

MINUTES
PRYOR ECONOMIC DEVELOPMENT TRUST AUTHORITY
REGULAR MEETING
MONDAY, JANUARY 8TH, 2024
12:00 P.M.

THE PRYOR ECONOMIC DEVELOPMENT TRUST AUTHORITY MET IN REGULAR SESSION IN THE CITY COUNCIL CHAMBER, 12 NORTH ROWE STREET, PRYOR, OKLAHOMA AT THE ABOVE DATE AND TIME.

TRUSTEES: **ADAM ANDERSON, ARIANNA DERR, DARRELL MOORE, FRED SORDAHL, DON BERGER, SCOTT MILLER, LARRY WILLIAMS
EX-OFFICIO TRUSTEES: JARED CRISP - MUNICIPAL UTILITY BOARD GENERAL MANAGER, ZAC DOYLE - MAYOR
OTHERS: JAE STANDINGWATER - SECRETARY

1. CALL TO ORDER, PRAYER, PLEDGE OF ALLEGIANCE.

The meeting was called to order by Anderson at 12:00 p.m. Members present: Larry Williams, Darrell Moore, Scott Miller, Adam Anderson, Fred Sordahl, Arianna Derr, Zac Doyle and Jared Crisp. Members absent: Don Berger.

Prayer and Pledge of Allegiance were led by Scott Miller.

Others in attendance: Houston Brittain, Jennie LaFave, Casie Summerlin and Terry Aylward.

2. APPROVE MINUTES FROM THE DECEMBER 11TH, 2023 REGULAR MEETING.

Motion was made by Derr, second by Williams to approve the minutes from the December 11th, 2023 regular meeting. Voting yes: Williams, Moore, Miller, Anderson, Sordahl and Derr. Voting no: none.

3. PETITIONS FROM THE AUDIENCE.

There were no petitions from the audience.

4. REPORT FROM PRYOR AREA CHAMBER OF COMMERCE PRESIDENT, HOUSTON BRITTAIN.

Brittain reported that the Chamber is looking forward to several upcoming events, including the Gala in January, the Boat & Tackle Show in February and the Homestead Expo in March. He also stated that there will be a City Council Candidate Forum on February 7th, 2024.

5. REPORT FROM PRYOR MAIN STREET DIRECTOR, JENNIE LAFAVE.

LaFave reported that they have been awarded a \$50,000 grant from T-Mobile for the Streetscape project. She stated that they are working on historical tours, more facade grants, and beginning to plan a small business start up program. LaFave also stated that National Main Street would be completing their evaluation of Pryor Main Street at the end of January.

6. DISCUSSION AND POSSIBLE ACTION TO MOVE THE MEETING SCHEDULED FEBRUARY 12TH, 2024 TO FEBRUARY 5TH, 2024 OR FEBRUARY 20TH, 2024.

Motion was made by Moore, second by Sordahl to move the meeting scheduled February 12th, 2024 to February 20th, 2024. Voting yes: Moore, Miller, Anderson, Sordahl, Derr and Williams. Voting no: none.

7. DISCUSSION AND POSSIBLE ACTION REGARDING THE ADVERTISING AND MARKETING OF THE "GRAVEL PIT" FOR SALE.

Motion was made by Moore, second by Sordahl to approve expending up to \$500.00 for marketing an open 30 day offer period with sealed offers submitted directly to the EDTA before going to Council. Voting yes: Miller, Anderson, Sordahl, Derr, Williams and Moore. Voting no: none.

8. DISCUSSION AND POSSIBLE ACTION REGARDING THE ADVERTISING AND MARKETING OF THE OLD POLICE STATION FOR SALE.

Motion was made by Williams, second by Miller to approve expending up to \$5,000.00 for distributing a 45-day Request for Proposal and advertising the property through signage and local advertising. Voting yes: Anderson, Sordahl, Derr, Williams, Moore and Miller. Voting no: none.

9. DISCUSS, POSSIBLY RECOMMEND COUNCIL ACTION REGARDING AN EXPENDITURE NOT TO EXCEED THE AMOUNT OF \$2,911.00 FOR A GRANT WRITER TO BE PAID FROM FUND 68. THIS WOULD FUND AN INDIVIDUAL GRANT WRITER TO WRITE AND SUBMIT A RURAL BUSINESS DEVELOPMENT GRANT FOR THE PURPOSE OF RENOVATING A PART OF THE GRAHAM COMMUNITY BUILDING.

Motion was made by Williams, second by Derr to recommend Council action regarding an expenditure not to exceed the amount of \$2,911.00 for a grant writer to be paid from Fund 68. This would fund an individual grant writer to write and submit a Rural Business Development Grant for the purpose of renovating a part of the Graham Community Building. Voting yes: Sordahl, Derr, Williams, Moore, Miller and Anderson. Voting no: none.

10. UNFORESEEN BUSINESS.

There was no unforeseen business.

11. ADJOURNMENT.

Meeting was adjourned without a motion or vote.



