



Overcoming!

the FUNDRAISING CHALLENGE

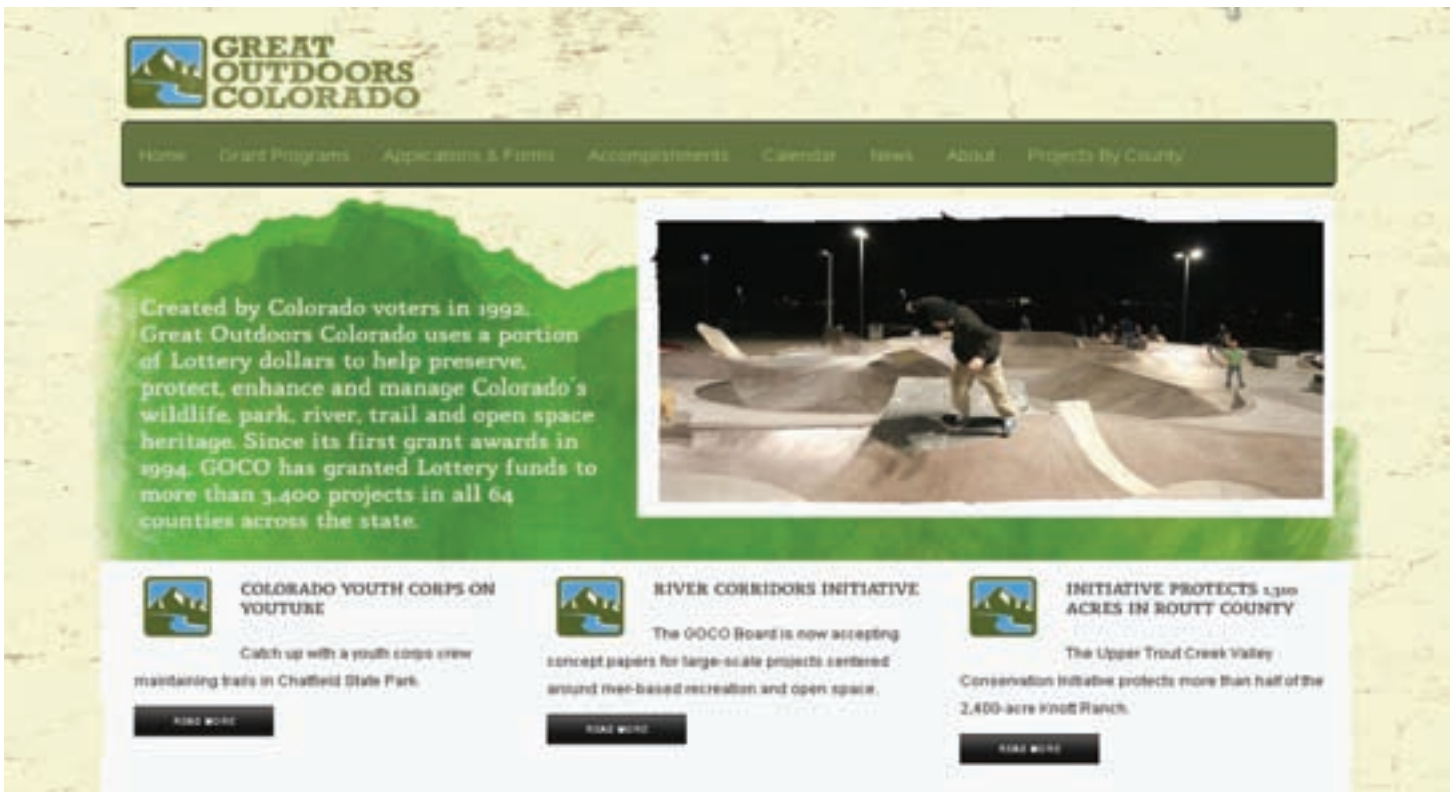
Our in-depth guide empowers grass-roots skatepark projects with the knowledge and creativity to spark community support and achieve those often daunting and lofty fundraising goals. We've traveled down this road many times before and are happy to lend a hand!



GRANTS STATE OUTDOOR

While local fundraisers can generate excitement and awareness around your project, solely relying on funding from these events is a challenging route to take. When it comes to securing significant chunks of change, grants are often the best way to go. There are countless grant programs that exist to serve exactly the type of community space you are trying to build. The challenge is finding the right one and putting together a stellar application that refuses to be overlooked.

In the US, the majority of states have at least one (and often multiple) form of grant program which assists local governments in providing citizens with quality, inexpensive and close-to-home recreational opportunities. Our home state of California has funded several of our projects with the "Prop 84" program, Colorado is known for its "Great Outdoors Colorado" lottery system and Oregon's OPRD gives more than \$4 million annually to local communities for outdoor recreation projects.



Grant programs love skateparks! Believe it or not, they really do. Skateparks are considered to be relatively inexpensive and easy to maintain, while serving a particularly vulnerable age group. Not to mention they also become thriving family gathering spaces!

