



MONTHLY REPORT

Report provided by
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MARCH | UPDATES

PROGRAMS UPDATE

- ETE Swim lessons- 103 Elementary students!
- Spring soccer
- School closure
- Ayurvedic cleanse- 21 people!

FACILITIES UPDATE

- Roof leak- crack to be sealed during deep cleaning in May; \$1-1.5k
- Hallway door quote came in at \$6k, exploring alternative options
- Weight room mirrors- installed on 3/13
- Asset Management meeting scheduled with Tolin on 4/14

OPERATIONS

- New Lifeguard Lead, Phil, was promoted effective 3/24
- Food and beverage sales have increased over 300% since the purchase of the drink cooler!

TRAINING & SAFETY

- Terri will be getting Single Pitch Instructor certified in April to keep up with the growing climbing programs.
- Cameras- can get partial grant funding from insurance company

FINANCIAL & GRANTS

- Bank transfer update- sign paperwork
- Summit Foundation- grant application started on 2/17. Requesting 10k for a barrel sauna. Submitted.
- Congressional Funding- initial app due on 4/18

SPRING CLEANING

- May 5-13
 - Volunteer sign up

SALES REPORTS

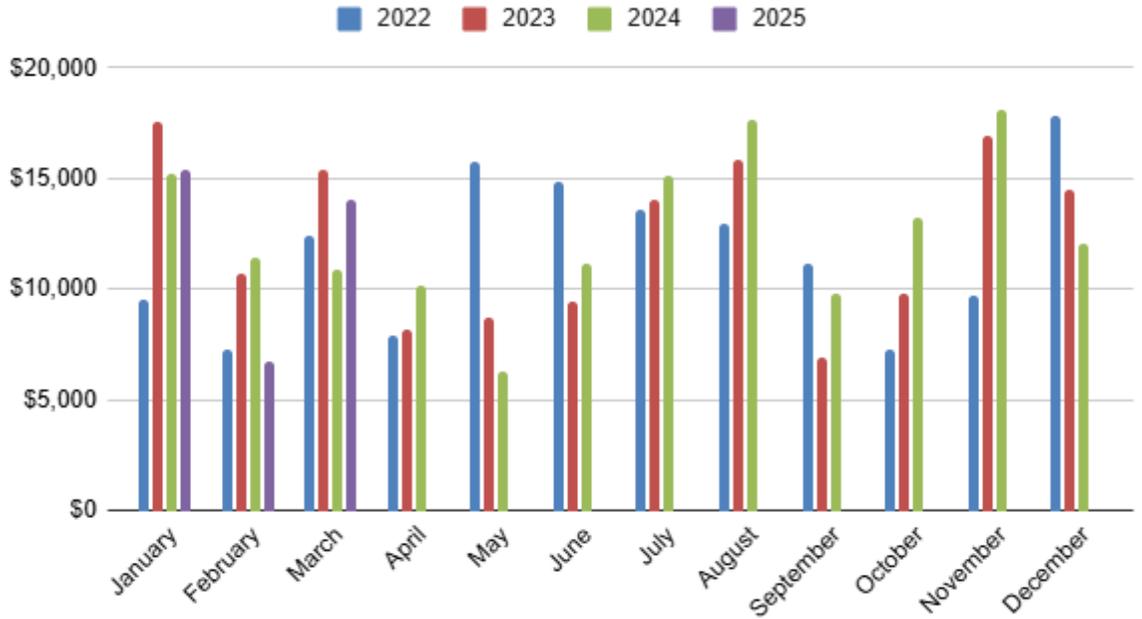


SALES

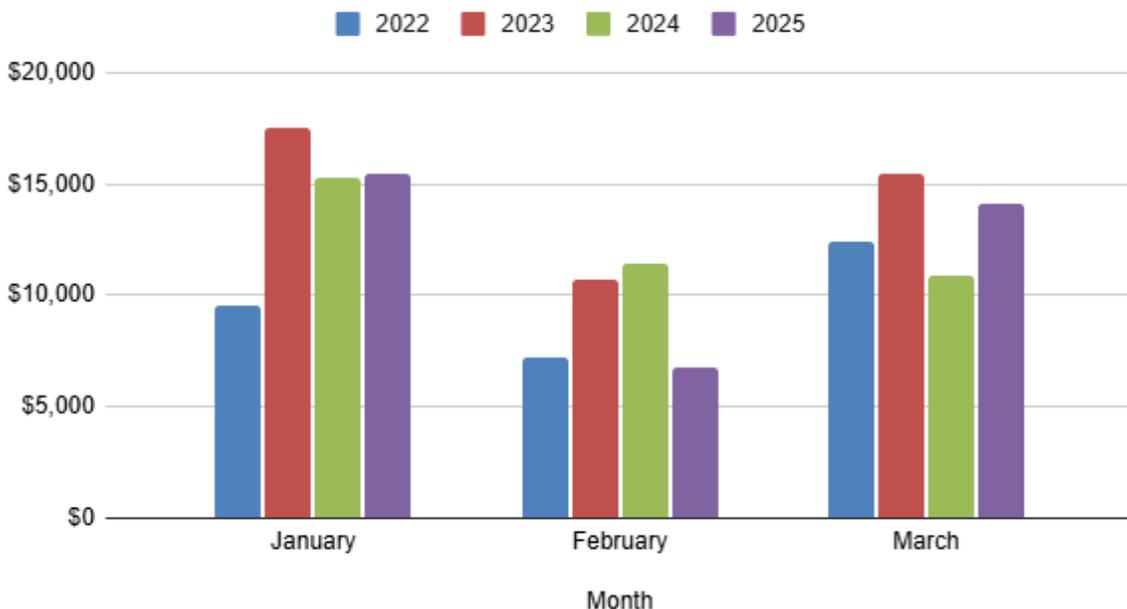
REC DESK | Q1 2025 SALES: \$36,228.19

REC DESK | Q1 2024 SALES: \$37,489.40

ANNUAL COMPARISONS



ANNUAL COMPARISONS | Q1



*Please note that these sales reports only reflect what is sold through Rec Desk.

EXPANSION PROJECT | UPDATES



FUNDING

- Gates Family Foundation- meeting with grant coordinator on 3/26
 - may be a great supplemental grant for capital
- CO Health Foundation- will meet in two weeks
- Monthly meetings with Tom Flanery, Town of Fairplay's Grant Coordinator
- CRC Funder Connection El Pomar on 4/16
- Dyer Public House- 3rd Thursday Fundraiser (6/19, 7/17, 8/21), 20% of proceeds are donated to our Expansion Project! Good time to present renderings to community.

PROJECT PLANNING

- Potential of a phased project
- Have had several contractors reach out to help/bid. Keeping a log of companies.

RESEARCH

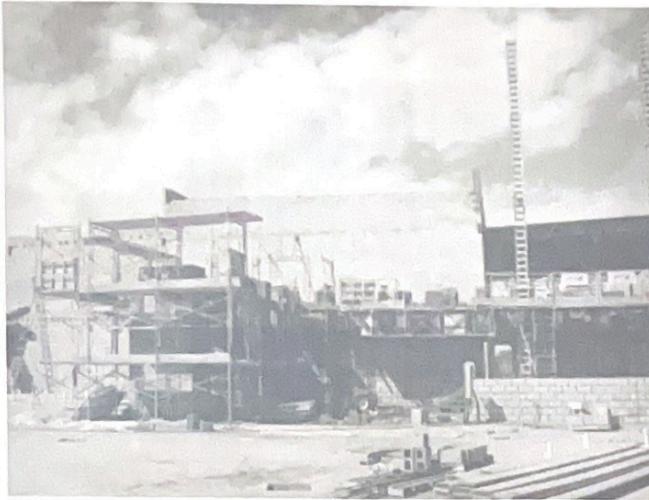
- Apex Parks & Rec
 - hired a Director of District Services and an Assistant to oversee projects
 - Provided monthly project updates to Apex staff
- See "Capital Campaign" prep article below.

More detailed meeting notes are available upon request



Capital Campaign: Phases to complete before applying for a grant

- **Carry out a feasibility study**, which helps you understand how your prospective donors and stakeholders perceive your organization. Identify the benefits and outcomes that will result if you successfully carry out the campaign, and present those to potential donors. Do donors understand the importance of what you are proposing? Does your organization have the capability and capacity to successfully carry off the campaign? Are there enough financial resources available to potentially support your organization? Often, an outside consultant leads this study, conducting interviews with stakeholders of your organization (staff, donors, board members), grantmakers and other major funders.



