

Steen Sports Park

Klamath County Tourism
Large Grant Application
February 27, 2015

To provide a family oriented premiere multi-purpose facility to positively impact all members of our community

Project Description

1. Provide a detailed description of the project, including a timeline.
 - **Complete Three Baseball /softball fields at Steen Park**
 - **Create the only single-venue softball tournament facility in Klamath Falls**
 - **Host local tournaments here**
 - **Creates a new Market for tourism**
 - **Complete Entire project within one season**
 - a. The project consists of two phases. Phase #1 is to complete 3 multipurpose baseball/softball fields at Steen Sports Park. This will create the only single venue tournament ready baseball/softball facility in Klamath Falls. Phase #2 is to organize and host a series of local tournaments through the Amateur Softball Association (ASA) for the nine age group organizations (both boys and Girls) that play both slow and fast pitch softball in the area. Currently the softball tournament market is untapped here in Klamath. All teams now must go out of town to compete in summer tournaments. Our partners in organized baseball in this area are eager to host local tournaments here at the park
 - b. The entire project could be completed within 1-year. Completion of the fields could take 1 to 2 months. The process of announcing, advertising, and hosting the tournaments would be done within one baseball season (from mid winter association tournament meeting to late Fall)
2. How will you use the grant funds?
 - **Three multipurpose fields will be completed.**
 - **Multipurpose fields will provide flexibility to Accommodate everyone**
 - ✓ **Little league to adult baseball.**
 - ✓ **Wheelchair games to kickball**
 - **Marketing campaign will attract tournaments**
 - a. We are requesting \$50,000. These funds, along with the \$15,000 cash match funds, will be used to complete three baseball/multipurpose fields. Additional in-kind funds will be used to develop a marketing campaign to attract tournament teams from Northern California and Oregon. The term “multipurpose” means that all combinations of baseball games can be played on the field. When completed the fields can accommodate tournament games ranging from kickball, wheel chair baseball, to adult baseball. Simply changing the distance of the bases and pitchers mound converts the field from one size to another.

These changes can be made quickly on a days notice.

- b. The three fields will be labeled #5, #6, and #7 for the purpose of this explanation.

Field #5 is play-ready but has a partially completed backstop and lacks a perimeter fence. The playing field is complete while the dugouts need only paint. The bid for the fence is \$16,169.80 and the backstop is \$6,586.98. Anything else needed to be tournament ready would be donated as in-kind labor or supplies.

Field #6 requires the most to complete. First it needs an exterior fence and the completion of the backstop. Superior Fence bid the cost of the fence at \$16,169.80 and the backstop at \$16,000. Two dugouts need roofs, concrete flooring and partial walls and are bid at \$8,000. An irrigation system with sprinkler heads is an additional \$12,000. The playing field is un-developed sagebrush. The improvements required for tournament play are: scraping and leveling of field, installation of crushed granite for the infield, and grass in the outfield. The dugout roofs, irrigation system and all fieldwork are to be funded by in-kind donations.

Field #7 is the Championship field and needs only to have the backstop completed. The estimate for this is \$12,000. Any other fieldwork to prepare for tournament play would be done by the maintenance crew.

At the completion of this project the three fields would be more than ready for tournament play but would still require additional structures to be considered "complete." An addition of a concession stand with bathrooms, scoreboards on each field, and yellow tape added to the fences would create a fully multifunctional and high quality facility

A summary description of construction along with photographs of each field is detailed on the next page.

- c. The marketing campaign will be explained fully in item #'s 9 and 10.

Summary of proposed project detail for each field with actual bid costs and in-kind estimates



Field #5

Field #6

Championship field #7



Finish existing backstop \$6,586.98
Add Exterior Fence \$16,169.80



Backstop \$16,000
Exterior fence \$16,169.80



Edging of infield (donation)
Painting of dugouts (donation)
In-kind costs \$500



Scraping and leveling of field (donation)
Grass in outfield (donation in kind)
Crushed granite infield (donation in kind)
Irrigation w/sprinkler heads
Roof and concrete for dugouts (donation)
In-kind costs \$20,000



Complete backstop \$12,000
Scoreboard in center Field (donation)
Edging (donation in kind)
In-kind costs \$7,000

Examples of completed baseball fields at Steen Sports Park



Bocchi Field in mid winter. This field displays the park's attention to detail and pride in quality.



Top Left: The concession stand sits amid the four-field complex.

Top Right: The entrance to the field with a memorial for Leo Bocchi.

Right: Bocchi Field taken from the bleachers just below the press box.



| | Committed | Pending | Total | Actual | Comments/Explanations |
|------------------------------------|-----------|-----------|-------|--------|-----------------------|
| INCOME | | | | | |
| Tourism Grant Request | | 50000 | | | |
| Cash Revenues - bank account | 15,000 | 15000 | | | 30% cash match |
| Source: | | | | | |
| Source: | | | | | |
| Total Cash Revenues | - | - | - | | |
| In-Kind Revenues: | | | | | |
| Mel Stewart Construction | 25000 | | | | |
| Knife River Concrete | 4000 | | | | |
| Collins Concrete | 2000 | | | | |
| Hamilton Metals | 4000 | | | | |
| Microtel | 1000 | | | | |
| Heaton Steel | 3000 | | | | |
| Bell Hardware | 2000 | | | | |
| Medford County Fairgrounds | 2000 | | | | |
| Ewing Irrigation | 5000 | | | | |
| BNSF Railroad | 2500 | | | | |
| Source: | | | | | |
| Total In-Kind Revenues | 50500 | - | - | | |
| Total Revenue | 65500 | 65000 | - | | |
| EXPENSES | | | | | |
| Cash Expenses - Personnel costs | | 22755.04 | | | |
| Marketing costs | 1500 | | | | |
| Rentals | | | | | |
| Supplies | | 44,171.54 | | | |
| | - | - | - | | |
| | | | | | |
| Other: | | | | | |
| Total Cash Expenses | - | 66926.58 | - | | |
| In-Kind Expenses | | | | | |
| Labor | 6700 | | | | |
| Marketing costs | | | | | |
| irrigation | 7500 | | | | |
| scoreboard | 5000 | | | | |
| Other: | | | | | |
| Other: | | | | | |
| Total In-Kind Expenses | 19200 | - | - | | |
| Total Expenses | 84700 | | - | | |
| Net Income<Expense> | - | -1926.58 | - | - | |