ALL IT TAKES IS A LITTLE BIT OF RESEARCH!

Every state has different grant programs with varying criteria. Some basic internet research or a conversation with your local Parks and Rec Director should tell you which program presents the best odds. **Our skatepark in Oregon, IL** was funded almost entirely by the Illinois Department of Natural Resource's OSLAD program.



GRANTS TONY HAWK FOUNDATION

While many general grant opportunities exist, there is only one skatepark-specific grant program: The Tony Hawk Foundation. Founded by legendary professional skateboarder Tony Hawk in 2002, the foundation has awarded 493 grants to help build public, free-to-use skateparks in low-income communities in nearly all 50 states. Applications are available online at tonyhawkfoundation.org and accepted twice a year in the fall and spring.

A common misconception about this grant program is that the Foundation will fund your entire skatepark. Successful grant applicants are awarded funding in the \$1-25k range, with only one project per cycle being awarded the \$25k grant. THF grants can be a great momentum boost for your project, but it is important not to rely on this program as your only source of funding.



Oskaloosa, Iowa did it, so can you! In 2010 Spohn Ranch helped this small community of 12,000 people earn a \$10,000 grant from the Tony Hawk Foundation. Vibrant concept renderings and an aesthetically-inviting design certainly helped the grant application.

DO WE QUALIFY?

And how
Spohn Ranch
can help
improve your
odds of success

Since 2002, Spohn Ranch has assisted countless community groups in putting together successful THF grant applications. We know the foundation's goals inside and out and have strong relationships with their staff, giving applications we consult on that extra edge needed in a competitive selection process. At a glance, the THF presents these project guidelines:

1. Are designed and built from concrete by qualified and experienced skatepark contractors.
2. Include local skaters throughout the planning, fundraising, and design process.
3. Are in low-income areas and/or areas with a high population of "at-risk" youth.
4. Can demonstrate a strong grassroots commitment to the project, particularly in the form of fundraising by local skateboarders and other community groups.
5. Have a creative mix of street obstacles (rails, ledges, stairs, etc.) and transition/vert terrain (quarterpipes, bowls, halfpipes, etc.)
6. Don't require skaters or their parents to sign waivers. Do not charge an entrance fee.
7. Encourage skaters to look after their own safety and the safety of others without restricting their access to the park or over-regulating their use of it.
8. Are open during daylight hours, 365 days a year.

GRANTS TONY HAWK FOUNDATION

And some additional eligibility criteria:

If your organization is not a public charity (organized under IRC Sec. 501c3, and qualified under IRC Sec. 170b1A and does not have a Federal ID# number and an IRS Determination Letter to confirm your tax-exempt status) or your organization is not a state or local agency, including public school systems or public projects, it is not eligible to apply for a Tony Hawk Foundation grant. The name of the Applicant Organization MUST match the name on the IRS document you will be asked to submit.

If your organization is not prepared to sign a Grant Agreement document absolving the Tony Hawk Foundation from any and all liability claims resulting from use of your skatepark, you are not eligible to apply for a Tony Hawk Foundation grant.

If your organization seeks funds for anything other than the construction of a NEW skatepark, such as expansion of an existing skatepark or amenities like bleachers or water fountains, it is not eligible to apply for a Tony Hawk Foundation grant.

If the Median Household Income in the city or town that the skatepark will be located in is significantly higher than your State's Median Household Income (using U.S. Census 2000 data), your organization is not eligible to apply for a Tony Hawk Foundation grant.

If your project is just getting off the ground and your organization has not achieved ANY fundraising goals or secured a location for your skatepark, you are not eligible to apply for a Tony Hawk Foundation grant.

If you plan to charge a fee or require a membership to use the skatepark, your organization is not eligible to apply for a Tony Hawk Foundation grant. Aside from daylight hours, city curfew, or city park hours, if you plan to limit the hours of access to the skatepark, your organization is not eligible to apply for a Tony Hawk Foundation grant.

If your skatepark will not be located on public property, you are not eligible to apply for a Tony Hawk Foundation grant (this condition does not include skateparks built on private property that is then donated to a public entity—city, county, parks and recreation department, etc.).

If your skatepark will be located on an asphalt surface (i.e. modular ramps on an asphalt tennis court), you are not eligible to apply for a Tony Hawk Foundation grant.



In addition to bi-annual grants in the \$1-25k range, the THF also selects one spotlight project per year that benefits from two “Stand Up for Skateparks” fundraiser events in Beverly Hills and Las Vegas. In 2010 our McBride Skatepark in Long Beach earned the honor!