A Proposal for
Pre-Campaign Assessment
Study

**Pryor Creek
Recreation Center**
Pryor, OK

October 17, 2023

Swanson House, Inc.
1316 West 15th Avenue / Suite 200
Emporia, KS 66801

(316) 215-6123
(888) 381-3559

swansonhouse.com

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October 17, 2023

Mr. Mike Moore
Director
Pryor Creek Recreation Center
1119 SE 9th St
Pryor, OK 74361

Dear Mike,

Swanson House would be proud to be your partner in testing and then completing a multi-million-dollar campaign for the pool project for which you seek philanthropic support.

Based on that information, our conversations, and our experience of completing public-private collaborations, it is our strong recommendation that a Pre-Campaign Assessment Study be completed. The attached proposal details our work in completing such a study.

Given the task force's desire to engage public funding based on a certain dollar from private support, this step is even more important. We have successfully helped other private-public partnerships including but not limited to the Wichita Public Library, the Flint Hills Discovery Center, and the Emporia Zoo. Each of these projects required a level of private support to secure public funding.

Once the pre-campaign assessment study is completed, and based on our findings, Swanson House will propose an ongoing campaign management contract to assist in conducting the campaign.

I am proud to share that the consultants of Swanson House have successfully partnered with hundreds of nonprofits across America raising more than one billion dollars. Our combined 170 years of philanthropic and fundraising knowledge, experience, and expertise will enthusiastically be brought to your project to ensure its success.

With thanks and appreciation,



Robert Swanson,
President & CEO

cc: Sarah Wine, Senior Consultant
Cathy Rutz, SHI Client Services Director

Welcome to Swanson House

Swanson House, Inc. (“Swanson House”) is proud to partner with Pryor Creek Recreation Center (“PCRC”), based in Pryor, OK in its efforts to test the viability of a million-dollar capital campaign as part of its funding for an events center.

Swanson House presents its Pre-Campaign Assessment Study (the “Contract”) to assist PCRC in understanding how it might successfully complete a multi-million-dollar campaign (\$7.5 million to \$8.5 million). As Fundraising Counsel, Swanson House works with the staff and volunteer leadership to understand and design the organizational structure and framework, tools and resources, and processes and strategies for its successful campaign.

The knowledge, experience, expertise, and resources of Swanson House will be engaged to help PCRC achieve its goals. Utilizing its successful “fundraising architecture,” Swanson House works to establish a fundraising structure that effectively, (1) identifies, (2) cultivates, (3) solicits, and (4) expresses appreciation to its donors.

Pre-Campaign Assessment Study Overview

The goal of the Swanson House Pre-Campaign Assessment Study is to:

Determine the ability and then the structure and strategies for helping the community of Pryor, OK successfully complete a comprehensive campaign. PCRC seeks to test goals for capital needs. Because the annual fund program cannot falter during the life of the campaign, we encourage our clients to incorporate the annual fund into their campaign planning so that it remains strong.

Swanson House achieves this objective through a detailed fact-finding and analysis process in which its knowledge and expertise in fundraising are overlaid. In short, Swanson House:

- A. Evaluates proposed initiatives and goals of the project with prospective donors, organizational leaders, and staff.
- B. Evaluates how fundraising can be engaged to determine if campaign initiatives and goals are achievable.
- C. Develops and presents specific recommendations for framing, launching, and completing a multi-million-dollar campaign.

The Pre-Campaign Assessment Study

To create greater value for nonprofit organizations in our campaign study process—and create more effective studies leading to a greater probability of campaign success—Swanson House has revamped and added to the traditional study process (feasibility study). The Swanson House Pre-Campaign Assessment Study incorporates:

- (1) 10-Point Development Analysis
- (2) Development of Test Case Statement Document.
- (3) Development of the Interview Process, including Interview Pool and Questionnaire
- (4) Development of the Survey Process, including Survey Pool and Questionnaire
- (5) Prospect Research
- (6) In-House Consultant Roundtable Review
- (7) Campaign Assessment Study Document Presentation

This seven-step study process provides PCRC with the most complete perspective for making the decision to move forward with its comprehensive campaign. The details of each step follow.

1 - Development Analysis



Swanson House will be on-site to complete this step of the study process. Swanson House evaluates 10 Development Points when completing its Pre-Campaign Assessment Study. Professional staff and volunteer leaders are asked to participate in these days on-site. Staff will be presented with a Pre-Session Memorandum outlining data to be collected in advance, so as to create effective and productive days onsite.

While on-site, fact-finding will be completed concerning the 10-Point analysis. These 10 data points and our findings will be detailed in the written Campaign Assessment Study along with specific recommendations which will be presented in person. These 10 areas of evaluation help PCRC understand and address the resources it must have in place to complete a successful multi-million-dollar endowment and capital campaign.