- **Create capital campaign committee of your board and key volunteers** to decide whether or not to move the project forward. The committee oversees the implementation of the campaign.
- **Create very specific plans to renovate or purchase a building.** For a new building, you need to nail down a location first, along with architectural plans and cost estimates. Also create opportunities for naming buildings, rooms, and major design elements.
- **Build a case statement that carefully demonstrates why your organization needs to expand**, how your constituency will benefit, and what specific results you will achieve. For example, the Lighthouse Literacy program

wants to build new classrooms for its afterschool program. It would first identify how current services improves the behavior and academic skills of hundreds of children. Lighthouse Literacy would then speak to how many children are turned away because the building is too small, or the facility is outdated. It would

describe how there are no other options for those students to receive tutoring. It might include student scores on standardized tests and graduation rates to show the failure rate if no services are available.

- **Begin to solicit funds from major donors.** This fund-raising period is typically referred to as the quiet phase of a capital campaign. The idea is to attract some major lead gifts to launch the campaign.
- **Make your campaign public, and continue to solicit support from individual donors.** With one or two exceptions, most major grantmakers will not award a grant until the organization has raised close to 50% of the capital budget. In other words, grants are awarded only after the organization has done the hard work of cultivating major gifts from its own donors.
- **Begin to solicit grants, but always contact or meet with funders before sending the request ♦**

Why a new or young nonprofit should not carry out a capital campaign

We get a lot of calls from young nonprofit organizations that want help writing grant proposals for a capital campaign. It is very rare for us to accept the work, as it's almost never the right option. Frequently, our help is requested before an organization has conducted the essential elements of planning and carrying out a capital campaign.

In only extremely rare instances is a capital campaign the first activity of a new nonprofit organization. Capital campaigns are carried out by organizations that have a history of success in the community, have strong support from an existing donor base, and are already known to foundations and grantors. A new organization is better off renting a facility to start its operations, generating results, building community support, and gaining the technical expertise to grow the group. A capital campaign will fail for a new organization ♦