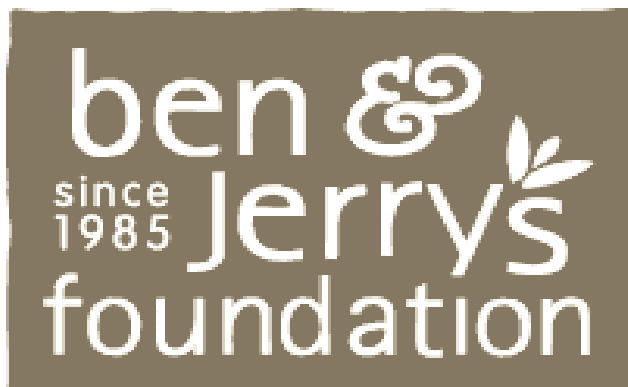
GRANTS GLOBAL CORPORATIONS

Lucky for you, many corporations have non-profit arms dedicated to re-investing in community projects in the areas of art, education, health, science, children and the environment. If you frame it correctly with your grant application, public skateparks are a perfect match for several of the initiatives that corporations like to fund. Similar to the Tony Hawk Foundation, corporate grants won't singlehandedly bring you to your fundraising goal, but hey, ever dollar helps, right?



The poster for the Pepsi Refresh Project features the Pepsi logo and the text "pepsi refresh project". It includes a list of categories: Health, Arts & Culture, Food & Nutrition, The Planet, Recreation, and Education. It also displays a calendar for the year 2010, showing the dates for the grant application process: January 13, February 1, and March 1. The poster mentions that Pepsi will give millions of dollars to fund good ideas, big and small, that make the world a better place. It also states that the program will give out 10 grants every month, with a total of 10 grants every month for the first 10 months of the year. The website "refresheverything.com" is listed at the bottom.

The Pepsi Refresh Project is a relatively new grant program, but has already helped fund several skatepark projects in its short tenure. As a popular grant program however, competition for Pepsi grants is stiff and your **application must be truly compelling**.



GRANTS GRANT WRITING

One of the great things about community-based skatepark projects is that many local youth will have their first experience with civics, government, managing a budget and community organization. They'll learn first-hand the power of their voice and that anything is possible when you invest the proper time and energy. Chances are many of these youth have never had to write a grant proposal or application. For the beginner grant writer, the following tips should help pave the way to a successful application.

10 Tips for a Stellar Grant Application

1: Research Targeted Donators: Find out which foundations have given grants in your region similar to the proposal you're planning. Find out when the foundation accepts proposals, and what they are willing to fund. Apply only to donating parties that align with your cause, and are capable of doing so currently. Timing is important!

2: Be Thorough: When the donating party publishes explicit guidelines, carefully follow their instructions when completing the proposal. Pay attention to each and every detail to ensure your application won't be discredited for any reason.

3: Be Specific: Do not send the same boilerplate grant proposal to a random list of foundations. Tailor each proposal to the donating party you are applying for. Always gear your proposal and budget request based on extensive research into the foundation's priorities.

4: Be Confident: Use strong language that helps indicate the positive value their grant would make to your project. Use declarative, rather than conditional verbs to emphasize and reinforce your point.

5: Be Concise: Keep your prose tight and your details condensed. Never exceed the recommended page length or adjust margins to squeeze in more words. Foundation officers are often buried in paperwork, and adding to it unnecessarily may do more harm than good.

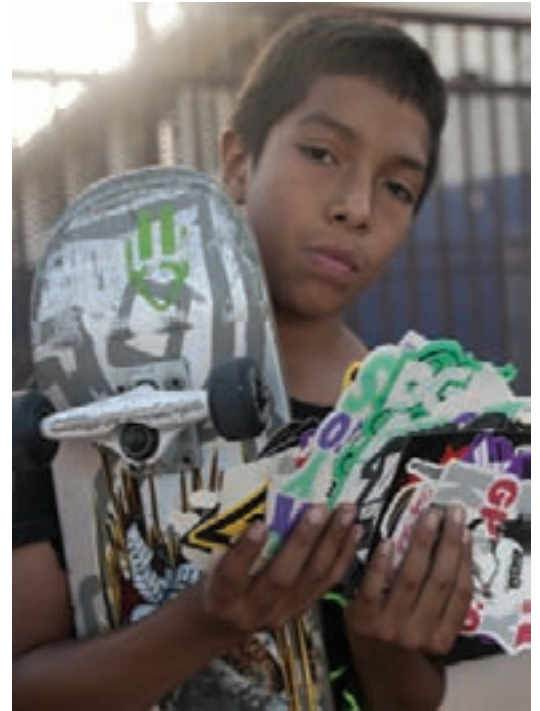
6: Speak in Their Terms: When submitting a proposal to a corporation, use language that describes their grant as an investment, rather than a gift. Be explicit about the benefits for the company, such as positive press coverage and visibility within the community. Focus on the cost-benefit ratio and display a positive return.

7: Remain Positive: Avoid dwelling on any problems. Although proposals traditionally request documentation for the "need" for funding, make none of the challenges you face seem insurmountable. Focus on the opportunities that result from challenges that have arisen.

8: Be Honest: Provide a realistic assessment of the urgency that drives your proposal submission. Your proposed timeline must reflect both the need for urgent action and the realities of anticipated funding cycles. Remember that funders commonly require between two months and a year to process an application, and maintaining a forthright explanation of your proposal goals and deadlines is key.