Once Swanson House secures and evaluates this information, it overlays its knowledge and experience to make specific recommendations to the task force. The development analysis includes:

1. Arguments & Narratives for a Successful Campaign
2. Defined Goals & Initiatives for the Campaign
3. PCRC's Fundraising History
4. Gift & Donor Data Management Systems
5. Financial Systems
6. Communication & Cultivation Vehicles
7. Staffing & Staff Leadership
8. Volunteers & Volunteer Leadership
9. Status of Development (Fundraising) Training & Orientation
10. Research Capacity

2 - Development of Test Case Statement

Working with PCRC, Swanson House drafts and completes the test case statement document. This document is not outsourced or left for PCRC to develop. It is drafted and finalized by Swanson House in collaboration with PCRC to produce a meaningful and effective tool for your pre-campaign assessment study. The drafting and use of the Test Case Statement during the study process serves to develop a strong narrative and successful set of arguments for the Campaign Case Statement to be produced for the actual campaign.

The Test Case Statement serves to share the goals and objectives, and the arguments and narratives for the campaign, with different audiences. As such, it is important for this “test document” to include facts, figures, and stories that accurately and effectively communicate the needs of the campaign on behalf of Pryor Creek. This document is then used to complete interviews, surveys, and additional research.

3 - Interview Process

Swanson House works with PCRC to develop a meaningful cross-section of individuals, businesses, and foundations to interview and garner perspective for the proposed campaign. The interview process also begins a new cultivation phase for this pool of donors for PCRC.

When performed correctly, the interview process “jump starts” the organization’s campaign. Supporters and non-supporters are introduced to the organization in a manner in which only a campaign discussion can engage donors. Planning for a campaign gives an organization a license to engage prospects. The objective is to complete 30 or more interviews in which reaction to the test case statement and their impressions of PCRC are elicited. Confidentiality is offered to interview participants to secure the most candid and honest responses possible from participants.

It will be important to develop an interview pool that represents the “larger community” that will benefit from PCRC and the projects to be funded by a successful campaign. Funding opportunities may be possible beyond the city of Pryor and the State of Oklahoma. Utilizing our analytics specialist, a set of questions is developed in conjunction with PCRC for the interviews.

It is important to note these interviews evolve on an individual basis as our trained consultant directs the course of the interview and attempts to ascertain the most important information available from the interview participant. The interview process is also a cultivation activity. Such responses are invaluable to PCRC.

4 - Survey Process

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Swanson House works with PCRC to develop a survey pool of no less than 200 prospects to conduct a meaningful survey. The survey tool, the questionnaire, is drafted in collaboration with your organization. Our analytics specialist is engaged to complete this tool. Again, confidentiality is offered to participants to secure the most candid and honest responses possible from participants. Such responses are invaluable to the project.

The response rates to the survey process have been increased through a series of refinements to the survey process. The length of questions, the nature of questions, and the design of questions to the response vehicle have been revised. In the past year, we have seen double the traditional response rates.

Please note that the survey process is also a cultivation activity. Whether a survey prospect returns the survey or not, they will have received a test case statement. As such, they have been cultivated, to a degree, that moves your campaign forward.

5 - Prospect Research

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Using the test case statement, Swanson House conducts research above and beyond the interview and survey processes to identify and better understand local, regional, and national funding opportunities available for your proposed campaign.

Each nonprofit has a history, focus, and mission that can be attractive to a wide range of funders. Swanson House will complete an initial evaluation concerning the opportunities related to local, regional, and national funders. 990s and other information will be evaluated as part of this research.

6 - Swanson House Roundtable

Swanson House consultants have worked across America with hundreds of organizations. Each has served as nonprofit development officers, and several have served as nonprofit executives. Each has conducted successful campaigns as development officers and as consultants.

This knowledge and experience are applied to your Campaign Assessment Study by way of the Swanson House Roundtable. Once your lead and senior fundraising counsel have completed their work, the other consultants of Swanson House join in a “roundtable analysis” to provide their own insights about PCRC and its campaign. The experiences and knowledge of the entire firm are applied to your study in this roundtable exercise.

7 - Study Presentation

The results of the Campaign Assessment Study process include the completion of a written study document. This document includes three sections:

FINDINGS SECTION: Includes responses of participants and our summary analysis of responses to each question asked.

10-POINT ANALYSIS SECTION: Evaluation of the 10 points and our specific recommendations are outlined.

CAMPAIGN SECTION: 20 to 30 specific recommendations may be presented in this section based on our findings and professional judgment for moving PCRC’s campaign forward, including a viable campaign goal and our recommendations for how Swanson House can best assist the city of Pryor in launching and completing its campaign.

This written report is presented in person by Swanson House, typically in a two-hour session, to provide the board/volunteer leadership and senior staff with the opportunity to discuss and reflect on the information and recommendations being presented.

Swanson House also provides at this time its recommendations for how it can assist PCRC in moving forward with its campaign. This ongoing contract varies from client to client, but at its heart, includes days with our client to facilitate its campaign.

