

I write this letter in support of Crater Lake Zipline and their request for grant funds that will greatly enhance the operations and help make more of a year round facility. They are having a tremendous impact for our community, both economically and adding to our outdoor recreation. The effort that they and staff bring, show why they have been so successful and get such great reviews and complements. Be able to add the equipment needed to operate during the winter months will again help their bottom line but also offer expanded services that benefit our entire area.

It is my hope that Crater Lake Zipline will be successful in securing this grant which will allow them to take the next step in furthering their business plan.

GO CRATER LAKE ZIPLINE

Sincerely

A handwritten signature in black ink that reads 'Matt Hurley'.

Matt Hurley

**Klamath County Economic Development Grant Application
Project Budget**

INCOME	Committed	Pending	Total	Actual	Comments/Explanations
County Grant Request		\$ 30,000.00			
Cash Revenues -					
Source: Crater Lake Zipline		\$ 15,730.00			trade in value
Source: Crater Lake Zipline		\$ 16,920.00			cash down
Source: Crater Lake Zipline		\$ 36,000.00			Pacific Crest Loan
Total Cash Revenues	-	\$ 98,650.00	-	-	
In-Kind Revenues:					
Source:					
Source:					
Source:					
Total In-Kind Revenues	-	-	-	-	
Total Revenue	-	\$ 98,650.00	-	-	
EXPENSES					
Cash Expenses -					
Personnel costs					
Travel costs					
Materials and supplies					
Professional services					
Other: Can Am Defender HD10		\$ 17,685.00	-	-	
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Other: Apache Track Kit & Cab Enclosure		\$ 10,115.00			Winter equipment
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Other: Mustang 2100RT Skid Steer		\$ 43,050.00			or similar unit
Total Cash Expenses	-	\$ 98,650.00	-	-	
In-Kind Expenses					
Labor					
Other:					
Total In-Kind Expenses	-	-	-	-	
Total Expenses	-	\$ 98,650.00	-	-	
Net Income<Expense>	-	\$ -	-	-	

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 \$12.50 per hour for in-kind revenues and expenses.

Crater Lake Zipline Winter Operations

Project Schedule

November 13th Press Releases out to announce Winter Events and Activities at Crater Lake Zipline

November 21 receive Winter Equipped UTV Models

November 23 Winter Operations Commence

November 23 receive Skid Steer Unit.



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