3. For infrastructure project describe how on-going maintenance will be sustained and paid for.
- **Maintenance at Steen Park is a source of pride**
 - **Facilities and fields are kept to the highest standards**
 - **Maintenance is paid by user fees and donations**
 - **Facilities are used year round**
- a. Take a quick walk through Steen Sports Park and you will see first hand the high level of care and maintenance at the site. The uncompromising attention to detail and the resulting high quality of the park is a source of pride to Dave Steen. The existing fields and facilities attract users year round and are always kept at “Premiere” levels. Participants using our park expect and are given the absolute best playing fields or amenities, which compare favorably with parks found anywhere. There is an active full time crew on site, responsible for irrigation, lawn mowing, or any other repairs, such as chalking or marking, which are needed to make the existing soccer and baseball fields “play ready.” The indoor soccer stadium and batting cages are fully maintained year round and provide recreation or services for the community in a variety of ways. Soccer tournaments and games as well as banquets and memorial services provide the community with a place to gather when other venues, due to weather or large crowds, cannot accommodate them. All on-going maintenance of the park is sustained and paid for through user fees, donations and grants. The addition of three more fields, which will generate more usage fees, will further strengthen and expand our existing crews ability to maintain the highest level of care.



This photo, taken in February, shows the soccer fields and children’s playground and exhibits the high level of maintenance at the park—a source of pride for Dave Steen.

Project Goals

4. How many out of town visitors do you expect to attract? How will you track them?

- **Youth baseball Tournaments draw entire families**
- **Average attendance is Over 700 for a weekend**
- **Numerous divisions will mean multiple tournaments possible**

a. Each tournament could attract from 500 to 1,000 out of town visitors. There are 9 divisions in softball, ranging from 10 and under up to 18 year old, and each division is capable of generating a tournament. Although it is unlikely that we would host nine tournaments, the possibility of numerous tournaments is highly probable. The time period for the tournaments is variable. Youth Fast pitch runs from April through October. Various organizations and teams from different location are already interested in using a Klamath Falls tournament field. California traveling teams look at using our fields in the mid-summer months because playing in their areas is too hot and not feasible. Oregon and Washington teams are looking for tournaments in their off-season for fall ball and pre-summer tournaments.

Estimated number of Visitors in softball Tournament

| | Total Teams in Tourney | Number of players | Number of coaches | Parents | Total Visitors |
|---------|------------------------|-------------------|-------------------|---------|----------------|
| Maximum | 36 | 15 | 2 | 24 | 1368 |
| Average | 23 | 12 | 2 | 16 | 780 |

Table A

b. Tracking of out of town visitors in a baseball tournament is a simple process. First you check attendance of visiting teams as they register. Their attendance along with a roster of players and coaches gives an immediate count of participants. Secondly we use pre and post tournament surveys to gather information on family members including not only how many attended but where and how long they stayed. The use of electronic databases would collect data to determine where most travelers come from and assist us in future marketing plans to attract participants from other areas.

5. How are you planning on extending out of county visitor's length of stay? How will you encourage early arrival and late departure? How will you track number of extra days?
- **Information packets will be sent to visiting teams**
 - **Partner with local businesses, restaurants and motels**
 - **Time of tournaments to coincide with other events**
 - **Flyers and information booths will be at tournament site**
 - a. **An information packet** will be sent to all parents of team members prior to the tournament describing other activities or special places to see during their stay.
 - b. **We will partner with local businesses** (retail, dining, golf, spas, etc.) to provide detail of opportunities, discounts or special rates offered at their establishments during tournament weekends.
 - c. **We will host tournaments to coincide with other events** to encourage players and their families to extend their visit. The tournament teams will be guaranteed at least three games thus eliminating the "one and out" possibility for teams leaving after losing their first game. This will assure that each team is guaranteed to stay the entire weekend even if doesn't make it to the championship game.
 - d. **Flyers and booths at the tournament site** will provide immediate information about the natural wonders of our area and their proximity to town.
 - e. **Tracking of visitor's length of stay can** be tracked easily using post-tournament questionnaires. When parents of team members leave they will still be on the team and in contact with the coaches and team managers. This connection with the coaches, who already in our databases, simplifies further communication with the parents.

Qualifications of Applicant

6. Describe the projects management team. How are these individuals qualified to lead this project?
- **Dave Steen is a respected teacher, coach and mentor**
 - **Local baseball association are dedicated and successful**
 - **Steen Board of directors is committed to park's future**
 - a. **Dave Steen--** The facility has grown significantly from its inception primarily due to the work of Dave Steen (executive director and founder), and the generosity of local construction businesses. He has over 40 years experience as a coach, educator and mentor here in Klamath.

b. **Local and regional baseball affiliations**—We partner with local and regional organizations that regularly organize and sponsor sporting events throughout Oregon. The following are just a sample of the organizations that would be targeted for regional and national events:

- Basin United
- Amateur Softball Association
- United States Softball Association
- United States Fast pitch Association
- Cal Ripken Baseball
- Babe Ruth Baseball
- Klamath Basin Youth Baseball
- Amateur Athletic Union
- American Legion Baseball

These people and organizations host regular tournaments and are highly qualified and interested in bringing tournaments to the basin.

c. **Steen Park Board**-- The organization's board consists of 12 people dedicated to the future expansion and improvement of the park. The board has recently been restructured, and now includes expertise in marketing, event planning and management, and non-profit management

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

- **Proven success record of 14 years**

a. **Success for 14 years**—Steen Sports Park has successfully completed many similar projects as part of the evolution of the park. The championship baseball field at the park (Bocchi Field) was built under the guidance of park staff, and features a college-level playing surface that is coveted by nearly every 90-foot baseball league with a presence in Klamath Falls. The field has hosted state and regional tournaments, as well as Oregon Tech and multiple local high school teams. A major advantage of the Sports Park for major events is the availability of additional fields, which enables multi-team tournaments and warm-up availability while the championship field is in use.