The Contract

The engagement proposed between Pryor Creek Recreation Center (“PCRC”) and Swanson House, Inc. (“SHI”) includes the following terms:

The engagement of Swanson House, Inc. by PCRC to complete the Pre-Campaign Assessment Study outlined in this document includes the following terms:

Engagement: Swanson House will be working with your organization in 45 days or less after receiving the signed contract and initial payment to begin the study.

Fees & Expenses: The fee for the Pre-Campaign Assessment Study is \$35,000. The initial payment of \$20,000 is due when the signed contract is returned to Swanson House, Inc. The second \$15,000 is due when the study is completed. Expenses related to travel, room, board, production, and postage will be billed separately on a monthly basis.

Mail payments to: **Swanson House, Inc.**
1316 W. 15th Ave., Suite 200
Emporia, KS 66801

Agreement to Proceed: Pryor Creek Recreation Center and Swanson House, Inc. accept this Contract by the signature of authorized representatives and both parties agree to the following terms:

(1) **START OF SERVICES:** Swanson House will be on-site and working with Pryor Creek Recreation Center within 45 days or less once the signed contract and initial payment have been received.

(2) **MANAGEMENT OF CONTRIBUTIONS:** At no time during the term of this Contract will Swanson House or its representatives have custody of or manage any contributions received by PCRC.

(3) **CONFIDENTIALITY:** The parties agree to hold any and all confidential information of the other party in trust and confidence and not to disclose to a third party or use confidential information without prior written permission from the other party. Confidential information includes all such information disclosed prior to, on, or after the date of this Contract.

(4) **CONTRACT RESTRICTIONS:** PCRC agrees that it will not, as long as this Contract is in effect, and for one year after the effective date of termination of this Contract, hire or contract with as an employee or as an independent contractor, or with any entity such person is in any way affiliated with, who is or was an agent, consultant or employee of Swanson House.

(5) THE CONTRACT: This Contract supersedes all prior agreements and understandings between the parties as to the subject matter of this Contract.

(6) AMENDMENTS & WAIVERS: This Contract and each provision hereof may be amended; modified; supplemented or waived only by a written document and signed by both parties hereto.

(7) SUCCESSORS & ASSIGNS: Neither party may assign this Contract or any such party's rights or obligations hereunder to any third party or entity without the prior written consent of the other party, which consent may be given or withheld by such non-assigning party in the sole discretion of such party. This Contract shall be binding upon and inure to the benefit of each of the parties hereto and their respective lawful successors and permitted assigns.

(8) COUNTERPARTS: This Contract may be executed in counterparts, each of which shall be deemed an original and which together shall constitute one and the same instrument.

(9) GOVERNING LAW: This Contract shall be governed by the laws of the State of Kansas, without regard to its conflict of law's provisions.

Agreement to Proceed as Described Above:

Pryor Creek Recreation Center based in Pryor, OK approves this Contract and authorizes Swanson House, Inc. to proceed.

Mike Moore, PCRC Director
Accepted on behalf of
Pryor Creek Recreation Center

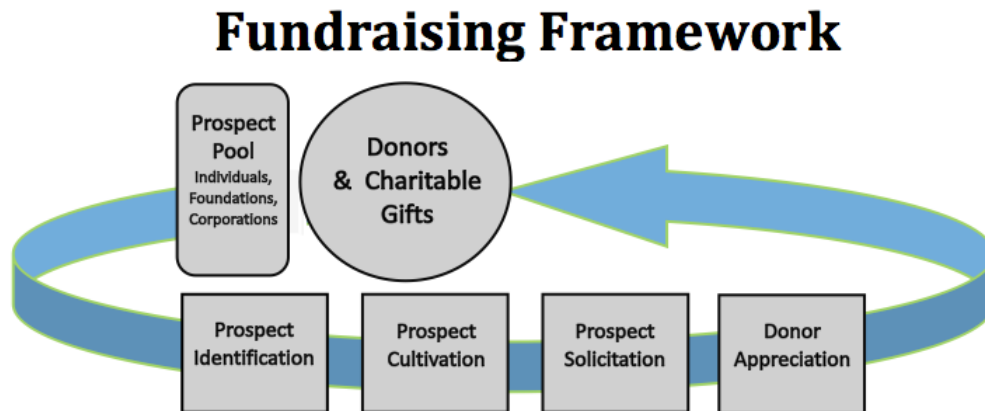
Date

Robert G. Swanson, President & CEO
Swanson House, Inc.

Date

Our Fundraising Philosophy

Swanson House knows effective fundraising programs follow what we define as the “architecture of fundraising.” As the diagram below illustrates, fundraising is a four-step process that, if followed, greatly enhances an organization’s fundraising effectiveness. Within each step, different strategies are employed. When combined these steps and strategies serve to secure more gifts and larger gifts.



It is also important to understand our fundraising philosophy. Swanson House believes people make charitable gifts to improve the lives of those your organization serves and the people and community in which they live. This philosophy is the bedrock of all successful fundraising.