9: Maintain a Natural Flow: Good writing should be easy to read, understand, and present your ideas in an exciting, yet specific manner. The abstract of your proposal is the single most important paragraph. Your ideas should flow naturally and maintain an upbeat tempo expressing your excitement for the project.

10: Leave a Lasting Impression: When applying for a grant, try to do things that will separate you from the pack. A memorable proposal with a catchy name can go a long way toward getting your grant approved. Remember, any donating party will want to promote your project proudly as something they've done for the community.



DONOR RECOGNITION

After grants, we recommend large private donations as your next main target. If the donations are substantial, they can add up very quickly and have you close to your goal sooner than you think. While many donors will help your skatepark effort because they support the project or simply have a good heart, you can certainly make the prospect of donating more enticing by rewarding contributions with bold displays that recognize the donor.



An entrance sign or structure is an ideal space to recognize a donor (or multiple donors). By displaying their name in a highly-visible location, in the **constant sightline of park users**, you can show your true appreciation for their donation..



Stamping or engraving donor names on an entrance walkway is a **great way to give thanks** to the people who made your project possible, especially when you have a long list of contributors. Bricks, pavers and concrete are all suitable surfaces for text displays.

DONOR RECOGNITION

Incorporating donor bricks into the skatepark design is a simple way to accumulate dollars and really transform the skatepark project into a source of pride that brings the whole community together. Skateboarders love bricks because they give skateparks a true “street” feel, so they can certainly be incorporated into the skateable terrain - or walkways that lead into the park.



PLEASE PRINT CLEARLY USING ALL CAPITAL LETTERS

**4" x 8" bricks allow 18 characters per line, including spaces and hyphens.
The maximum number of lines is 3.**

4" x 8" Brick #1 - \$100

4" x 8" Brick #2 - \$75

**8" x 8" bricks allow 18 characters per line, including spaces and hyphens.
The maximum number of lines is 6.**

8" x 8" Brick - \$225

Would you like your bricks grouped together? ☐ \$5
Company Match (please send us your form to complete) ☐

Name _____
Email _____
Address _____
City _____ State _____ ZIP _____ Phone _____

DONOR RECOGNITION

To attract large private donations, it is important to be able to explain how creative and imaginative Spohn Ranch can be when recognizing donors. Many donors, especially local businesses, will get very excited if you can show them an innovative approach for incorporating their name into the heart of the skateable terrain. From skateable art features to iconic skate sculptures, we'll make sure large donations are properly recognized and leave a lasting impression in the community.

Corporate Logo Transformed into Skateable Feature

The beauty of skateboarding is that almost any geometrical shape can become the perfect creative outlet. A bold way to recognize a donor is to transform their logo or name into a skateable feature in the park. The boys at Quiksilver took an oddly-shaped logo and made an iconic masterpiece.



Signature Park Elements

Working with multiple large donors who would all like a piece of the park? Without ever looking tacky or too commercial, we can subtly transform the park's design into a collection of signature park elements representing the different donors.