In addition to the baseball/softball facilities, the park hosts four competition-level soccer pitches, including a championship pitch with lights. All of these fields were constructed under the guidance of, and are maintained by current park staff.

Perhaps the most impressive components of the park are its buildings, all of which were constructed during the park's early phases. Local contractors under the guidance of the park's executive director built the structures. The structures include two concession-stand/maintenance buildings, an administrative office which contains softball/baseball practice and hitting facilities, and Mike's Fieldhouse, a premier multipurpose indoor facility.

Given the complexity and scope of past projects, the proposed work would be easily manageable by the organization, with assistance from qualified community resources.

A more complete-but not exhaustive- list of successful projects include:

| | | |
|---|---|--|
| 3 Babe Ruth State Tournaments | 3 Baseball clinics by Baltimore Orioles and Texas A&M staff | Hundreds of soccer tournaments and matches |
| 16-18 Babe Ruth Regional Tournaments | College District Cross-country meets | Softball tournaments |
| 5K runs: Run for kids, Run for Wounded | Walks for suicide | High School and College baseball games |
| High School district cross-country meets | High School and College playoff games | Many out of area skateboard visitations |

Project Plan

8. How will you give credit to Klamath County for its support in the project?

- **Banners and signs will recognize tourism**
- **LOGO will be on flyers**
 - a. We will give credit to Klamath County by placing banners recognizing your support along the perimeter fences of the fields, and on a sign visible as you enter the park. We will also place your LOGO and give credit to you in the flyers and other informational literature we sent out advertising the tournaments.

9. Who is the target market? Strategy for reaching target market

- **Market: Youth baseball players and their families**
- **Strategy: Plug into existing tournament framework**
- **Partnership with Discover Klamath for fresh ideas**
 - a. The target market, from the perspective of baseball, will be leagues, teams and sanctioning organizations that are affiliated with small-field baseball and all levels of softball. Marketing will be directed at the organizational level and includes the following organizations:
 - Boys ages 6-13 (youth baseball; kickball)
 - Girls ages 6-18 (slow pitch & fast pitch softball; kickball)
 - Adult males (slow pitch & fast pitch softball)
 - Adult females (slow pitch & fast pitch softball)
 - Disabled youth and adults
 - b. The target markets, from the perspective of tourism, are families with children between the ages of 6 to 18. They are here to create family memories, and at tournament time those memories come primarily through their child's sporting activities. A typical day might find them eating a leisurely breakfast at Elmer's, having a quick lunch between games from the food carts at the park, and finally going out to pizza with the team for dinner. They tend to be active and take their family to places where their children can have fun and play. Places like the Lava Beds, the Train Mountain Railroad museum, or Lake of the Woods.
 - c. The strategy for attracting this market is to work with the ASA and/or other organizations listed above to select the specific tournament age group for the maximum number of attendees. This would eliminate hosting a tournament that conflicts with other age group tournaments elsewhere.

10. **Specific marketing plan: Our 3 strategies**

a. Plug into existing baseball marketing framework—

The first strategy is to have local softball organization officials attend the winter meeting of their respective organization. These meetings generate the yearly schedule for division games, playoffs, and tournaments. They will propose the times and the selected age groups for our tournaments with the organization at the meeting. The strategy would be to maximize the number of teams by offering our tournaments at times that do not conflict with other venues. After tournament selection we use their existing database, e-mail addresses, and organizational web pages to advertise our new tournament. Their existing computer database would immediately get the news out to all programs, coaches, parents and other interested parties involved in youth baseball/softball.

b. Information packets sent to interested teams/coaches

The second strategy is to send information packets to all interested teams or coaches. The information packet will contain information about the tournament including costs, procedures and directions to the town and facility. It will also give information about our sponsors by mentioning their role in sponsoring the tournament and include any offers or discounts they might offer during the team's stay. The packet will also include a "places to stay" section describing the names addresses and phone numbers of the local motels including any special offers provided for visiting families. Also included will be a "places to eat" and "places of interest" section, with the same description of any discounts or special offers if they apply.

We will also include flyers about special activities, current local events, or places of interest while you are attending the games. Each packet would have sufficient numbers of flyers, and information sheets, so a team manager or coach could ensure each parent receives all the available information.

c. Additional strategies would include:

- Upon completion of the project, prepare a basic set of updated marketing collateral to include additional infrastructure
- Join online "brokerages" that many of these sanctioning organizations already have set up for this purpose.
- Staff a marketing kiosk at all major park events to answer questions and provide materials
- Staff marketing kiosks at regional events (Oregon, northern

- California) to answer questions and provide materials
- Identify qualified market leads and directly market the park and the community for specific events
- Create cross-marketing arrangements with out-of-area facilities
- Host community-based activities for appropriate audiences to carry our marketing message to their networks.
- Enhance and strategize current social media efforts to actively connect with target market, and provide strategic content (as opposed to hoping the target market connects with us, and providing random content)

d. Partnering with Discover Klamath—

We also are partnering with Discover Klamath to both advertise the tournaments and widen our capacity to attract visitors and increase our ability to lengthen their stay. We plan to add the Discover Klamath web page link to the Steen Sports Park Web page. We will also get the e-mail list of parents of team members and start electronic communication to ensure they have access to both our web pages. This ensures their awareness of other activities or events happening while they are in town.