Successful fundraising is not about buildings, equipment, endowments, programs, or services. These are only “tools” that allow your organization to improve the lives of those it serves. When this philosophy is understood and becomes a core principle of your fundraising framework, more gifts and gifts of greater significance are secured by your organization. From Montana to Louisiana and from Minnesota to New Mexico and points in between this model has proven successful.

When your organization’s mission and vision are overlaid with this philosophy, a dynamic and powerful force is harnessed in the service of your organization, those it serves, and its community.

With this core principle in place, Swanson House combines its proven fundraising processes and tools with thoughtful and creative fundraising strategies, so that your organization can successfully secure charitable gifts for the good of its clients.

Closing Thoughts

A successful fundraising campaign is the result of a meaningful and sincere effort by an organization to improve the lives of those they serve. A campaign may raise gifts for capital, operations, or endowment, but these resources are only a means to an end. Donors must believe that the lives served by the nonprofit are being improved if they are to make significant gifts.

America is a generous nation. Organizations willing to be professional and thoughtful in their fundraising and willing to stand and make an argument for their projects can raise significant charitable dollars. Charitable giving over the last eight years in America follows.

Total Giving in the USA

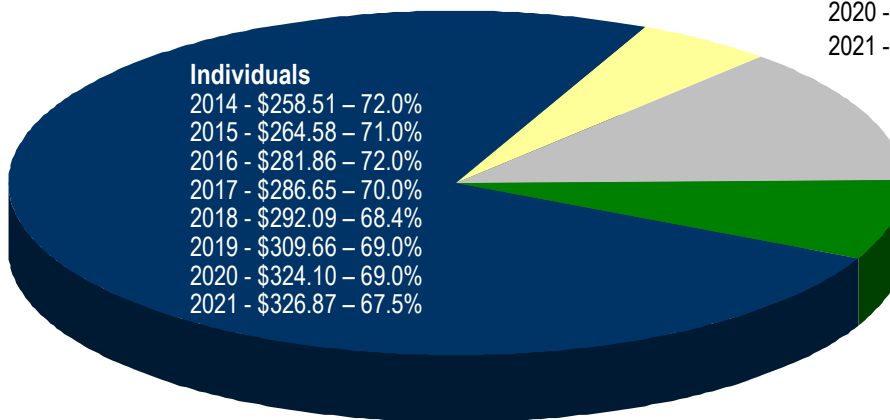
2014 = \$358.38 Billion
 2015 = \$373.25 Billion
 2016 = \$390.05 Billion
 2017 = \$410.02 Billion
 2018 = \$431.43 Billion
 2019 = \$449.66 Billion
 2020 = \$471.11 Billion
 2021 = \$484.84 Billion

Corporations

2014 - \$17.77 Billion – 5.0%
 2015 - \$18.45 Billion – 5.0%
 2016 - \$18.55 Billion – 5.0%
 2017 - \$20.77 Billion – 5.0%
 2018 - \$20.05 Billion – 5.6%
 2019 - \$21.09 Billion – 5.7%
 2020 - \$16.88 Billion – 3.6%
 2021 - \$21.08 Billion – 4.3%

Foundations

2014 - \$53.97 Billion – 15.0%
 2015 - \$58.46 Billion – 15.6%
 2016 - \$59.28 Billion – 15.0%
 2017 - \$66.90 Billion – 16.3%
 2018 - \$75.86 Billion – 17.6%
 2019 - \$75.69 Billion – 16.1%
 2020 - \$88.55 Billion – 18.8%
 2021 - \$90.88 Billion – 18.7%



Bequests

2014 - \$28.13 Billion – 8.0%
 2015 - \$31.76 Billion – 8.5%
 2016 - \$30.36 Billion – 8.0%
 2017 - \$35.70 Billion – 8.7%
 2018 - \$39.71 Billion – 9.3%
 2019 - \$43.21 Billion – 9.2%
 2020 - \$41.19 Billion – 8.7%
 2021 - \$46.01 Billion – 9.5%

In the state of Oklahoma, households gift more than \$2.7 billion. In addition, Oklahoma has a robust community of foundations and trusts. We know from experience that when nonprofits conduct themselves in a professional and sincere manner, donors respond.

Across dozens of states, hundreds of communities, and a wide range of nonprofit organizations, our Swanson House consultants have successfully served the nonprofit community. Each consultant possesses extensive fundraising knowledge and experience, and the expertise to make that knowledge and experience relevant and productive for their clients. Swanson House consultants have been successful fundraisers and nonprofit executives and now excel as fundraising architects ready to design and build your fundraising program.

Robert G. Swanson, President & CEO

Robert's 33 years of fundraising and consulting experience spearheads a team of consultants with more than 100 years of combined experience. He has worked in 15 states with nonprofit organizations. Robert understands that *"...large gifts are created, not found. If your organization is willing to be thoughtful and professional – and make an argument for those it serves, it can raise significant charitable support."*

His proven "fundraising architecture" serves as the fundraising framework for all Swanson House clients. He stresses the need and effectiveness of thoughtful and professional fundraising in which donors are respected and acknowledged.