Tributes to Local Heritage & Culture

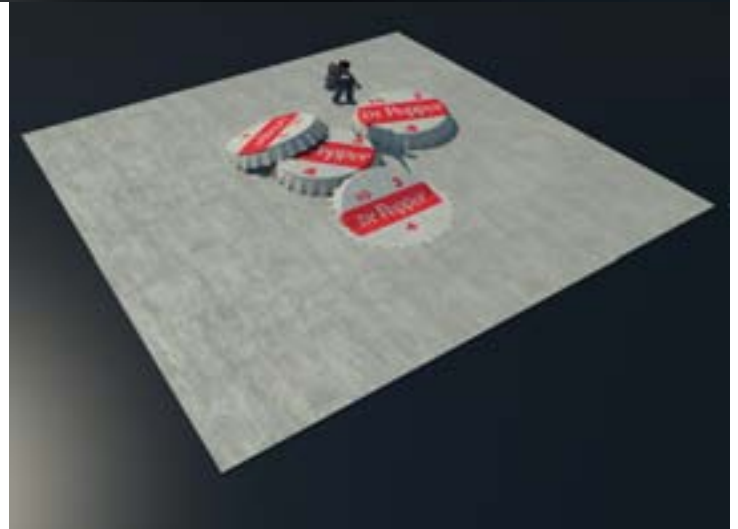
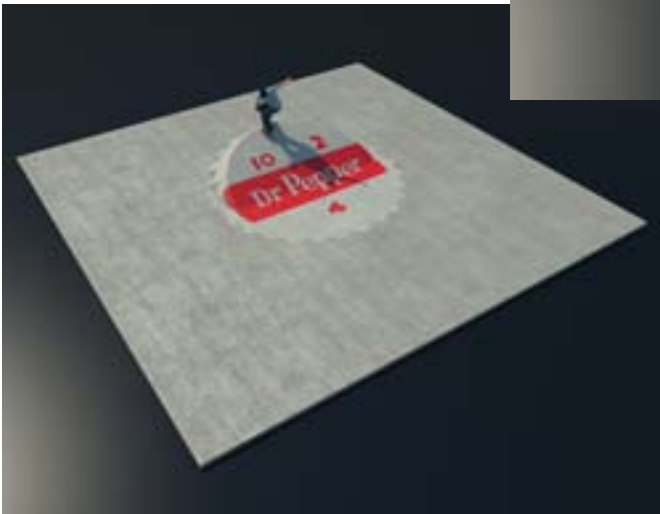
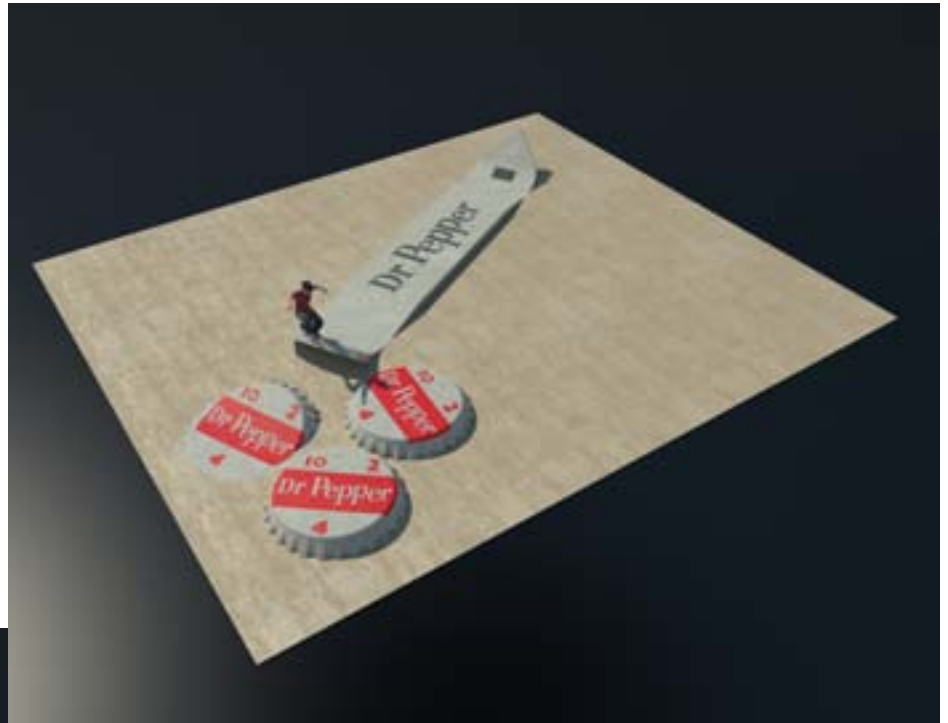
Appealing to a broad community base beyond just skateboarders can give your skatepark effort a huge boost. Paying homage to cultural landmarks, themes and tradition is a great way to attract funding from the local historical society or tourism department. A bump-to-bump gap in our Ft. Lewis, Washington design/build project recreated Mt. Rainer, in response to a major donor's affinity for the epic landmark.



DONOR RECOGNITION

Dream It Up!

And we'll use our
expertise to create
a multitude of
skateable, brand-
specific features



Time to skate! Beverage company, Dr. Pepper, was looking for an eye-catching way to market their brand in one of our skatepark projects. Inspired by their original 10-2-4 clock logo, we designed several signature sculptures that would showcase their brand while providing a unique skating experience.

ART BUDGETS

While municipal budgets continue to be impacted by the struggling economy, many cities and states still allocate several million dollars for “Grants for the Arts” and “Community Beautification” every year. An art grant will most likely not fund your entire project, but it may cover the cost of a unique feature or two, while also bringing an artistic flair to the park. The City of Salt Lake City, Utah, for example, provides funding to over fifty organizations every year with grants ranging from \$500 to \$7,500.



The Perfect Home for Skateable (and Un-Skateable) Art

Thriving public gathering spaces, skateparks are often an ideal setting for displaying art. By contacting your City officials or the [State Arts Action Network](#), you can find out about art funding opportunities available to your skatepark project. These grants typically include collaboration with a local artist, but as long as a veteran skatepark designer is in the mix, the art will become a welcome addition to the park's design.



IN-KIND DONATIONS

So you've applied for grants and are consistently raising money through community fundraisers, but that multi-hundred thousand dollar construction budget still seems insurmountable, right? A highly-effective approach for reaching your budget goal surprisingly doesn't even involve dollars and cents, it's all about in-kind donations.

The cost of your skatepark is based on a number of materials and services that all add up to give you your total construction budget. When you can get these necessary items donated or sold at a discount, it's just as good as cash, and will help either bring your total budget down or allow you to increase the size and complexity of the park.



As we introduce the concept of in-kind donations, it is also important to start to [understand the basics of skatepark construction](#), so that you can speak intelligently when approaching local businesses, contractors and suppliers. First step: find your site!



BUILD IT UP

After the grass (or whatever occupies the top surface of your site) has been cleared, the next step is creating the various elevated areas that will [add flow and complexity to your park](#). If you are able to get this fill material (usually soil, sand or structural foam) donated by the City or a local contractor, you're already a big step ahead.