11. How will we measure success of the program?

- a. We can measure success in 3 ways:
 - 1) **Completion of the fields** will create the only single venue tournament ready field in Klamath Falls. It will attract tournament teams here and boost tourism, but just as importantly, it will provide the children of town a place to play.
 - 2) **Successfully attended tournaments** will increase the reputation of Klamath Falls, as well as Steen Park, as a major destination for youth baseball.
 - 3) **An increase in revenue for the park** takes Steen Sports Park one-step closer to completion.

12. Describe any in-kind labor, discounted services in support of project

- b. The dugouts in field #6 need roofs, cement floors and paint (\$8000). Also field #6 needs an irrigation system (\$12,000). A scoreboard is to be put on the championship field (\$7,000). Field #5 needs the dugouts painted (\$500). We expect all these items to be completed using in-kind and donated labor.

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

There are two sets of partners/sponsors for this project – those involved in the infrastructure, and those who would help to market the completed project as an event venue.

c. Infrastructure partners:

Potential sponsors are the numerous local businesses that support us in the efforts to create a premiere sports facility they are: Jeld-Wen Foundation, Winema Electric, Bellett Rental, Kerns Irrigation, Alternative Expressions Landscaping, Ed Staub, Dan Kinsman Construction, Basin Equipment, Mel Stewart, Romig Associates, Henri's Roofing. Bell's Hardware, Sports Authority, Hamilton Metals, Mick Insurance, and numerous more who have helped us in the past and continue to help us today.

d. Tournament partners:

The Organizations involved in organized baseball contribute their marketing and communication structure to advertise our tournament to the various communities in Northern California and Oregon

14. For a regular recurring event identify your marketing network and it's contribution to your success.

Marketing for a sporting event is different from marketing an event like Winter Wings. Here we are not marketing to individuals. In sports you reach the individuals by marketing to their organizations and teams. So the first part of our network is the baseball organizations that will provide the out of town teams who participate in the tournaments.

The second part of our network is our local community. Community support is critical to our future and if we expect continued support from the local businesses and community members we must do a better job to "sell ourselves" to Klamath Falls. We need to let people know of our successes and emphasize our role as a community asset that does not rely on tax dollars for our existence.

Finally, we need to market with Sky Lakes and their wellness program and take our natural role in programs that support a healthy Klamath.

Klamath County Tourism Grant
Steen Sports Park Softball Field Completion
February 15, 2015

The mission of the Steen Sports Park is to create a premier sports destination for individuals and families from throughout Oregon and Northern California. As the park adds additional facilities it will be able to host tournaments in baseball and softball during the spring and summer months. The requested funding will be used to complete three softball fields and commence with the development of a fourth field. These fields will allow the park to host softball tournaments this summer. Consequently, the investment will pay dividends almost immediately in additional motel and restaurant revenues as well as increases in lodging taxes being collected by Klamath County.

A three field softball complex can easily handle an eight team tournament. Most softball teams will carry between 12 to 15 players and another two to three coaches. Additionally 5 to 10 individuals will travel with the team as fans. Consequently, each team will bring about 25 individuals to Klamath Falls. An eight team tournament will then bring 200 individuals to the area that will need temporary housing (motels/hotels) and food from either restaurants or grocery stores. A conservative estimate is that an 8 team softball tournament should bring about \$10,000 in revenue into the community. If an additional field is added, 16 team tournaments could be hosted and the amount of revenue to the community would double. There is money to be made in hosting sporting events; therefore, an investment in the Sports Center will pay-back to the community. It should also be noted that most softball tournaments run for three days and it should be anticipated that teams with early morning games will come to Klamath Falls the evening before the tournament begins and the best teams in the tournament will probably stay overnight the day of the championship games. Thus a three day tournament becomes a 5 day event for the collection of revenue for the Basin.

The Steen Sports Park has the ability and the manpower to complete the additional fields but it needs the cash to cover the costs of materials and supplies. The park has a long list of volunteers who will "step-up" to see this project completed. Furthermore, the park director, Dave Steen, is a man of integrity who will insure that the fields are completed in a timely manner so that the park can expand its user fee revenue and thus continue to build out the facilities for continued economic development of the Basin through sports venues. Evidence of the ability of the park to complete tasks is offered by the long list of volunteers that will help complete the fields and the successful completion of the existing area.

The budget is realistic as these dollars will be used to leverage other donations to allow completion of the fields in endeavors ranging from the adding of irrigation and planting of grass to the erection of backstops and building of fence around the fields. The Steen Sports Park is a not-for-profit organization and it does not have a significant payroll. Thus, it does not need large sums of money to operate and therefore does not charge significant fees for usage. If there is a weakness to the park it is that it is not as widely known as it should be because of the quality of the park. Regional soccer and baseball/softball communities know of the field but the plans are to eventually add basketball, rugby, and swimming facilities that will allow year around sporting events to be hosted in Klamath Falls. People who use the park know of it but others who do not may not even know it exists and that is a possible weakness that will need to be addressed after this grant is fulfilled. Generally marketing is one thing but network marketing is an entirely other matter.

If the fields are completed, Steen Sports Park has a verbal commitment to host the NAIA regional softball tournament for west coast Division II teams. Furthermore, other large regional softball and baseball organizations would like to have tournaments in Klamath Falls. Klamath Falls has great summer weather and because of the elevation the ball will travel farther which makes for exciting contests. Klamath Falls could easily become a hub for baseball and softball through the networks associated with these sports and the existing connections with staff at the park.