In addition to his successful client work, Robert has spoken and presented throughout America to a variety of nonprofit resource and advocacy groups including the International Association of Fundraising Professionals, The Council for the Advancement & Support of Education, and NSFRE. Robert concluded his nonprofit career as CEO of the Emporia State University Foundation.

Brenda Bogner, Senior Vice President

Brenda has spent a significant portion of her professional career in support of programs and organizations focused on individuals with disabilities and their families. Education, physical and developmental disabilities, mental health, and youth development are her specialties. Her classic training as an educator brings valuable expertise to her clients as she works to effectively engage staff and volunteer leadership to focus on the tasks at hand.

"Fundraising is about more than money," says Brenda. *"When a relationship is built with a donor and that relationship is maintained and respected over time, the nonprofit and the donor can achieve remarkable things on behalf of their community."*

Sarah Wine, Senior Consultant

Sarah Wine's consulting career includes working with nonprofits focused on human services, education, and historic restoration. Sarah began her professional career in education *"Like any profession, fundraising is a knowledge, information, and experience-based work,"* says Sarah. *"There is knowledge, a structure, and a process to effective fundraising, As a successful fundraising professional I enjoy engaging with clients, staff, and volunteers – to help them succeed."*

Having served as a director of development before becoming a consultant, Sarah understands the demands of staff and volunteers when engaging in a multi-million-dollar project. *“It’s a team effort. Communication and honest conversation build a team. Our goal is to be transparent, engaged, and accessible to our clients.”*

Jennifer Curzon, Senior Consultant

For 24 years Jennifer has worked with nonprofits facilitating hundreds of campaign assessment studies, conducting foundation research and grant writing, annual fund development, and major gift solicitation. Jennifer has worked in seven states helping dozens of nonprofits reach their fundraising goals.

Serving as both a development director for a nonprofit organization and a fundraising consultant, her expertise spans the fundraising spectrum. She successfully assisted reStart, Inc. of Kansas City, MO with both annual and capital fundraising efforts for over five years.

“Being organized and having structure can raise a lot of money,” says Jennifer. *“I think too many organizations don’t realize that a plan and some hard work to execute it will produce good results. With creativity, a thoughtful strategy, and implementation any nonprofit can achieve fundraising success.”*

Heather Hogan, Senior Consultant

Heather Hogan began her professional career in marketing and business. She quickly learned that she made a greater impact working in the nonprofit world. She concluded her nonprofit career as president of the Envision Foundation where she raised more than \$30 million. *“A gift is a yes vote,”* she likes to say. *“It’s equivalent of a person walking into a polling booth and pulling the lever that says I vote for this nonprofit. It’s a vote of confidence in the mission and the work of a nonprofit.”*

Heather’s fundraising and nonprofit experience is extensive, ranging from major gifts to annual fund, and nonprofit management and board development. *“Usually, it’s the need for a multi-million-dollar campaign or annual fund overhaul – operating funds – that shakes an organization out of its complacency or comfort zone. I like being a change agent for our clients.”*

Cathy Rutz, Client Services Director

Cathy is a 24-year veteran working with nonprofit organizations. She provides support to consultants as they work directly with a nonprofit organization. From fundraising management reports to material development to scheduling, Cathy provides the “back-office support” which allows Swanson House consultants and their clients to focus on the architecture of fundraising.

Cathy speaks from experience when she says, *“...organizations who create a bond with their consultant and focus on fundraising are successful. I am proud to play a part in that process.”* She has served consultants and their clients who have collectively raised more than \$1 billion.

Sample of Nonprofits

Swanson House consultants serve nonprofit organizations focused on education, human services, youth development, healthcare, community service, substance abuse, mental health, and art and culture. The diversity of clients brings exceptional knowledge and insight to those who select Swanson House as their fundraising counsel. A sample of current and past clients follows.

