

**Print**

**Klamath County Economic Development Grant Application - Submission #1349**

**Date Submitted: 9/30/2020**

**Title of Project\***

Treasures Storage Containers

**Funds Requested\***

3920.00

**Grant Manager/Contact\***

Rachel Throne

**Organization Applying\***

Klamath Hospice

**Applicant Type\***

Please check one

Non Profit

Private Business

Tribe

Other

**Phone Number\***

541-882-2902

**Email Address\***

rthrone@klamathhospice.org

**Address**

4745 S 6th Street

**City**

Klamath Falls

**State**

Oregon

**Zip Code**

97603

**Brief Description of Project\***

Treasures, the Klamath Hospice thrift store, is in great need of two weather tight, lockable containers to store merchandise donations from community donors. The sales floor was recently expanded by utilizing space used for storing and sorting donated items. The expansion was necessary to improve merchandise rotation and increase display space; and as a result, increase sales. The purchase of two containers would provide the much needed storage to temporarily store donations until they can be brought to the sorting area for processing.

Also provide a project schedule if possible.

**Explain the source of all funds for this project\***

We already have a generous donor who has offered to cover the required 30% match for this project. Any funds not covered by the grant and donor will be supplemented by store revenue.

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

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

County funds and donor cash match will pay for two 8' x 20' weather tight, lockable containers. Any funds not covered by the grant and donor will be supplemented by store revenue.

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

**Identify the specific economic development benefits from this project\***

Additional storage will allow for the acceptance of more donations, resulting in the need for additional employee hours and additional revenue to use for providing valuable services to our community.

1) Additional storage for donated items will help increase revenue. In November of 2007, the store was moved which almost tripled its square footage. Sales increased 55% in the first year. Then in January of 2014, the store was moved again increasing the store's square footage from 4,000 square feet to 14,000 square feet. Sales increased 98% in the first year after that move. The store's customer base has drastically increased over the past decade and even attracts customers from other states. We now have repeat customers from other states who visit us every time they come to visit family and friends.

2) Increased merchandise has proven to improve employee retention and will positively impact the future addition of jobs. The store had one employee, a store manager, until the big move in 2014. The store has added 15 more positions in the past six years to help process the additional merchandise and cover the store's increased hours of operations.

3) 100% of all store profits are directly invested back into the programs and services Klamath Hospice provides to our community. As a nonprofit organization, many services are provided to our community free-of-charge and hospice, palliative care, and bereavement services are always provided to those in need regardless of their ability to pay.

Reference to economic development objectives in section 5 in grant memorandum

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

This project fulfills the key elements of the strategic economic development plan. Community development is accomplished through increased local business that supports the community programs Klamath Hospice provides. In the past six years, Treasures has continually expanded and retained local jobs and has a strategic plan that includes creating new jobs in the near and long-term future. Employees and volunteers alike receive training in various areas of the retail business, including inventory management, operating cash registers and handling money, mastering organizational skills, displaying merchandise to increase sales, and providing exceptional customer service. The skills they learn and job training they receive has allowed many of them to move up their career ladders, encouraged some to attend or return to college, and helped high school teens gain the skills they need to do either.

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

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

Treasures thrift store was started in 1998 to help support the programs and services Klamath Hospice has provided to the Klamath Basin and Northern California since 1982. The Executive Director of Klamath Hospice who oversees Treasures, Rachel Throne, has been with the organization for 15 years (the first nine years were as the Financial Manager). In those 15 years, thrift store sales have increased 933%. The Store Manger, Lauren Hobbs, has been with Treasures for 5 years. The number of employees has increased from one when she first started to 16 today due to the success of the store.

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

Press release, Facebook post, and bi-annual newsletter to over 3500 local community members

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

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

Thank you for investing in our community.

**Supporting Docs (put them all in one file)\***

KCED Supporting Documents.pdf

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

**Insurance Requirements**

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

**Electronic Signature Agreement\***

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

I agree.