Many private donors have gifted to the park and those dollars will be used along with this grant to insure that the facilities are completed. For example, the park recently secured fencing from the Jackson County Department of Parks and Recreation. This fencing was secured for the cost of moving it from White City to Klamath Falls. Private donations supported the purchase of fuel and the rental of a trailer to transport the material to Klamath Falls. Steen Sports Park does its best to use each dollar gift to the best for the organization and these grant dollars will be used with other donations to insure the fields are ready for summer tourneys.

Regarding Community Support, the Steen Sports Park Board offers the enclosed letters for the review committee to examine. More and more people understand the advantages that park expansion can bring to the community and these letters are only a small fraction of the individuals who could offer support for this expansion grant.

In-kind support for this grant will be gained through the hours of work that will be performed by volunteers as well as the organizations that will donate equipment for the completion of these fields. Organizations like Bullet Rentals will provide equipment and organizations like Rocky Mountain Construction will allow workers to help operate equipment for the project. These are just a few of the ways "in-kind" contributions will occur in support for this grant. It is anticipated that "in-kind" donations will be greater than the dollar amount funded through this project.

Evidence of the positive economic impact of this grant will be offered by the number of individuals engaged in the use of the facilities who are also staying in the area for the contests. It is anticipated that this research will occur during the events as part of the registration/admissions process. The data collected would then be presented to the grant selection committee as the end of the calendar year 2015.

In closing by supporting this grant the Klamath County Tourism Executive Director and Board will be:

- completing the addition of three baseball/softball fields at Steen Sports Park
- increasing the likelihood of attracting significant numbers of softball/baseball tournaments to Klamath Falls in the spring, summer and fall months of the year
- increasing the inflow of tourism cash as the ball players are not always going to be at the fields and thus they will want to explore other venues of the local community
- helping the Sports Park increase its user fees and thus support its further development and increased positive economic development for Klamath County
- creating the only single venue tournament ready facility in Klamath County. In other words tourney participants will not have to leave the park for games and that is very advantageous for teams
- able to advertise Klamath Falls as a developing sports end destination location for softball and baseball and in the future basketball, soccer and eventually swimming

Thank you very much for your time and interest in processing this grant. I look forward to meeting with you to discuss any and all aspects of this proposal.

Sincerely and Respectfully,

Board Chair
Steen Sports Park

ELECTRICAL CONTRACTING
735 COMMERCIAL ST. | P.O. BOX 173 | KLAMATH FALLS, OREGON 97601
PHONE (541) 884.7796 | FAX (541) 884.0937



To Whom It May Concern:

We believe that the Klamath Community Sports Complex (Steen's Sports Park) is a tremendous asset to our community. Over the past 14 years the complex has fulfilled the needs of Klamath County residents as well as visitors from surrounding areas in a professional and positive sports atmosphere.

Some of the events have included multi-day soccer tournaments for youth & teens of all ages on the indoor soccer fields as well as night lit outdoor fields. These events have fallen on weekends which bring families to Klamath Falls throughout the state of Oregon and surrounding areas. The use of motels and restaurants becomes essential which stimulates our local economy.

Steen's Sports Park also serves as a baseball / softball venue. College, High School, Babe Ruth and Little League teams currently use the facility for indoor hitting practices and seminars. With the completion of three multipurpose fields added to the park it will not only increase the use of the park but will again stimulate our local economy when teams and their families travel to the Klamath basin for games and tournaments.

Winema Electric Inc. has made several in-kind donations over the past 14 years because we believe in the facility and the positive attitude it brings to our youth and their families. We would not donate unless we strongly believed in what good the Sports Park brings and does for our community.

We hope that you would consider the improvements to Steen's Sport Park an asset that will benefit our community for years to come.

Sincerely,

A handwritten signature in black ink, appearing to read "William L. Schmeck". The signature is fluid and cursive, written over a light blue horizontal line.

William L. Schmeck

President

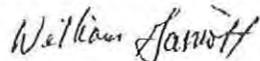
February 16, 2015

To whom it may concern,

We (J.W. Kerns) support Steens Sports Park for the application of the \$50K grant. The Sports Park is a very important part of this community as it services and supports the entire Klamath County. Being the only one like it in Klamath County, it gives the kids and adults in our local area and outside areas a place to do various activities. Klamath Falls has a strong outreach to our neighboring communities that do not have the ability to construct or fund these type of facilities. Some of the communities we serve and support are Dorris CA, Tulelake CA, Newell CA, Dairy OR, Bonanza OR, Lakeview (Lake County) OR, Beatty OR, Bly OR, and Chiloquin OR. Several players drive in to Klamath Falls to receive top-notch coaching and a higher competitive experience or challenge. As our sports programs continue to grow so has the need for an upgrade and completion of our sports park to support our customers' needs. Baseball/Softball has been greatly successful in our community (several State Championships and Club Championships) which attracts competitors seeking premier competition and collegiate coaches seeking their future signings...a golden place to house tournaments. With the expansion of the park we can attract more people with tournaments and events which would help bring money in to our community with an end result of boosting our local economy. Klamath Falls has the infrastructure to assist in making these events a success and a positive experience. Klamath Falls is also near the Lava Beds National Monument and the beautiful-breathtaking Crater Lake National Park which receives tourists from around the world.

Thank you for your consideration as we urge you to strongly consider Steens Sports Park for your grant.

Very Respectfully,



William Garriott

President



Alternative Expressions Landscaping

5315 Mason Lane - Klamath Falls, OR, 97601.

Ph. -541-884-0528

E-mail - alfexp@charter.net

LCB# 7314

February 17, 2015

To All Concerned.