Arkansas Foodbank , <i>Little Rock, AR</i>	Kansas Food Bank , <i>Wichita, KS</i>
Camp Wood YMCA , <i>Elmdale, KS</i>	Kansas Humane Society , <i>Wichita, KS</i>
Central Kansas Foundation , <i>Salina, KS</i>	Kiowa Memorial Hospital , <i>Kiowa, KS</i>
Bluestem Girl Scout Council , <i>Bartlesville, OK</i>	KPTS-Channel 8 , <i>Wichita, KS</i>
Boys & Girls Club , <i>McAlester, OK</i>	KVC , <i>Olathe, KS</i>
Boys & Girls Club , <i>Baton Rouge, LA</i>	Least of These , <i>Nixa, MO</i>
Boy Scouts of Coronado Council , <i>Salina, KS</i>	Market House Theatre , <i>Paducah, KY</i>
Burford Theatre Project , <i>Arkansas City, KS</i>	Marland Children's Home , <i>Ponca City, OK</i>
Butler Community College Foundation , <i>El Dorado, KS</i>	Marillac for Children , <i>Overland Park, KS</i>
Carthage Crisis Center , <i>Carthage, MO</i>	McPherson Opera House , <i>McPherson, KS</i>
Chadron State College , <i>Chadron, NE</i>	Montana State University–Billings , <i>Billings, MT</i>
Child Advocacy Center , <i>Wichita, KS</i>	Newton Public Library , <i>Newton, KS</i>
East Central University , <i>Ada, OK</i>	Ozarks Food Harvest , <i>Springfield, MO</i>
Emporia Friends of the Zoo , <i>Emporia, KS</i>	Ozark Girl Scout Council , <i>Joplin, MO</i>
Envision, Inc. , <i>Wichita, KS</i>	Prairie View , <i>Newton, KS</i>
Etzanao Conservancy , <i>Arkansas City, KS</i>	Pratt Community College , <i>Pratt, KS</i>
Family Service & Guidance Center , <i>Topeka, KS</i>	Pratt Health Foundation , <i>Pratt, KS</i>
Flint Hills Discovery Center , <i>Manhattan, KS</i>	Price Tower Arts Center , <i>Bartlesville, OK</i>
Food Bank - Central Louisiana , <i>Alexandria, LA</i>	Rainbows United, Inc. , <i>Wichita, KS</i>
Fort Scott Community College , <i>Fort Scott, KS</i>	reStart , <i>Kansas City, MO</i>
FosterAdopt Connect , <i>Independence, MO</i>	Seward County Community College , <i>Liberal, KS</i>
Girl Scouts Bluestem Council , <i>Bartlesville, OK</i>	Salina YMCA , <i>Salina, KS</i>
Girl Scout's Tiak Council , <i>McAlester, OK</i>	SCARF , <i>El Dorado, KS</i>
The Guidance Center , <i>Leavenworth, KS</i>	SOS, Inc. , <i>Emporia, KS</i>
Homecare-Hospice Foundation , <i>Manhattan, KS</i>	Sunflower House, Inc. , <i>Shawnee Mission, KS</i>
Hutchinson Community College , <i>Hutchinson, KS</i>	Susan B. Allen Memorial Hospital - Wichita , <i>KS</i>
Independence Community College , <i>Independence, KS</i>	Theatre Lawrence , <i>Lawrence, KS</i>
KC Fusion , <i>Kansas City, MO</i>	Wichita Family Crisis Center , <i>Wichita, KS</i>
KS Academy of American Pediatrics , <i>Olathe, KS</i>	Wichita Public Library Foundation , <i>Wichita, KS</i>

OKLAHOMA DEPARTMENT OF TRANSPORTATION

INVOICE

Make check PAYABLE and MAIL TO: Oklahoma Department of Transportation
 Attn: Revenue Section
 Comptroller Division, RM 3-B-6
 200 N. E. 21st Street
 Oklahoma City, OK 73105-3204

To:	CITY OF PRYOR CREEK	Division Invoice No.	38029(05)
	12 North Rowe Street	Division Name:	Local Government
	Pryor Creek, OK 74361	Date:	11/14/23

Description – Explanation of Charge	Quantity	Price Each	Total
Due Date: UPON RECEIPT			
TAP3-8029(004)TP			
PEDESTRIAN / BIKE IMPROVEMENTS			
Intersection of Graham Ave. (HWY 20) and Adair St.			
TOTAL ESTIMATED COST			\$162,460
(Less TAP Funds)			(\$97,273)
(City Matching Funds)			(\$65,187)
City Deposit for Federal Advanced Construction			\$65,187
Invoice Total			<u>\$65,187</u>

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*Adam C. Anderson, Chair
Scott Miller, Vice Chair
Fred Sordahl, Trustee
Arianna Derr, Trustee
Larry Williams, Trustee
Don Berger, Trustee
Darrell Moore, Trustee*

February 20, 2024

The Honorable Peter Paul Montgomery Buttigieg
Secretary of Transportation
1200 New Jersey Ave, SE
Washington, DC 20590

RE: MidAmerica Connectivity Project - Rebuilding American Infrastructure with Sustainability & Equity (RAISE) Grant Opportunity

Dear Mr. Secretary,

Pryor Economic Development Trust Authority (EDTA) is writing this letter to support MidAmerica Industrial Park's (MAIP) 2024 RAISE grant application. EDTA fully supports the MidAmerica Connectivity Project, which will connect MAIP's trail system with Pryor's existing bike route.

Pryor adopted a local trails master plan in 2016 that connects to the existing Mayes County Trails Master Plan. Progress has been made with past grant funding that implemented pieces of the trail system through a bike route in Pryor. MidAmerica's Connectivity Project will progress Pryor's efforts in connecting to the county-wide trail system.