DIG ON DOWN

If your skatepark design creates elevation changes by going into the ground, there's also some general construction work involved that could be handled by a local contractor – [even if they've never built a skatepark](#). If the contractor's labor or his construction equipment can get donated or discounted, your total construction costs can come down significantly.

IN-KIND DONATIONS

So now you've cleared your site of grass and the space is looking like a sea of finely-sculpted dirt, what next? Thankfully the potential for donated materials and services doesn't end there. While compacted earth isn't the worst possible surface for riding a skateboard, what you're really looking for is concrete. Before concrete happens though, you're going to need A LOT of wood and steel.

Form It Up with Lumber

To further define the shape of the park's features, forming lumber is needed. While Spohn Ranch's experienced professionals would be responsible for cutting the wood, if a local donor can supply it, you've got a significant savings!.



Reinforce the Concrete with Steel Rebar

To improve the strength and longevity of your park, you'll need several tons of steel bars. Big rebar supplier in town? You know what to do - give them a call!

And Finally, Time for Some Fresh 'Crete

Here comes the fun part! While Spohn Ranch will handle the speciality concrete placement, material and equipment discounts go a long way.



IN-KIND DONATIONS

While there are only a handful of firms in the nation who specialize in skatepark-specific construction, many of the services necessary to build a skatepark are common in any general construction project. This is good news for the skatepark project, because your community will have countless resources at your disposal to help with construction materials and non-specialty construction work.

DONATIONS NEEDED:

- Soils Testing & Analysis
- Topographical Survey
- Site Demo & Tree Removal
- Sod/Soils Removal
- Construction Fencing
- Structural Fill Material
- Aggregate Base Rock
- Construction Equipment Rental
- Rough Grading
- Forming Lumber
- Concrete Supply & Pumping
- Steel Reinforcement
- Non-Specialty Concrete Work
- Drains & PVC Line
- Crew Lodging & Meals
- Landscaping & Site Amenities

IN-KIND DONATIONS

The Spohn Ranch construction arsenal possesses a unique method of concrete casting, where features are precision-cast in our off-site facility and shipped to the site for installation via crane. During the design process, we identify which of the park's features, if any, would make sense for pre-casting. If pre-casting is in fact a smart solution for your project, finding a local contractor with a crane can present a huge cost savings.



As big pieces of machinery, crane rental can be a **big-ticket item for your donation checklist**. Depending on the size and complexity of the project, we'll need at least a 40-ton hydraulic crane, for a minimum of eight hours.

Scouting Local Crane Supply & Operation

The advocacy group we worked with on our 24,000 square foot design/build project in Spartanburg, South Carolina had a close friend with access to a hydraulic crane. Striking crane supply/operation from our cost sheet **dramatically reduced their fundraising goal**.



MENU OF MATERIALS & SERVICES

Upon completion of a final conceptual design, we will break the park down into its sub-components so that you can approach local contractors and businesses in hopes of getting materials and services donated or discounted. As local rates/figures come in (they will hopefully be lower than the original cost estimate), you can make the change in the excel spreadsheet and it will automatically re-calculate your total construction budget - dramatically reducing the actual cash you'll need to raise.

A few sample line items from a cost spreadsheet:

8	Item	Unit	Cost/Unit	Quantity	Total Cost
9					
10	Construction Equipment				
11	Equipment Rental				
12	3-5 Ton Roller	Days	\$135	21	\$2,835
13	Skid Steer	Days	\$150	21	\$3,150
14	Water Truck	Days	\$125	21	\$2,625
15	Concrete Pump	Days	\$750	5	\$3,750
16	Temp Toilet	Lump Sum	\$500	1	\$500
17	Temp Fencing (500' x 6')	Lump Sum	\$2,000.00	1	\$500
18	Equipment Rental Total				\$13,360.00

20	Construction Materials				
21	Concrete				
22	Concrete (4000 psi, #57 Rock)	Cubic Yards	\$110.00	90	\$9,900
23	Shotcrete (4000 psi, #8 Rock)	Cubic Yards	\$125.00	10	\$1,250
24	Sub-Total				\$11,150
25					
26	Site Preparation				
27	Site Layout/Staking	Lump Sum	\$2,000.00	1	\$2,000
28	Sod/soils removal	Lump Sum	\$4,000.00	1	\$4,000
29	Ramp Removal	Lump Sum	Provided by City	1	\$0
30	Asphalt removal	Lump Sum	\$3,000.00	1	\$3,000
31	Structural Fill	Cubic Yards	\$23	130	\$3,000
32	Aggregate Base Rock	Tons	\$25.00	200	\$5,000
33	Grading (≈ 5,000 square ft)	Lump Sum	\$11,500	1	\$11,500
34	Sub-Total				\$28,500
35					
36	Steel				
37	Steel Edging	Linear Feet	\$25	234	\$5,850
38	Shipping	Lump Sum	\$2,000	1	\$2,000
39	Smiley's Hat (Custom Fab)	Lump Sum	\$1,000	1	\$1,000
40	Coping				