My name is Raymond Miller and I am writing this letter in support of the Steen Sports Park. I have been personally and professionally involved with the development of this great asset since 2001. The management and the board of directors are dedicated professionals focused on the success of this Oregon gem but also how it promotes the heart of the community and the economic benefits. Many, many entities have donated largely to the belief of this mission. Personally, I have donated more than \$40,000.00 through in-kind donations. As a former ball player in the 70's, I dreamed of a facility like this. Not only is the batting facility a first class set-up, the players having access to one of the best Hit coaches in Oregon, Dave Steen. When our children and parents are engaged in these types of activities the results are all positive. We have to give our children the opportunities they deserve for their health and the community as well. Positive activities yield positive results!

Sincerely, Raymond Miller



CITY OF KLAMATH FALLS
PARKS & RECREATION
226 S. 5th St. – P.O. BOX 237
Sister City – Rotorua, New Zealand

PHONE (541)883-5391 – TDD (541)883-5324
FAX (541)883-5390

February 19, 2015

To Klamath County Tourism Grantors:

Please accept this letter as our support of the Steen's Sports Complex capital improvement projects.

As you know, this is the only multipurpose sports venue in Klamath County. Similar venues in Bend, Grants Pass and others see thousands of visitors coming to their communities for healthy tournament play. While in those towns, the number of heads-in-beds increases dramatically, with millions of dollars appreciated annually.

The Sports Complex has done a remarkable job of building facilities, primarily through generous donations, from those who recognize the near and far reaching benefits that only this multipurpose venue has to offer. Operations and maintenance are run on barely a subsistence level, again attributed to many who volunteer time, or accept low pay, for the good of the cause. Klamath Falls City Parks has provided an annual maintenance donation of \$4000, for many years, and would enthusiastically contribute more if able to do so. City Parks and the Complex occasionally share maintenance equipment and knowledge, both in a cooperative partnership to help the other better serve our community.

I believe it is time for all of us to realize the potential this venue has to offer Klamath County, and decidedly support building additional facilities at the Complex. The longer we wait the more enjoyment and money we miss out on. Let's get on track and get this going!

Sincerely,

A handwritten signature in cursive script that reads "John Bellon".

John Bellon, City Parks Superintendent
City of Klamath Falls Parks Division
226 S. 5th St.
Klamath Falls, Or 97601
Fax: 541-883-5390
Phone: 541-883-5391
Email: jbeldon@ci.klamath-falls.or.us



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541-947-5871

541-526-1827

541-664-1270

www.klamathbasinequipment.com

To Whom This may Concern,

We here at KBE would like to see the sports park finish their remaining fields that will complete the whole park. It is a great attraction for out of town visitors because there is always something going on there. They have nice park for kids to play on while the parents are watching baseball. It is well taken care of and is a great way to get our youth into a fun sport and keep them active.

We would like to get another "draw" for the basin, every dollar received turns 7 times. We live in a rural area, great place to retire as well as raise children. We need more for our own youth to do. This would add more value to our town. KBE has loaned, rented, sold and given many things to help move Steens vision forward. It would be great to see it finished and running full throttle. Everyone will benefit, even if it doesn't hit us directly the residuals will. KBE feels that this would be a great thing for Klamath Falls and will bring more money to the town by having such a great tourist attraction, even possible national attention.

Thank you Kindly,

A handwritten signature in black ink, appearing to read 'Ron Linman', with a long horizontal flourish extending to the right.

Sales manager/Owner

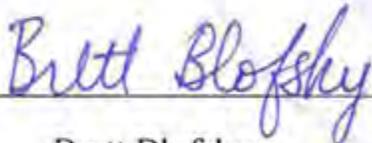
Ron Linman

Dave Steen
Steens Sports Park
4500 Foothills Blvd.
Klamath Falls, Or. 97603
02/19/2015

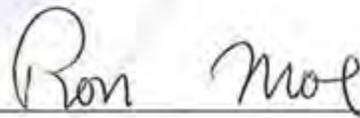
Dave

Thank you for your help in supporting our programs here at REACH Inc. your willingness to partner with us on vocational training and work experience for people with intellectual and developmental is very important to us.

We feel that Steens Sports Park since its inception has been a huge asset to the Klamath Falls community, from bringing people from outside the area for recreation to providing a safe clean environment for our local youth to play and grow, We at REACH Inc. commend you and thank you for your outstanding contributions toward a better Klamath Community.



Brett Blofsky
Executive Director



Ron Moe
Community Employment

February 17, 2015



Sports Authority
2870 South 6th St.
Klamath Falls, OR 97603

To Whom It May Concern:

Please accept this formal letter of support for Steen Sports Park on behalf of Sports Authority. Sports Authority opened our Klamath Falls retail store in 2013 and has been a supporter of Steen Sports Park since we opened.

By completing the three multipurpose baseball/softball fields, the complex will be able to draw more tournaments to the Klamath Falls area. The influx of tournaments will mean more visitors, more hotel stays and more discretionary dollars coming to area Klamath Falls businesses. Besides Sports Authority, other retailers and restaurants will benefit from this expansion. There is huge demand for tournament ready facilities such as this, and Steen Sports Park can be a premiere destination for the many tournaments throughout the region.

Sports Authority is proud to align with Steen Sports Park, and we hope to see it grow and evolve in the coming years.

Thank you,

Tricia Strauch
Community Marketing, Oregon
Sports Authority
tstrauch@sportsauthority.com

Crystal Bundang
Store Manager, Klamath Falls
Sports Authority
cbundang@sportsauthority.com

February 25, 2015

To Whom it May Concern:

Steen's sports park has been a vital part of our community not only on a community level but also individually. Personally the greatest example are the batting cages, growing up thru little league, babe ruth and high school baseball it is hard to beat the training facilities let alone for less than \$ 100 per year. When we would go to Medford and drop in at the batting cages it was real easy to drop \$ 40 in less than ½ hour. Sometimes as a community we do not know how good we have it.