**Electronic Signature**

Rachel Throne

**Date and Time\***

9/30/2020

12:45 PM

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

	Committed	Pending	Total	Actual	Comments/Explanations
<b>INCOME</b>					
County Grant Request		\$ 3,920.00			
Cash Revenues -					
Source: Donor		\$ 1,680.00			
Source:					
Source:					
Total Cash Revenues	-	\$ 5,600.00	-	-	
In-Kind Revenues:					
Source:					
Source:					
Source:					
Total In-Kind Revenues	-	-	-	-	
Total Revenue	-	\$ 5,600.00	-	-	
<b>EXPENSES</b>					
Cash Expenses -					
Personnel costs					
Travel costs					
Materials and supplies					
Professional services					
Other: 2 Storage Containers	-	\$ 5,600.00	-	-	
Other:					
Other:					
Other:					
Total Cash Expenses	-	\$ 5,600.00	-	-	
In-Kind Expenses					
Labor					
Other:					
Other:					
Other:					
Other:					
Other:					
Total In-Kind Expenses	-	-	-	-	
Total Expenses	-	\$ 5,600.00	-	-	
Net Income<Expense>	-	-	-	-	

**NOTES**

**Be as specific as possible; provide explanation to help clarify budget items**  
**Use the "Actual" column when preparing your final report; submit this form with the final report**  
**Use additional space or lines if necessary to provide complete information**  
**Value all volunteer labor at \$12.50 per hour for in-kind revenues and expenses.**



## Klamath Basin Senior Citizens' Center

2045 Arthur Street, PO Box JE, Klamath Falls, OR 97602

541.883.7171

September 30, 2020

Klamath County Economic Development Grants Review Committee,

Klamath Hospice has developed a very successful business we know as Treasures. This operation is one of the means used to raise operating funds for their organization which those of us at the Klamath Senior Center have come to value as one of our most valued collaborating partners.

Klamath Hospice has reached out to partner with many other service organizations to make our collective services some of the most efficient and effective.

I believe we all know the value of Hospice services to the entire community and especially to the older adult population in which many of our elderly neighbors would be facing their death alone were it not for their services.

It is incumbent on all of us to support the Treasures operation and the many other efforts Hospice makes to raise funds for their nonprofit organization. Any opportunity to bring to their operation support from the economic development sector is clearly warranted and will bring a significant return on your investment in community services. Hospice and its many partners clearly work to improve the livability of the Klamath community. They have my wholehearted support and I would encourage yours.

Sincerely,

Marc Kane

*Executive Director*



Bear Technologies  
708 Loma Linda Drive  
Klamath Falls, Oregon 97601

September 27, 2020

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

To Whom It May Concern,

This letter is in support of Klamath Hospice's request for grant funding.

I have worked with Klamath Hospice for the past ten years and can personally attest they fill a tremendous need in our community. The care they provide to our community members is one of excellence and never based on a person's ability to pay. They have a profound commitment to the needs of our community and implement new programs and make changes to existing ones based on current needs. Treasures thrift store provides valuable monetary support to Klamath Hospice programs for those they serve.

My grand-mother used to work at a thrift store and I can tell you it is no easy feat. However, the success of Treasures over the past ten years I have worked with them shows just how much the community has come to appreciate it. The significant growth of the store has continued to create new jobs and generate increasing revenues that are invested back into our community thru the valuable services Klamath Hospice provides.

I can assure you that Klamath Hospice, including its thrift store Treasures, is the kind of business you can trust to turn any funds granted to them into furthering economic development in our community.

Respectfully,



September 25, 2020

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

Dear Committee Members,

I am writing this letter in support of Klamath Hospice's request for grant funding.

I know from my experience working with Klamath Hospice's thrift store Treasures over the past several years, it plays a very crucial role in our community. Profits are invested back into the mission of the organization and directly support their services, including providing medical, emotional and spiritual care to terminally ill patients and their families.

Klamath Works has established an important partnership with Treasures and appreciates their support of our mission- helping those in need return to self-sufficiency by preparing them for work. We have been able to place individuals at Treasures in order to gain real-life job experience; one individual was even hired permanently to continue supporting operations. We have also been able to bring together work teams at the store to gain much needed experience working as a team member while providing a service. One of our work teams successfully assisted with the reorganization of the sales floor in order to increase space for displaying merchandise and making it more shopper friendly.

In addition to providing jobs and work experience, Treasures assists with other programs including, providing appropriate job attire for those looking for a job or those who have found a job and participating in our recycling programs.

Klamath Hospice, and its thrift store Treasures, provides tremendous support to our community not only thru their programs, but by creating and retaining jobs, and providing essential job experience to those in need.

Respectfully,

A handwritten signature in black ink, appearing to read "Joy McInnis", is written over a light blue horizontal line.

Joy McInnis

Executive Director  
Klamath Works