61	Labor				
62	Labor				
63	Banks	Square Feet	\$11	684	\$7,524
64	Skate Elements	Cubic Feet	\$35	338	\$11,830
65	Shotcrete	Square Feet	\$35	400	\$14,000
66	Concrete Flatwork	Square Feet	\$8	4062	\$32,496
67	Radial Retaining Wall	Linear Feet	\$200.00	84	\$16,800
68	Sub-Total				\$82,650.00

FUNDRAISING ASSETS

When it comes to skateparks, it's all about perception. To communicate your message in a cohesive and effective manner, you need the right tools for getting people excited about the prospect of donating their time and money. Spohn Ranch's time-tested skatepark design process has helped hundreds of communities raise positive awareness and tap into funding sources. Our in-house rendering artists will generate the industry's most vivid illustrations and help demonstrate what the skatepark will look like and how it will integrate into the surrounding environment - a must have for a high-quality grant application.



FUNDRAISER IDEAS

Successful fundraising is all about creating win-win situations for you and your donors. With your target population most likely being bombarded with donation requests throughout the year, it is important to properly reward donations with gifts they'll actually want. If you have products and services that you can exchange for donations, without draining your project's bank account, you'll be able to effectively attract donors and keep the momentum going forward. One great method for creating a "win-win situation" is by auctioning off items that are in your group's possession.

Stockpiling Items for an Exciting Auction

With deep roots in the action sports industry, Spohn Ranch has connections with top professional athletes and corporate sponsors. Many of our clients enjoy the benefits of autographed merchandise we donate to their project to help kick-start a collection of auction items.



FUNDRAISER IDEAS

A creative fundraising strategy that has multiple benefits involves renting space in an art gallery to host an art show centered around skateboarding and its culture. Not only do art shows bring people together and help spread the word about your cause, proceeds from sold artwork can also generate a significant amount of cash.

Tap into the Artistic Talent in Your Community

From photographs to painting and sculptures, the possibilities for skateboard-related artwork are endless. To ensure the art show doesn't end up costing you money, we recommend not purchasing artwork, but rather seeking donated items for up-and-coming artists who will exchange their work for an opportunity to promote themselves and get their name out in the community.



Reach Audiences New to the Art of Skateboarding

As you embark on your journey to build a public skatepark, you will more than likely run into some opposition from community members who perceive skateboarding in a negative light. Hosting a formal art show provides a great opportunity to show nay-sayers just how many supporters you have, while being able to educate them on the beauty of skateboarding.

FUNDRAISER IDEAS

The key to good fundraising is combination of creativity, hard work and persistence. As you get to know your community better through the fundraising process, you'll be able to identify strategies that work best in your area. A few quality approaches that have worked well for our past clients are listed below.



Skate Video Premiere: Partner with your local skate shop to get an advanced copy of the newest video from one of the big skateboarding companies. Find a venue where you can display the video on a large format and charge a small admission. No videos on the horizon? Film local talent and produce your own film to be sold at the shop.

Local Skate Contest: Organize an amateur skate contest at either a makeshift skatepark in your town or at the nearest quality skatepark. Get in touch with the big skateboard companies to donate prizes, so that the entrance fees can all go towards the skatepark project.

Booth at Local Event: Most decent-sized communities will host a handful of community fairs and farmer's markets throughout the year. Rent space at one of these events and use a multi-pronged approach – put out a donation jar, collect signatures of support and raise general awareness about the project.

Partner with a Local Business: A simple win-win strategy is to find a local business willing to donate a percentage of their proceeds during a particular time period to the skatepark effort. If the local pizza restaurant, for example, agrees to donate 10% of their proceeds during the month of July – they'll attract more business for themselves, while simultaneously helping you out.

Fundraising Info Websites: For an extended list of general fundraising strategies, we recommend the websites listed below:

- <http://www.fundraiserinsight.org>
- <http://www.fundraisingideas.com>
- <http://www.easy-fundraising-ideas.com>
- <http://www.fasttrackfundraising.com>

SAMPLE DONOR LETTER

While you'll hopefully have many close friends, neighbors and family friends who are willing to donate to the skatepark project, some higher-level donors may appreciate a more formal approach with a written donation request letter. It shows you are serious about the project and letters can be easily mailed throughout town or passed out at community events. Please feel free to use our sample letter below as a template for your own customized version.

"YOUR CITY NAME" Skatepark Association

"TAGLINE DESCRIBING THE PROJECT"

Dear Madam or Sir,

We would like to take this opportunity to introduce ourselves, explain a little bit about the **YOUR CITY NAME** Skatepark project and ask for your support.

The **YOUR CITY NAME** Skatepark effort has made great progress in the past few months and we are well on our way to building an integrated and aesthetically pleasing skatepark in **NAME OF PARK**. Spohn Ranch Skateparks, a California-based skatepark construction/design firm has helped us with our planning efforts and they are moving forward with designing a stunning park.