Add to this the complete facility not just for baseball but all sports, not just for children but for every age including adults. Quite often when we go up there it is not uncommon to see several adult couples walking the trails and enjoying the park. The uses for the community extend well beyond what we realize from baseball to softball to soccer to indoor football to skateboarding to trails and the list goes on and on.

To continue to grow Steen's Park and the community, three multipurpose baseball/ softball fields are needed to attract summer baseball and softball tournaments to Klamath Falls. Obviously this would increase tourism and user fees. Because of the location and the completeness of the facility it would be easy to see it become the only single venue tournament ready facility in the Basin. Many tournaments we go to are in Medford and Redding due to the completeness of their facilities. It would be nice to keep the support at home and provide that to not only our community but to others who come here.

Sincerely:

Tim Lancaster

Tim Lancaster

BULLET



RENTAL & SALES, inc.

5900 So. 6th Street, Suite B • Klamath Falls, OR 97603 • (541) 885-5555 • FAX (541) 884-1532

February 24, 2015

Re: Letter of Support

Grant Committee Members;

Please accept this letter of support for the grant application being submitted to you today. The grant would enable Steen Sports Park to construct additional fields, benefiting the families of Klamath Falls as well as all of Klamath County. This unique park, being the largest venue in the county of its kind has given children and their families a place to go and do something together. The park promotes a healthy and active lifestyle while in a safe area for all. If the park can continue to expand both the variety of sports that are offered, while keeping up with development of the park, it will broaden its outreach to more and more people. This in turn will bring more people to visit the area offering businesses such as restaurants, retail stores and motels a benefit.

In conclusion, I fully support the efforts of the Klamath County Youth Sports Complex Board as they seek funding to support and expand a program that promotes health, fun and family unity.

Sincerely,

Sophia Homfeldt,
Corporate President - Bullet Rental & Sales, Inc.



Ed Staub & Sons
Energy. Community. Service.

Support Center
P.O. Box 850
1301 Esplanade
Klamath Falls, OR 97601

Phone: 541-887-8900
Fax: 541-887-8576
Phone: 800-435-3835
www.edstaub.com

February 18, 2015

Re: Steen Sports Park

To the Grant Advisory Council:

It is my pleasure to be writing this letter on behalf of Ed Staub & Sons to express my full support of the Steen Sports Park. With its vast array of attractions we feel that the complex greatly benefits our community. With the opportunity to draw out of town visitors, as well as serve our local community, the park is a very sustainable asset for the businesses and residents of Klamath County.

Steen Sports Park has the capability to host many different functions. Sports being the obvious attraction, the facilities stay busy hosting games from youth to college ages. Oregon Institute of Technology has the opportunity of using the playing fields for collegiate games and indoor practice facilities to stay at the top of their game. Every team that comes to play against an OIT team is from out of town. The majority of the teams coming to visit will need to stay at least overnight at one of the many hotels in Klamath Falls, dine at our restaurants, and purchase fuel at our local pumps. This is a huge boost to our local economy.

Along the same lines as the college sports, youth and high school age sports can also have the same out of town draw to the Steen Sports Park. With concessions on site, adequate parking, and quality playing fields, tournaments at the park should be a major attraction. With the youth and high school ages, families tend to make family trips when they must travel out of town to tournaments. Again, staying in our motels and eating at our local restaurants. With the major outdoor attractions Klamath County has to offer from, Crater Lake to the Lava beds, families should leave Klamath County with a lasting impression in their minds.

With all there is to do outside at the Steen Sports Park, there are just as many reasons to visit the park for indoor use. From being able to have indoor practices when there is inclement weather, playing indoor soccer games, or hosting fundraiser events. The indoor facilities are top notch and the fundraising events can draw many people from out of town.

I fully support the efforts of the Steen Sports Park. This facility is superior to others around and Klamath County is very fortunate to have such an attraction.

Sincerely,

A handwritten signature in black ink, appearing to read 'Brad Staub', written over a light blue horizontal line.

Brad Staub
Vice President
Ed Staub & Sons

February 24, 2015

To Whom It May Concern:

It is my pleasure to write this letter in support of all that is the Steen Sports Park! I have been involved in activities with my three children at the park over the years. I have contributed financially whenever I could.

My first child, Jordan, used the facilities for baseball activities starting with Little League and continuing through Klamath Union High School baseball. The wide variety of baseball fields available at Steen Sports Park enhanced his experience as he moved up in ability. He also had the opportunity to work personally with Dave Steen. Jordan learned not only baseball skills but life lessons as well. These continue to serve him well in college!

My other two children have been involved in various activities at the indoor soccer arena as well as additional baseball activities. My wife and I also take advantage of the walking path to help stay in shape. This may sound selfish but Steen Sports Park has been really good for me!

We in Klamath County have sometimes been denied opportunities available to our larger metropolitan neighbors. I am encouraged to see a renewed sense of pride in our community and the effort to improve our image among potential new residents. The recently approved bond measure to remodel Klamath Union High School and its facilities is one example of a positive step forward.

The same is true of Steen Sports Park. What a truly wonderful resource we have! Klamath County residents should be proud of what has been accomplished. I am ever amazed at the quality of the facilities and improvements that have been made. I am excited to see what is next! Please let me know if you have any questions.

Sincerely,

Neil M. Walle, DDS., MS.

February 18, 2015

Regarding expansion of the Steen Sports Park

To whom it may concern,

I have been involved in Baseball for approximately 25 years. I have coached for Baberuth, Little League, and most recently a 12U Travel Team here in Klamath Falls Oregon. Last season my 12U boys Travel Team played 13 games. We were new to travel ball, and raised money to help fund the expenses associated with traveling to these tournaments.