Pryor EDTA understands that a trail system is economic development. While it creates a safe route for active commuters, it can also entice new families to move to our area, which could increase the workforce in Pryor and Mayes County. Pryor already has a cycling community that rides in Pryor's annual DAM J.A.M. Bicycle Tour, which allows cyclists to ride safely throughout Mayes County. We believe cycling tourism will increase as access and connectivity improve by adding to the county trail system.

We are grateful for MAIP's support in a county-wide trail system and greatly appreciate their efforts in applying for the RAISE grant.

Pryor EDTA asks the U.S. Department of Transportation to consider and support the RAISE grant application from MidAmerica Industrial Park.

Sincerely,

Adam C. Anderson, Chair
Economic Development Trust Authority

*12 North Rowe Street
Post Office Box 1167
Pryor Oklahoma 74362*



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Larry Williams, Trustee
Don Berger, Trustee
Darrell Moore, Trustee

February 20, 2024

U.S. Department of Agriculture
Attn: Amy Cowley
Business & Cooperative Programs
100 USDA, Ste. 108
Stillwater, OK 74074

Re: USDA Rural Business Development Grant (RBDG) – Letter of Support

Dear Director Cowley:

On behalf of Pryor's Economic Development Trust Authority (EDTA), I would like to express our support for the City of Pryor Creek's 2024 Rural Business Development Grant (RBDG) grant application to implement the Graham Community Center (Center) renovation. The renovation will restore the Center's dilapidated kitchen and bathrooms to provide a space and resource for small businesses in the community to access the updated commercial kitchen. Upon completion, local food-making businesses will be able to lease the space for an economical daily fee to create and package their products, meeting Oklahoma Department of Agriculture, Food and Forestry food safety regulations.

The EDTA was established to assist the City of Pryor Creek in promoting, stimulating, and encouraging the development and redevelopment of residential and commercial areas of the City of Pryor Creek and to do so in a way that fosters and improves the economic climate of Pryor Creek.

We believe that having a downtown community center with a functioning modern kitchen will allow businesses to expand their capacity in an economical way for the business owner and support tax generation in our downtown area. Many small businesses never grow to their full potential because of the financial barriers in moving to the next step. A commercial kitchen utilized and paid for by only one business is a substantial financial barrier. A community commercial kitchen, which is available to several businesses, will help many more of them survive and thrive when they otherwise could not do so. This kitchen will have the added benefit of allowing citizens to utilize the facility to host cooking classes that focus on healthy food options.

Our community strongly supports this project, and we are excited to see it come to fruition.

Sincerely,

Adam C. Anderson, Chair Economic Development Trust Authority

***12 North Rowe Street
Post Office Box 1167
Pryor Oklahoma 74362***

Sports Economic Impact Grant

The Sports Economic Impact Grant, facilitated by the EDTA, has played a pivotal role in supporting upgrades and improvements to local youth sports facilities.

Notable projects include:

Mayes County Soccer – Edwards Soccer Complex:

- Upgrades to bathroom facilities.
- Improved lighting for practice areas and the U10 game field.
- A \$50,000 project made possible through contributions from Cherokee Nation, City of Pryor, MUB, and EDTA.

Lake Area Softball:

- Enhancements to the complex, including new fencing for fields.
- A \$50,000 project made possible through contributions from Cherokee Nation and EDTA.

Pryor Main Street Memorandum of Understanding

EDTA's funding to Pryor Main Street through the MOU has facilitated various initiatives, including:

- Streetscape Management.
- Walkability Audit.
- Data Gathering, including pedestrian counts.
- Crosswalk Project.
- 2023 Façade Grants: Two award cycles, \$19,959 in grants awarded, with \$60,000 matched funds, resulting in a total investment of \$79,959 in downtown businesses.

Freedom Fest

In 2023, the EDTA led the revival of Pryor Creek's Freedom Fest, featuring:



- Secured Fireworks/ Fireworks Show with initial funds of \$25,000 from EDTA.
- 25 sponsors contributing, with 60% of donations being \$500 or less.
- Estimated 50 families participating in daytime activities.
- 20 vendors showcasing products/services.
- Inflatables attracting over 200 children and youth.
- Fireworks Show witnessed by an estimated 400 cars and 1600 people on-site, and an additional audience from surrounding areas.

Pool Task Force

July 2023 marked the establishment of the EDTA's Pool Task Force, focusing on the feasibility and funding of a public pool or aquatics center in Pryor. The task force, comprising members from EDTA, Parks Board, MUB, Rec Center Board, and the community, is actively engaged in public outreach and conceptual planning. EDTA has approved \$17,000 in funding and engaged PDG for conceptual design and cost estimates.

Additional EDTA Contributions

- \$150,000 in Funding for Downtown Alleyway Resurfacing Project.
- \$3,396 in Funding to Mayes County Trails Alliance for Bike Route Maps.
- \$2,911 in Funding for a Grant Writer for a Rural Business Development Grant, aimed at renovating the Graham Community Building's commercial kitchen.



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