A skatepark in **YOUR CITY NAME** will provide the youth of our community with a safe, legal and enjoyable place to recreate. Instead of damaging business property and skating in the streets, these kids will have a designated space where they can make friends, learn valuable life lessons and most importantly, get off the couch and stay active. We hope the benefits of a community skatepark are clear and that you will join us in this tremendous opportunity to build a state-of-the-art facility in **YOUR CITY NAME**.

By making a tax-deductible cash or in-kind donation toward the creation of the **YOUR CITY NAME** Skatepark, you can help transform this park into a true community showpiece. Your donations will go directly towards increasing the park's scope and enhancing its aesthetic characteristics – making it much more than a traditional skatepark, but a vibrant community space.

With your help, this park will become a tourist destination point for skateboarders and their families from across the country, putting **YOUR CITY NAME** on the map! Events such as regional skateboard competitions and professional demonstrations will attract new visitors who will spend their money in our town.

For a financial donation, please make checks payable to the _____ and mail them to _____. To make in-kind donations or for further information, please contact _____.

Thank you,

The **YOUR CITY NAME** Skatepark Association



If you've established a dedicated skatepark committee that is serious about the project and has some big goals, investing some up-front money into your fundraising effort is an option worth considering. Through our years of municipal work we've established relationships with several firms that specialize in bringing parks and rec projects to life. While these firms do charge a fee for their services, working with them can pay large dividends in the long-run and help get your skatepark funded at a much faster pace.

Saulsbury Hill Financial MUNICIPAL FINANCING

Municipal Leasing is a great way to bridge any financial gap and make your community's skatepark goals a reality. Why is it such a great tool? Municipal Leasing may be applied in the dollar amount that best suits your situation. From \$50,000 upwards, Saulsbury Hill can provide custom, cost-efficient funding plans. Municipal Leasing applies tax-exempt rates meaning you will get the same low rate as a bond issue with much less time and cost.

Saulsbury Hill Financial has provided Municipal Leasing for over thirty-four years. We have completed transactions in virtually all fifty states and have an understanding of each state's specific leasing law. To see a list of some of our funded projects please visit <http://www.saulhill.com/tombstone.html>.

Highlights of what we can offer to make your project affordable include:

- We can provide 100% financing or partial financing
- No down payment is required
- Payments can be fixed or variable
- Payments scheduled to start after construction is complete
- Leases can be pre-paid at any time
- The collateral will be a lien on the skatepark as identified in the Spohn Ranch Construction Documents

Get in touch today: 1-888-SAULHILL (1-888-728-5445) | <http://www.sauhill.com>

E-CIVIS GRANT RESEARCH & MANAGEMENT

eCivis began as a small Pasadena, CA-based company with one idea in mind — to help organizations and local government agencies find grants quickly and easily. With no other company offering our level of extensive research and guidance, we were able to take this idea to the next level. We not only expanded our team within the home office, but also spread our wings and added support teams across the country.

For the past ten years, we have been consistently growing and improving our services and products in order to provide our clients with the most comprehensive and innovative grants management system possible. After eCivis launched the new Grants Network platform in 2006, we took grants research one step further by integrating Grants Network: Tracking and Reporting and Grants Network: KnowledgeBase to help clients manage their awarded funds and develop their grants know-how, respectively. In 2011, we added a Grants Professional Services division to serve clients' grant-consultation and grant-writing needs.

The eCivis team is made up of some of the leading grant experts in the nation. We work closely with the funding agents to ensure that information is up to date, eliminating wasted time and resources for our clients. From local communities to state organizations, clients such as Los Angeles County, Chicago, Orlando, Raleigh, and Houston rely on eCivis every day to assist them through the grants process.

- eCivis Grants Network: Research
- eCivis Grants Network: Tracking & Reporting
- eCivis Grants Network: KnowledgeBase

Get in touch today: 1-(877)-232-4847, | <http://www.ecivis.com>

WORDS OF ENCOURAGEMENT



Building a skatepark in your community is no easy feat. It takes years of city council meetings and fundraisers before a single drop of concrete is poured. In these economic times many cities are not capable of bearing the full financial burden of a quality skatepark so chances are you will be doing some private fundraising. Raising several hundred thousand dollars can be a grueling multi-year process, but if you are truly dedicated to the cause and are willing to sacrifice your time and energy, the reward is immeasurable.

After years of constantly being ticketed, kicked out and told “NO”, the skateboarders (and future generations) in your community will be eternally grateful that they finally have a designated space where they can **safely enjoy the freedom of skateboarding**. Public skateparks become community gathering spaces where skateboarders learn vital social and life skills, stay healthy and form a unique brotherhood that transcends age, race and socio-economic background.

Skateboarding has given the Spohn Ranch family so much over the years. We see no better way to show our undying appreciation than to work hand-in-hand with grass roots organizations fighting to get public skateparks built. Every Spohn Ranch project goes far beyond a design/build contract, as **we consider ourselves lifelong partners** of our clients. Get in touch today and let us act as your shepherd throughout the skatepark development process.