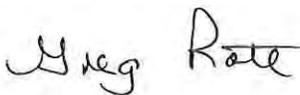
Out of the 13 games we played, none were played in Klamath Falls. We played in Redmond and in Medford Oregon. What I soon came to realize, is that we have a facility that would allow us to bring these tournaments to Klamath Falls Oregon. An example of this opportunity is that there are already over 30 teams attending the Baseball Tournament in Medford Oregon at the end of February. The March tournament has 30 teams attending as well, so you can see the potential for large groups being brought into the Klamath Falls area.

I believe that completion of the Steen Sports Complex is a great opportunity to increase travel to Klamath Falls. I can tell you speaking from myself, that the money my team raised went to pay for the entry fees to the tournaments. We stayed at local Motels, we purchased fuel, and ate out for almost every meal. It was common at these tournaments when paying at the gate, you would be handed a list of places to eat, and other things to do while you were there for the tournament. Several places offered discounts, and we used these frequently.

Steen's Sports Complex is the only location where these type of tournaments can be hosted. Completion of these fields would provide Klamath County a huge opportunity. Summer time Baseball in Klamath Falls, offers teams from both north and south a central location to play out of the 100 plus degree temperature.

Medford Oregon Parks and Recreation offers a lot of these tournaments. They have seen the value to having these games played in their local area, and the amount of revenue it brings to Jackson County. We have the same opportunity here in Klamath Falls Oregon. By using Steen Sports Complex we have the same amount of fields available to us to run a quality tournament.

Sincerely,

A handwritten signature in black ink that reads "Greg Rote". The signature is written in a cursive style with a large, prominent "G" and "R".

Greg Rote
VP Klamath Youth Baseball and Softball.

MICK

Insurance Agency, Inc.

541-882-6476 • Fax: (541) 273-2364 • 4509 S. Sixth St., Suite 110 • Klamath Falls, OR 97603-4867

February 17, 2015

RE: Completion/Expansion of Steen Sports Park

To whom it may concern,

I have been involved with Baseball in Klamath Falls for over 30 years. Over this time, my involvement has transformed from player to spectator to coach. Five years ago I began coaching boys teams under 12 years old. I now coach Baseball at the High School level, and I also coach youth boys, and 12 year old girls (softball).

This year, my 12 year old girls team will play approximately 50 games between April and July, but only 6 of those games will be held in Klamath Falls. Our out of town games and tournaments will be held in places like Medford, Grants Pass, Redmond, and Junction City. At each of these tournaments, my family will stay overnight at the host city.

Two years ago my 12 year old boys team played 42 games between May and August, but only 2 of those games were held in Klamath Falls. We played in Medford, Carson City, Bend, and Sacramento.

Every year, multiple other coaches in Klamath Falls experience similar situations. The players, parents, and coaches would love to play more games locally. Unfortunately, it has never been feasible to organize tournaments here. All of the locations that we travel to host tournament at complexes with multiple fields so that many teams can come together and play multiple games over a 2 or 3 day weekend. A typical tournament could host anywhere from 12 teams to 70 teams, and when these teams are younger (under 14) you would typically expect the majority of the parents to accompany the teams.

The Steen Sports Complex provides a unique opportunity for Klamath Falls to host similar tournaments once their fields are completed. I can say with confidence that teams in Northern California would love the opportunity to play games and tournaments in Klamath Falls especially during the months of July and August. And, that teams from Bend, Eugene, and Portland would love the ability to play against teams from California, with Klamath Falls being a great meeting place.

After participating in both boys and girls tournament over the last 5 years, I believe that the hardest thing about hosting a tournament, is getting access to an adequate facility. You must have multiple fields in close proximity to each other, and those facilities must be well maintained (because teams are not going to travel to a tournament and risk an injury due to a poorly maintained field).

Once you have the facility, it's really about communication and finding a good weekend to get teams to visit your facility for the first time. Most of the coaches at this level see all of the other coaches every weekend, so there is plenty of opportunity to promote a tournament to a captive audience. There is a great deal of incentive for local coaches to promote tournaments in Klamath Falls. Once you host a successful tournament, everyone remembers it and they put it on their calendar to return the following year.

I believe that completion of the Steen Sports Complex is a great opportunity to increase travel to Klamath Falls.

Sincerely,
John Mick



February 18, 2015

Steen Sports Park
4500 Foothills Boulevard
Klamath Falls OR 97603

RE: Additional Fields Needed.

As an active participant involved with youth baseball and sponsor of adult softball I have first had experience with baseball and softball. I have traveled to Sothern California, Oregon and Washington with youth baseball programs.

An active youth baseball program could see as many as 75 games in a 5 month season. With most of the games being in a tournament setting with 8-20 teams attending the tournament. Most tournament having multiple age groups.

The teams, that I was associated with, consisted of 12 players on a team. These players traveled with parents and would require Lodging and meals for the duration of the tournament.

Most of these events required early registration with secured deposit months before the event took place as they would sell out early.

Many other teams would consider the opportunity to come to Klamath. Klamath's weather offered a pleasant temperature during the summer months that was not found in California and Medford. Currently we could offer double header games or the possibility of a round robin style events in Klamath. We found that this was tempting for some teams but often finding out that teams would rather play in a tournament style setting where they could get 4 or more games in a weekend. The facility offering 5 or more fields in a close proximity to each other was something that Klamath Falls was unable to offer to allow for the tournament style play.

What we found common among the towns that we traveled to is the Lodging had to be reserved prior to the event because they would have no vacancies during these events. We also found that restaurants would be busy before, after and during the events as players and parents needed two to three meals a day as the events went on.

Living in Klamath I have realized that this town has many things to offer the residents unless you're a child that want to play in a baseball tournament. Klamath could easily be the destination that baseball and softball teams talk about hoping to get the chance to make the tournament that is offered here in our town.

Thank You

Dan Graham